

2026

DataviCloud

The GTM Operating System

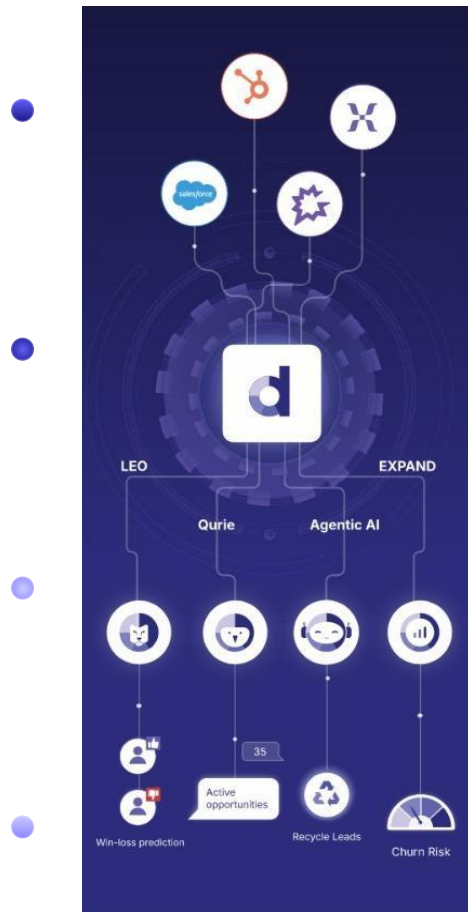
From first touch to renewal: One Revenue Brain, One system,
one relationship, one context-aware AI that acts on your behalf.

Built for RevGen

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THE “FRANKEN-STACK” PROBLEM

Revenue Teams Are Drowning in Their Own Tech Stack

38+ tools. Scattered Signals. More noise. Lost revenue.



Signal Noise

Reps reconcile data instead of closing deals. No prescribed action.



Manual Labor Bottleneck

50-70% of GTM time wasted on research, prep, and CRM entry.



The 'Clueless' Leadership Gap

CROs have dashboards, not direction. No early warning system. Data ≠ action.

\$15K*

Avg. monthly tool spend and labour waste
per 10-person sales team

50-70%

of sales rep time
spent on non-selling tasks

60%

of pipeline silently abandoned without
intervention

**Salesforce State of Sales 2024 + MarketBetter 2026*

Siloed Tools Don't Talk to Each Other

Categories: CRM, Support, Billing, MarTech, E-commerce, Product analytics (400+ tools covered) + External Signals

Sales



stripe



PM, CS



BigQuery

Support



What can't you solve today?

Your data is in a warehouse. Your insights are in someone's backlog.

VP Sales

- Forecasting is gut feel + lagging data
- No early warning for deals going cold
- Can't tell which reps work wrong-fit accounts until a deal is already lost

SDR / AE

- Lack of intent signal, no trigger timing, no personalization; works off a static list
- Targeting niche verticals with no LinkedIn presence, and low Email response
- Ambiguity in campaign performance

CSM

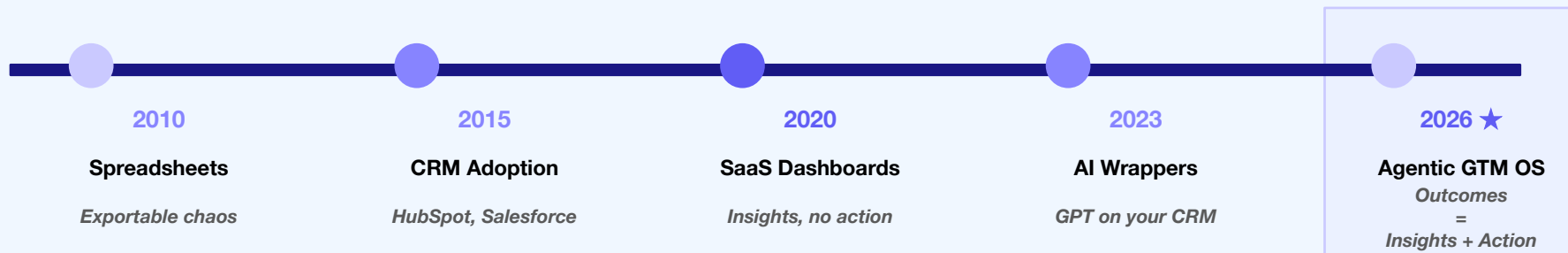
- Churn risk spotted too late: Usage, tickets & NPS live in 3 separate tools
- Expansion opportunities surface at renewal, not proactively
- QBR brief compiled manually the night before

