



Clari's Choice: Opting for Excellence with Great Demo!

GreatDemo!

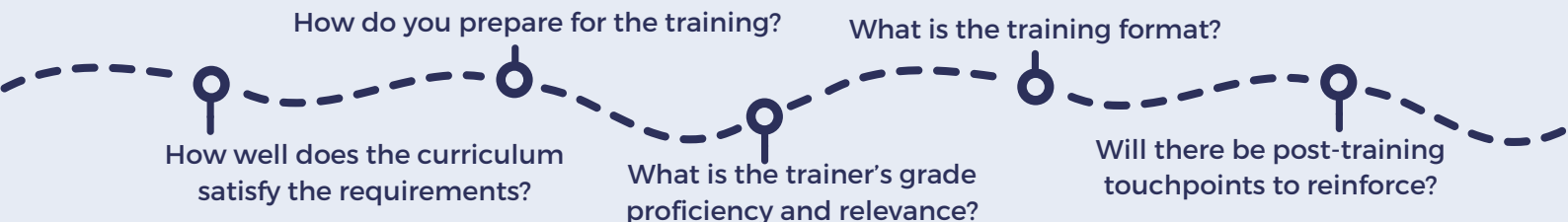
OVERVIEW

Clari is a market-leading unified Revenue Platform helping go-to-market teams have full visibility and control over their entire sales process and revenue operations. They wanted to transform their team to advise customers on complex solutions, which would require implementing a discovery methodology across their SE, PS, CSM teams.

CHALLENGES

Clari evaluated numerous vendors that could partner with them on implementing a new methodology for their teams. They created a criteria to narrow down their options and it led them to deciding between Great Demo! and Demo2Win.

Clari's Criteria:



SOLUTION

Great Demo!'s efforts in understanding the company's needs to craft sessions that directly addresses them resulted in a personalized and result-oriented approach that resonated with Clari's buying committee. This, combined with their unwavering support and strategic insights, made Great Demo! the obvious choice for Clari.



Great Demo! not only won on merit but also left a lasting impression on us with their cohesive and buyer-centric approach. Their commitment to excellence and understanding the importance of a unified perspective on discovery was instrumental in our decision. It's partnership like these that propel us forward and help us achieve our objectives with clarity and confidence.

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