

The background features several abstract, rounded geometric shapes in shades of orange, red, and teal. These shapes are positioned around the central text, creating a modern and dynamic visual effect.

GTM Acceleration With AI: From Quote To Revenue

Eyal Orgil | September 4th, 2025

Where is AI?



Chat
Bots



Search/
Research



Marketing/
Writing



Untapped GTM Potential



Quoting



Pricing

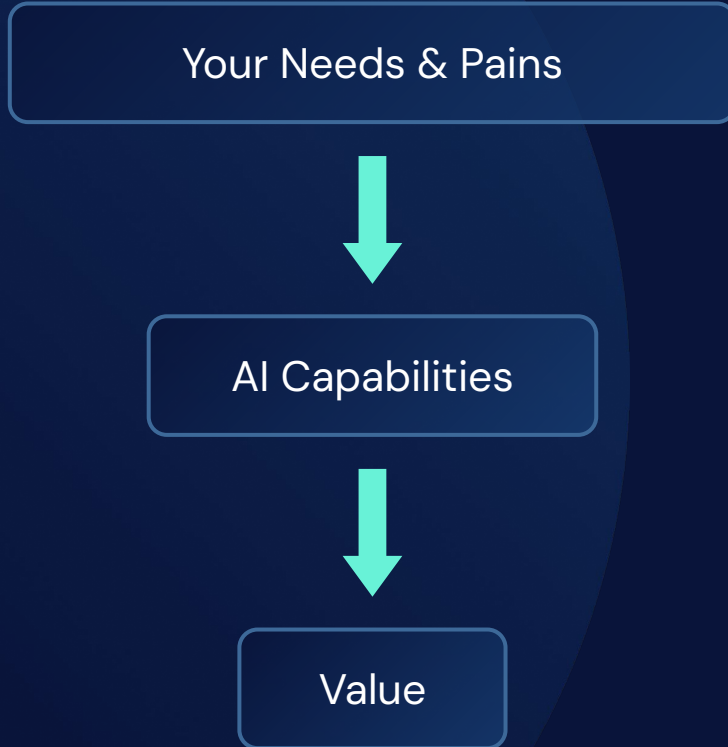


Contracts

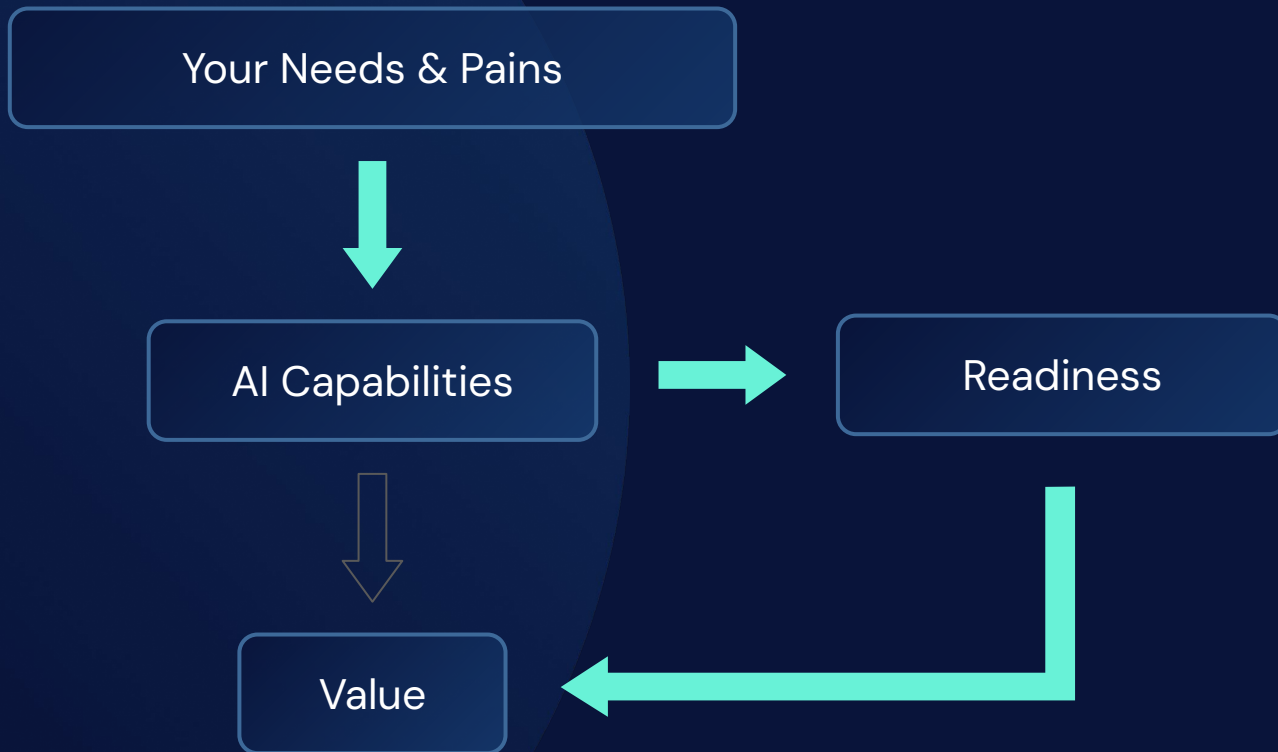


Buyer
Experiences

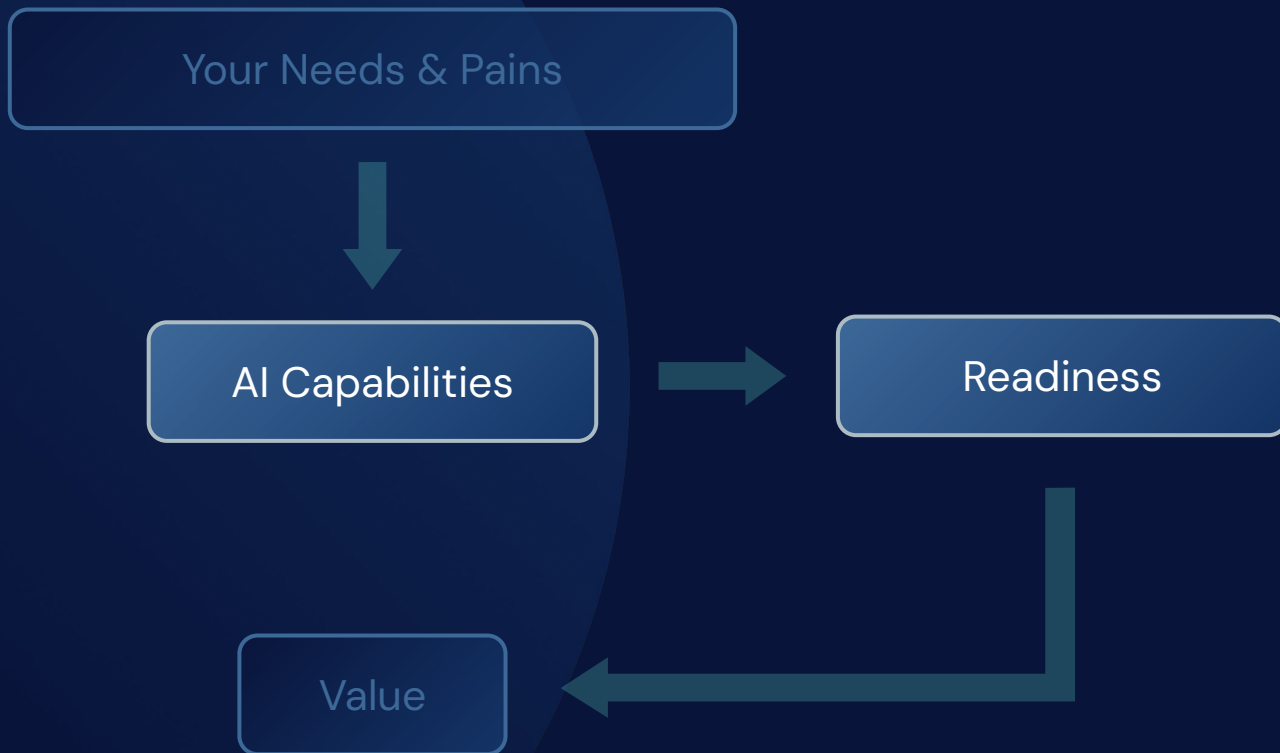
AI to Accelerate Your GTM



AI to Accelerate Your GTM



AI to Accelerate Your GTM

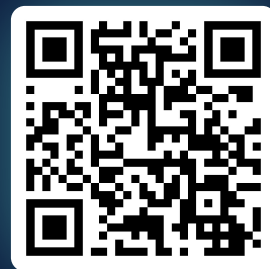




Eyal Orgil

Chief Product Officer & Co-founder

dealhub



dealhub

AI-Powered Enterprise-grade Quote-to-Revenue

CPQ, Subscription Management, CLM, DealRoom & Billing

Founded: 2014

800+ global customers in diverse industries

GTM Acceleration With AI

Expectations

Raising AI Right

AI in Quote-to-Revenue

AI in Action

AI Expectations



Automation



Personalized
Experiences



Deeper Insights



Reduce Risk

Reality

Accuracy

Hallucinations

Consistency & Bias

Governance & Control

Data Privacy & Security

Audit Trails

Gartner's AI Reality Check

Why AI adoption stalls without governance and oversight



Bad Data = Bad AI



No Human Guardrails



Security &
Privacy Gaps



Regulation Ready?