RevOps / PM

- Every insight needs a ticket. Data sits locked in the warehouse while decisions wait.
- No automated alerts when a target account crosses a threshold
- ICP iteration means a 2-week data pull request cycle before any answer

The Shift: "System(s)-of-Record" → "One-System-of-Action"

Our customers told us the old model was broken. They pulled us here.



01 Consolidation Wave

CFOs mandate efficiency. 3-5 GTM tools collapsing into one OS. Replacement narrative lands immediately.

02 Agent-Driven GTM

Revenue agents autonomously execute outreach, recycle leads, and monitor pipeline 24x7.

03 Domain Expertise Wins

Generic LLM wrappers fail without domain context. & Buyers want domain knowledge, not generic wrappers

SOLUTION

One System. From First Touch to Expansion.

Relationship intelligence across the full customer journey:
Unstructured data to prescribed action.



Unified Signals

Presales to customer success aligned on one layer. No GTM handoff blind spots.



Multimodal-data based Action

Automated across all data types until human-ready.



Built for Operators

Designed for \$5M–\$50M businesses leaving money on the table. Go live in 30 days.

How It Works

01 Data Platform

Ingest: CRM + email + calls + product usage + intent signals.

Curate: AI cleans, connects, and builds unified context.

02 Intelligence Platform

Analyze: Domain logic + predictive models surface opportunities.

