Data Services Subscription Packages

Unlock more value and insights from your GTM data with custom-built dashboards

Your team partnered with People.ai to pave a path to better pipeline performance and revenue generation. Working with our professional services team can help you get down that path faster and further.

Our Data Services Subscription Packages deliver in-app dashboards for your People.ai deployment that are tailored to your unique business needs. The subscription options help you unlock more business value from your GTM data by expanding upon out-of-the-box dashboards covering account planning, territory designs, and opportunity health. You can also develop views into performance benchmarks that highlight the impact and behaviors of top-performing contributors, helping sales managers coach other reps on how to achieve similar outcomes when building and converting pipeline.

Entrusting the expertise of our consultants and project managers gives you a one-of-a-kind experience, tailored to your People.ai deployment, sales processes, internal staffing support, and larger go-to-market tech stack. We'll provide the guidance and best practices you need to maximize the use of dashboards and data, giving you the insights needed for improved sales planning and revenue growth.

Key Service Outcomes

Optimize the value of your data and People.ai deployment by:

- Building dashboards that are uniquely tailored to your business needs and key use cases

- Surfacing better intelligence to guide activities such as account planning, territory design, and ABM-based marketing programs

- Continually reviewing and enhancing dashboards through quarterly reviews with your People.ai account team

- Expanding your knowledge and proficiency with People.ai products

What's Included With Our Data Services Subscriptions?

Available Dashboard Templates and Subscription Packages		
In-app Dashboard Templates	Choose from the following four standard templates: 1. Sales Activity Benchmarking Dashboard 2. Account Engagement Dashboard 3. Pipeline Health Dashboard 4. Buyer Persona Dashboard Dashboards are delivered from Tableau within the People.ai Web Application.	
Subscription Packages	**Silver Package** Includes two templates, as well as: 1. Discovery sessions to collect key data inputs 2. Reviews of initial dashboard outputs, which are then modified as needed 3. Quarterly reviews of dashboard data to address new business needs or changes to your environment	**Gold Package** Includes all four templates, as well as: 1. Discovery sessions to collect key data inputs 2. Reviews of initial dashboard outputs, which are then modified as needed 3. Quarterly reviews of dashboard data to address new business needs or changes to your environment
	For pricing information, please contact your People.ai account team.	

Why Should You Partner with People.ai Professional Services?

Our Experience
250+
Enterprises and counting have relied on us to deploy and optimize their People.ai technology

High Satisfaction
95%
Of customers give us a 5-star rating for our implementation and onboarding services

Faster Time to Value
5x
Accelerated time to first value (TTFV) that customers experience when partnering with us

> " Working with People.ai was a first-rate experience. Expertise and diligence were second to none. They could not only support their platform, but helped us adapt ours and navigate the choppy waters of works councils and IT security teams. "
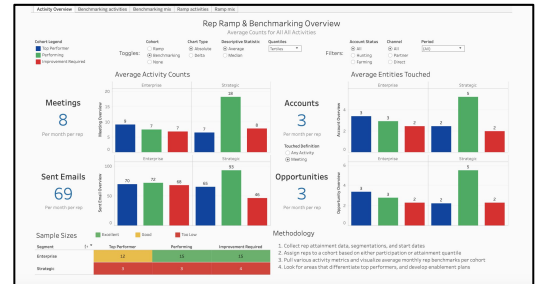>
> **Product Owner for Global Leader in Industrial Software**

Dashboard Descriptions and Examples

Looking for more information on what outcomes the dashboards deliver? You've come to the right place. Here are more details, including an example dashboard for each template.

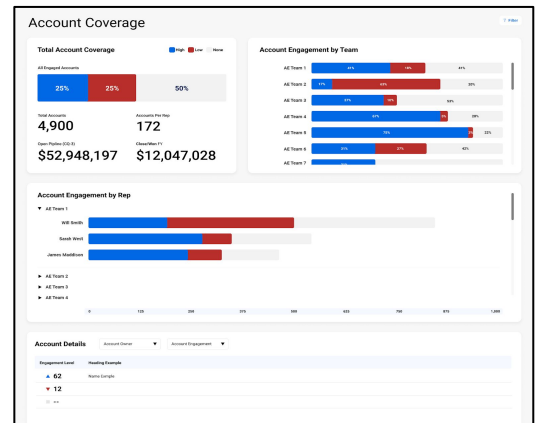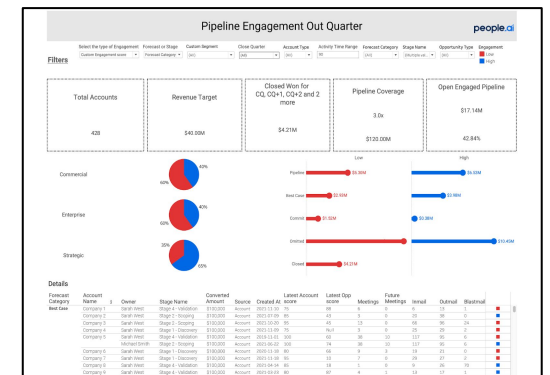| Dashboard	What It Does	Example
Sales Activity Benchmarking	Measures the duration it takes your sales team to go from new hire to full productivity across different performance cohorts. Equipping managers with this benchmarked data helps identify additional coaching opportunities.	
Account Engagement	Helps sales teams understand which accounts are untouched, and how to build engagement with them. The dashboard can also highlight capacity constraints where there are too many accounts assigned to certain segments or reps. You can also drill down to the individual account level to see why there has not been any engagement.	
Pipeline Health	Provides visibility into the health of all opportunities, including engagement scores with key contacts. Know exactly what's happening within every opportunity and gain more confidence in pipeline health for each forecast category. Gain prescriptive insights on how to move the needle and win more business – for example, surfacing in-quarter opportunities that have low engagement and need attention.	
Buyer Persona	Uncovers how different buyer groups impact win rates and deal sizes. Aggregates metrics based on external participants and matches activities to accounts and opportunities. The dashboard is powered by a job title classification engine that categorizes titles by seniority and department. Views are available at the account and opportunity level, helping marketing and sales prioritize efforts based on personas who historically have the most impact.	