Quote-to-Revenue – the Key Pillars

Sales Channels



Direct, Indirect, Self-service, PLG

Solution Portfolio



Products, Bundles

Pricing Models



Recurring, One-time, Consumption, Hybrid

Buyer Demands



Personalization, Self-service

Contractual Exposure



Visibility, Managing Risks

AI is not just about Scalability

Consistency



Standardization



Auditability

GTM Readiness for AI



Governance

Pricing
Product
Terms
Obligations



Processes & Workflows

Approvals
Upsell/Renewals
Dataflow
Delivery



Accurate Data

Data Capture
Store

AI for Quote-to-Revenue



Automated
Workflows



Pricing & Deal
Optimization



Revenue &
Pipeline
Intelligence



GTM
Insights



Risk &
Governance

AI Value for GTM Stakeholders



CXO



RevOps/DealDesk/
Finance



Legal



Sellers



Buyers

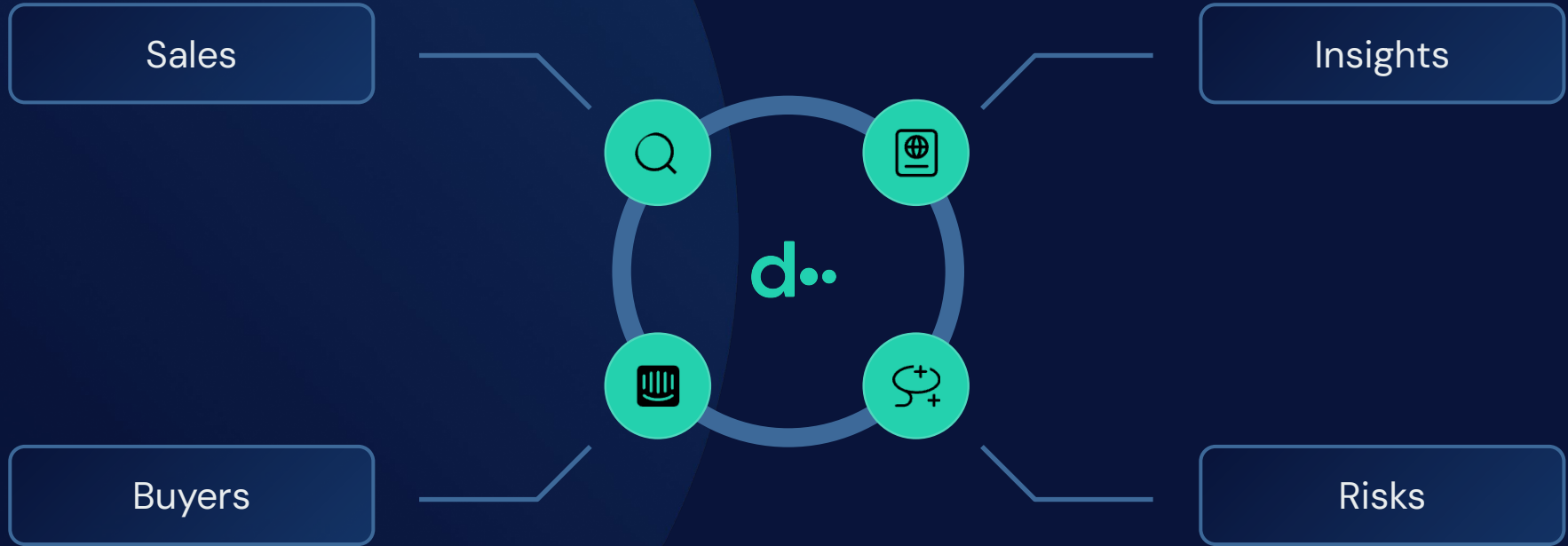
Revenue Insights

Risks/Obligations

Quote Generation
Price Optimization
Deal Analysis

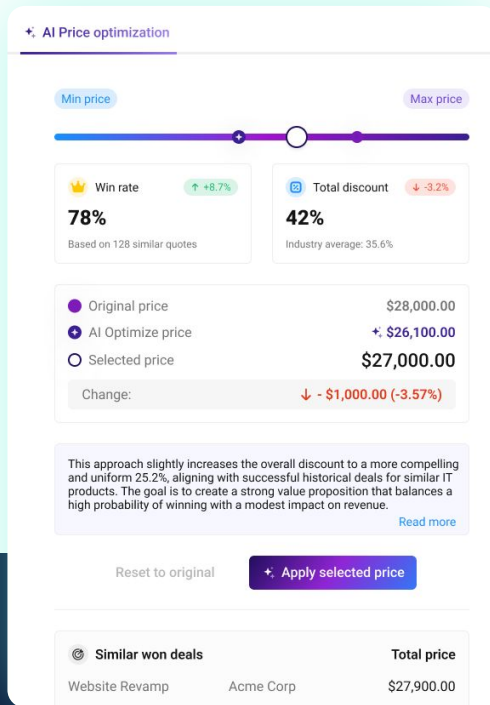
Buyer Assistance
Upsell
Personalization

Humans + AI Working Together

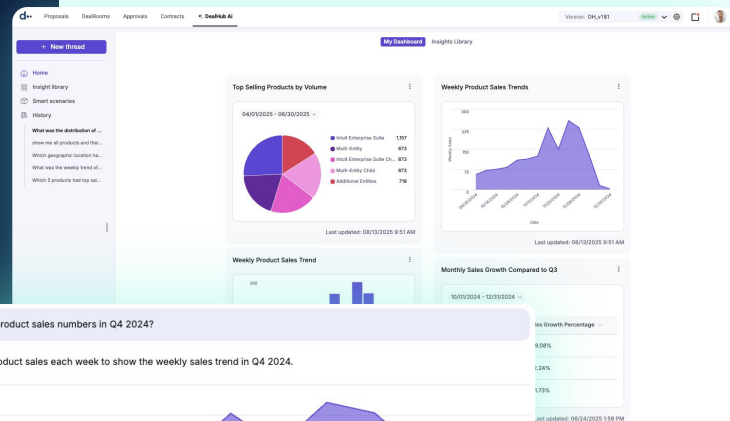


Sales

AI Strategy

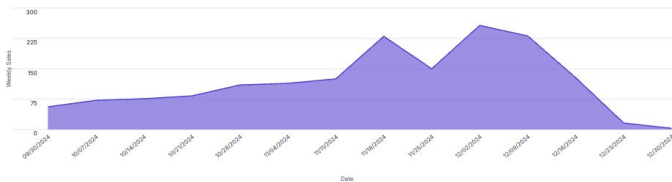


Insights



What was the weekly trend of product sales numbers in Q4 2024?

I analyzed the total number of product sales each week to show the weekly sales trend in Q4 2024.