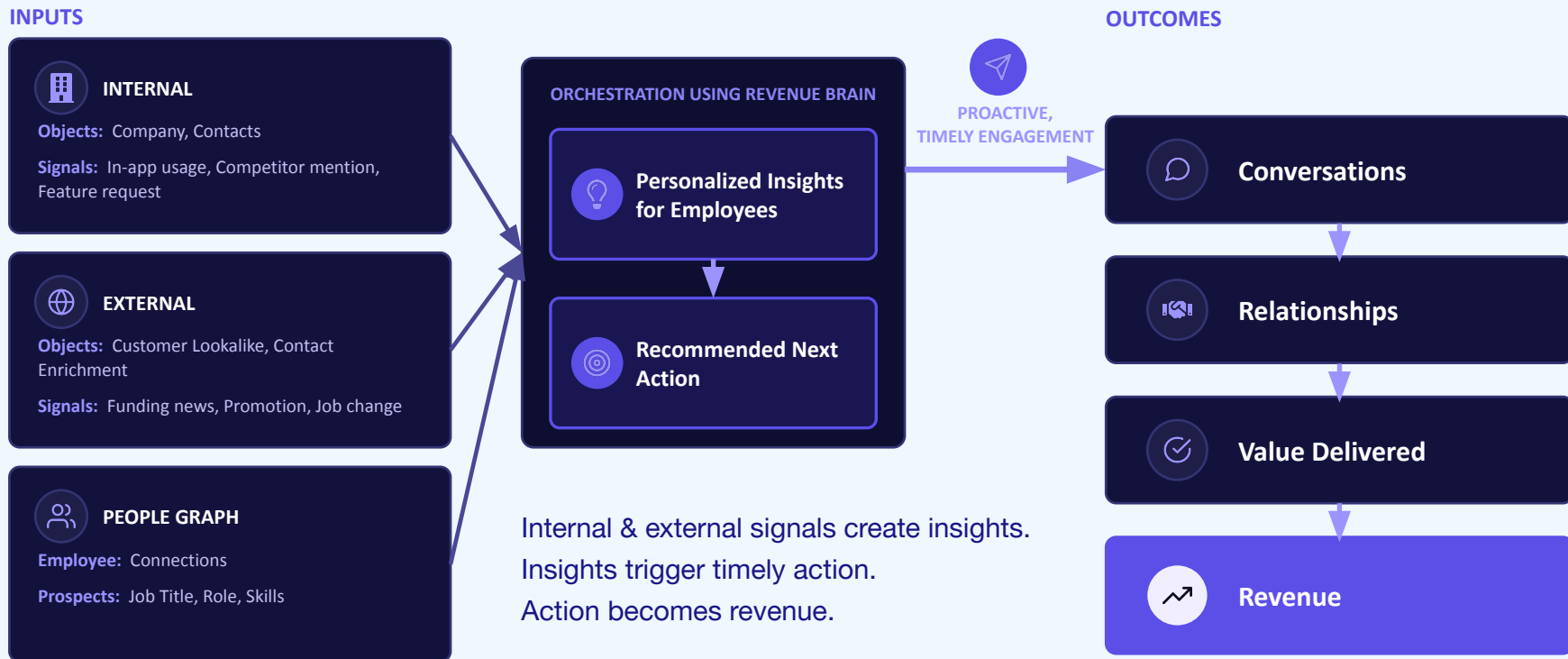
03 System of Action

Next Best Action delivered to rep, or executed by Revenue Agent.

Learn: Every action improves the model. Flywheel compounds.

SOLUTION: THE SIGNAL-TO-REVENUE ENGINE

From signal to conversation to revenue.



DataviCloud: Your GTM Brain on Top of Your Tool Stack

We don't replace HubSpot or Salesforce. We make them 10x smarter — and finally actionable.



LEO

AI DemandGen, TAM
Builder

ICP scoring, multi-channel
outreach, email deliverability.
Fully automated.

AGENTIC AI

RevGen
Workflows

Triggers the right play before
your sales rep opens their CRM.

EXPAND

Proactive Customer
Success

Quirie generates automated
insights - Churn, expansion,
retention plays.

QURIE

Conversational
Analytics

AMA. Instant answers, no SQL,
no dashboards. Get Next Best
Action (NBA).

We Win Where Giants Don't Play

Gong and Clari are built for enterprises. Apollo and ZoomInfo are useful databases, not orchestration layers.

We're built for operators running \$5M–\$50M businesses who move fast and can't afford 6-month implementations.

Criteria	Gong/Clari	Apollo/ZoomInfo	DataviCloud
Target Market	Enterprise (\$100m+)	Mid-market/Ent (leads only)	B2B SaaS & IT Services \$5M–\$50M ARR
Setup Time	3–6 months	1–2 weeks	< 30 days
Prescribed Actions	No (insights only)	No	Yes, core feature ✓
Full Journey Coverage	Partial (post-sale)	No (top of funnel)	Yes, end-to-end ✓
Price Point	\$60K–\$200K/yr	\$15K–\$40K/y	\$20K–\$60K/yr
CRM Replacement?	No	Partial overlap	Augments CRM

Our differentiation: Context depth + prescribed action + 30-day onboarding. We go live before competitors finish their discovery calls.



TECHNICAL MOAT: THE BRAIN LAYER

The Data Flywheel: Compounding IP With Every Customer

Solving the data problem at the Brain Layer creates a moat that generic AI tools can never replicate.



01 Data Structuring Brain

Auto-cleans and structures messy GTM data before AI touches it.



02 Predictive Logic Engine

Shifts from 'look-back' (look-back) to forward-looking, using pattern matching and external signals.



03 Agentic Execution

Revenue Agents autonomously execute: outreach, lead revival, CRM updates, battlecards.

The Revenue Intelligence Flywheel



Signals using Connected Context

All GTM data unified: CRM, email, calls, product, intent.



Logic Layer Processes Signals

GTM domain expertise encoded as prescriptive rules + models.



Revenue Intelligence

Patterns from your deals, your ICP, your win/loss history.



Action

Exact next move surfaced to rep, or auto-completed.



Learn & Compound

Every interaction improves accuracy. Moat deepens over time.

We are making our customers successful

Users call us sharing their wins and promotions!



Barath,
Founder & CEO, Buckypaper Technologies

"Built for focused GTM execution and scalable growth outcomes."

