

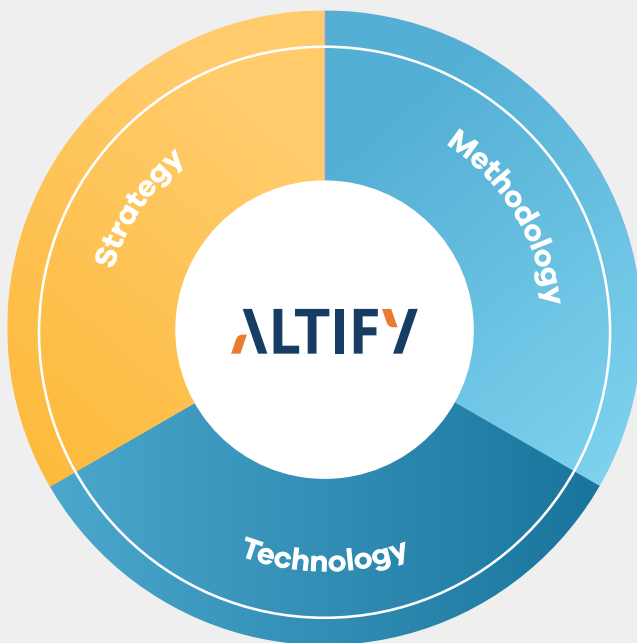


Plan smarter.

Our mission is to shape the next generation of sales leaders. We equip revenue teams with **proven methodology, strategy, and technology to foster a customer-first mindset** that strengthens relationships and wins more opportunities.



Not just software. Altify delivers full-service sales transformation.



Strategy

Leverage revenue team collaboration and pivot to a powerful, customer-first, people-centric strategy. Implement with the change management, training, and coaching support needed to deliver lasting results.

Methodology

Methodology guides your team to qualify deals, uncover needs, handle objections, and close successfully. Execute your sales strategy with proven principles and best practices that help sellers win bigger, faster.

Technology

Arm your sellers with the Salesforce native software that works in harmony to support your strategy, while reenforcing and fully utilizing your methodology. Enable your sales team with a simpler way to drive increased revenue outcomes with Altify.

Revenue growth isn't easy, but it can be *simplified*.

Sales organizations need to balance complex sales processes with a simplified approach.

We are the only software vendor at the effective intersection of strategy, technology, and methodology

Revenue growth isn't easy, *but it can be simplified*. Sustained revenue growth only happens when meaningful methodology and scaling technology unite.

Map Buying Teams

- | Leverage organizational politics
- | Surface influence, support status, traits, and roles
- | Track relationship ownership

Map Insights

- | Uncover customer goals, initiatives, pressures, and obstacles
- | Refocus sellers on buyer needs
- | Share insights across the revenue team

Refine Sales Processes

- | Connect sales processes with buying cycles
- | Identify gaps and blockers
- | Shorten sales cycles & reduce deal slippage

Improve Forecast Accuracy

- | Reliably predict close dates
- | View pipeline by deal or across the whole team
- | Strategically coach sellers to help close deals



Boost Deal Size and Win Rates

- | Drive more impactful deal reviews
- | Qualify deals for maximum clarity
- | Guide sellers to deliver win-win outcomes

Collaborate on Deal Reviews

- | Collaborate on deal reviews
- | Uncover questions, vulnerabilities, and recommendations
- | Leverage the whole revenue team to progress deals

Discover Hidden Revenue

- | Get clarity on undiscovered pipeline
- | Foster valuable relationships to build trust
- | Track buyer motivations across their lifecycle

Action on Account Plans

- | Track target accounts
- | Collaborate on account plan activities
- | Win and retain over the long-term



Easy adoption and growth path – 100% Salesforce native solutions

Partner with Altify to deliver integrated sales best practices paired with the change management and training services you need to ensure maximum long-term success.



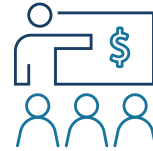
Intentional selling

Account and opportunity plans that sellers and sales leaders can follow and track.



Simplified sales processes

Strategy, methodology and technology to help build trust and grow revenue.



Enabling the how

Enablement and support to instill best practices and deliver behavioral change.



Altify helped us to not focus solely on the deal; instead, focus on a bigger agenda to help our customers deliver to their customers in the right way. We're now invited to sit with them and almost be a part of their team. It's a massive change from just selling single solutions to being a true partner in the space."

Jason Cooper

Head of Sales Excellence, Johnson Controls

80%

80 percent of value created by successful growth companies comes from existing customers.

Source: McKinsey & Company "Choosing to grow: the leader's blueprint"

6-10

The typical buying group for complex B2B purchases involves six to ten decision-makers.

Source: Gartner "Future of B2B Buying Journey"

19.9%

Higher win rate for *trusted partners* vs. *approved vendors*.

Source: Salesforce CSO Insights

Altify Accounts

Unlock growth potential

Altify Insights

Unleash the power of connections

Complement your sales tech stack with Altify's suite of Salesforce native solutions

Connecting Altify Sales Solutions fully enables simplified selling

- Altify Accounts
- Altify Insights
- Altify Opportunities
- Altify Sales Process



Altify Opportunities

Boost deal size and win rates

Altify Sales Process

Accelerate sales cycles

Used by leading sales organizations around the world



GE HealthCare

 AUTODESK



Honeywell

Johnson Controls



Ready to get things done?

Contact us to learn how Altify can help you create connection, clarity, and collaboration in every sales engagement.

[Get in touch](#)

Altify is the Account Planning AI Cloud helping sales teams grow revenue by planning smarter.

Altify was founded on a core belief: strategic B2B selling puts the customer at the center. We know sales success isn't just about selling something—it's about creating mutual value, which demands a solid plan. Our mission is to shape the next generation of sales leaders. We equip revenue teams with proven methodology, strategy, and technology to foster a customer-first mindset that strengthens relationships and wins more opportunities. Altify is not just software, but rather full-service sales transformation, powered by software. Our expert team helps sales organizations build and scale successful, tailored methodology-backed programs, with wholistic support from sales strategy and training to technical implementation. We ensure long-term customer value, proudly helping the world's best sales teams deliver unparalleled results. See how Altify can transform your revenue operations at altify.com