

Global Digital Engineering Firm

At a glance

A \$750M+ digital engineering and transformation provider with 5,000+ employees needed sharper visibility into customer needs and future opportunities to overcome growth bottlenecks across healthcare, government, and BFSI.

Key metrics



90+%

Forecast accuracy



18%

faster sales cycles in healthcare accounts.



22%

increase in win rates on competitive bids.

CHALLENGES



- Missed opportunities: Limited visibility into client roadmaps led to lost deals.
- Competitive losses: Lack of actionable customer intel meant sales teams struggled to differentiate, often losing to competitors.
- Slower growth and scalability: Inconsistent understanding of client priorities stalled expansion and slowed execution.

SOLUTIONS



Next Quarter's Q-Pilot delivered real-time intelligence on client initiatives, upcoming projects, and industry trends. Q-Pilot agents equipped account teams with actionable briefs before executive meetings, ensuring stronger positioning and stakeholder engagement. Sales teams used these insights to articulate stronger value propositions tied directly to customer transformation priorities. The platform provided clear visibility into future client needs, enabling proactive engagement and more strategic proposals.

BENEFITS



Improved competitiveness

1

Proposals resonated better with client stakeholders, reducing losses to competition.

Stronger executive meetings:

2

With Q-Pilot agents, account managers entered discussions better prepared, with tailored talking points aligned to C-suite priorities.

Faster sales cycles

3

Teams engaged earlier and positioned offerings more effectively.

Clearer growth path

4

Consistent visibility into customer priorities unlocked scalability across key sectors.

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