As CEO of a SaaS company, it's helped define the right ICP, run focused GTM campaigns, and connect with decision-makers—driving high-quality leads over volume.



Jessica Shuman
Co-Founder & CEO, Revelin Solutions

"DataviCloud brought clarity to our KPIs and the messy middle of the funnel."

We can now adapt insights quickly across pipeline, territory, and board reporting. Most importantly, it turns unstructured data into actions that drive real outcomes.



Shashidhar,
Product Marketing Leader, Keka

"Product usage insights are a goldmine for any PMM to drive targeted growth strategies."

DataviCloud helped us turn product usage into real revenue impact with a clear, usage-based scoring model that identifies our best customers.



Jing Z,
Data Lead, Wati

"Built for focused GTM execution and scalable growth outcomes."

DataviCloud gave us a single source of truth—clear metrics, aligned teams, and faster decisions across Product, Marketing, and Finance. Unmatched growth.

Built for modern GTM teams

Every B2B dollar of revenue will be orchestrated by AI.

We have built the Operating System it runs on.



**The Only GTM Stack You'll
Ever Need**

Revenue agents will outperform entire GTM teams. Not someday. The first customers are already seeing it.



One OS Always Wins

Every technology era produces one operating system. In GTM, that seat is still empty. We will fill it.



The Window Is Open Now

This category is forming. The founder-market fit is rare. The timing will not repeat.

Let's build the GTM OS that redefines how companies grow.

\$5M Seed

High ACV + Lean COGS = 12-Month CAC Recovery

Three revenue channels. Capital efficiency by design. Margin that grows with each customer added.



Subscription

Plans from \$250–\$2K/mo

65/35 annual/monthly mix. Expands via seats and agent add-ons.



Professional Services

Forward-Deployed Implementation

\$1K–\$2K one-time. 60%+ margin. Self-funds R&D. Build reusable playbooks.



Partner Channel

SI & Advisor Co-Sell

Rev-share access. Zero direct CAC. Pure margin expansion.

\$18K

ACV Target

per customer, blended



<9 mo

CAC Payback

Current



65-70%

Gross Margin

12mo target



125%+

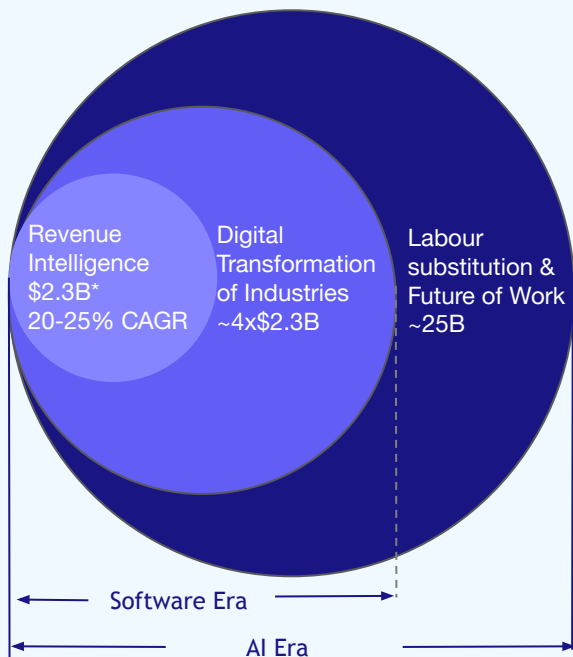
NRR Target

Land & expand



A \$27B Market in Active Disruption

Revenue intelligence & sales automation market is consolidating. The winner will be whoever owns the action layer.



*Source: <https://www.verifiedmarketreports.com/product/revenue-intelligence-platform-market/>

Our ICP: Who We Win With

- ✓ B2B Firms · \$5M–\$50M ARR
- ✓ 5–25 person sales & success team
- ✓ Already using HubSpot or Salesforce
- ✓ Has a CRM but admits it's a 'mess'
- ✓ Feels the pain of GTM handoff blind spots
- ✓ CEO/Sales Leader knows they're leaving \$ on the table

5,000+ companies in ICP segment today