From September 30, 2024 to December 30, 2024, the weekly sales volume of products showed a steady upward trend through early December, followed by a significant decline. Sales started at 56 units in late September, reached a peak of 257 units in the week of December 2, and then decreased sharply to just 3 units by the final week of Q4.

Risks



Contracts

Recent contracts
Favorites
Assign to me
Ongoing revisions
Show more

Search...

Radware
Drift
Hopin
Redis
Redcat
Shippy
Authentica
Factorial

Group by: Opportunity Account: Hopin

Account Library (3 docs)

Doc ID	Document
DH-9076	Mutual-NDA-2024
DH-8292	DataProcessing-05-2...
DH-0321	ServiceLevelAgree-v3

Legal Lens

Show me all contracts with unlimited liability and total deal size over \$300,000.

Legal Lens AI can make mistakes. Check important info.

Cancel Send

Hopin Opportunity Name: DataProcessing05-24 (2 docs) Mar 10, 2022 DealRoom status: Published

Doc ID	Document	Type	Owner	Status	Location	Last up
DH-4467	DPA-07282004 - rev5	DPA	Smith Scott	Attached	Appendices	Feb 15,
DH-8765	AD-Q-10018-17-Aug	Contract	Carlos Sainz	Revising	Contract Revisions	Feb 12,

Hopin Opportunity Name: Renewal/ 2024 (2 docs) Mar 10, 2022 DealRoom status: Won

Buyers



Good afternoon

How can I help?



Key Takeaways



Massive potential



Clear value targets



Structure & governance



Accurate Data



Thank You

Visit us at Booth #65

dealhub

Q&A

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app to provide your feedback.
Thank you!