

# Autonomous Deal Desk: AI-Native Deal Intelligence for Faster, Smarter Approvals

AI-native Deal Desk that scores every quote, auto-approves the clean ones, and routes true exceptions with full context

## THE CHALLENGE

Non-standard quotes now drive a disproportionate share of revenue — yet they are still reviewed manually. The result: 5–10 day approval cycles, margin leakage from inconsistent discounts, ~30% of senior leader time spent rubber-stamping clean deals, audit gaps from undocumented exceptions, and growing risk as deal complexity outpaces human-only Deal Desk capacity.





## OUR SOLUTION

An AI-native Deal Desk that fuses CRM, conversation, and policy signals to score every quote, auto-approve clean deals, escalate the rest with full reasoning, and learn from every outcome.

## RevOps Intelligence Capabilities

- 1 Flexible Deal Scoring Framework
- 2 Auto-Approve / Escalate / Reject decision lanes
- 3 Real-time redline & anomaly detection
- 4 Gong + CRM + Policy signal fusion
- 5 Smart approval routing & SLA tracking
- 6 Deal Coaching

## What Sets It Apart

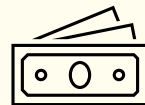
-  Hybrid reasoning engine — rules + ML + LLM, not a single opaque model
-  Explainable scoring with SHAP — every decision shows the why, not just the what
-  Leverage past deal data plus real time signals
-  Closed-loop learning — every approved or churned outcome retrains the model

## Value Delivered Across the Organization



### Sales Reps

Clean quotes auto-approved in minutes — more selling, fewer escalation loops



### Deal Desk

~75% of routine reviews handled by AI; humans focus on true exceptions



### Finance & CFO

Margin protected via consistent policy enforcement and complete audit trail



### Sales Leaders

Predictable forecasts from explainable, scored pipeline and faster cycle times

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