

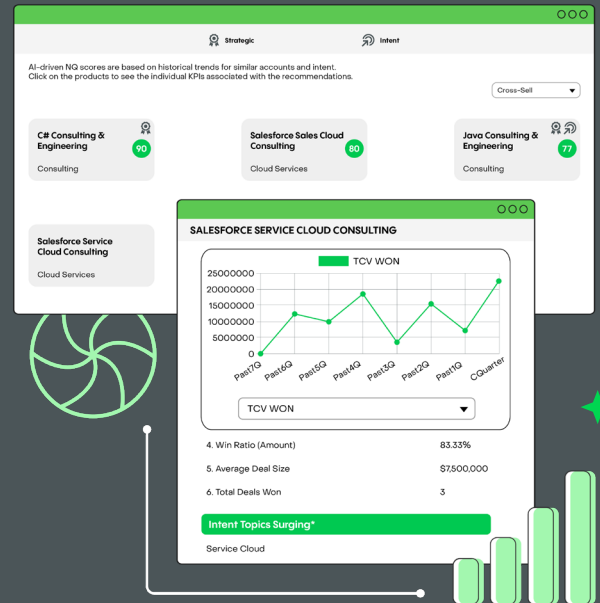
# Account Growth

# NextQuarter

## White Space + Intent

Drive revenue growth by combining account-based selling with customer intent.

Powered by Bombora



Next Quarter utilizes the Bombora Company Surge® as a component of its White Space offering to recommend the next best product to sell, along with a guided path to uncover new growth opportunities.



### Account Growth

Next Quarter's AI-based product recommendation analyzes historical sales trends for similar accounts along with intent to surface upsell and cross-sell recommendations.



### Account-Based Selling

Create a pre-defined playbook of guided actions to convert product recommendations into sales opportunities.



### Competitive Edge

Identify and prioritize accounts actively looking for and evaluating solutions before the competition does.

## Next Quarter Solution

- Sales reps get a line of sight into what products are most likely to sell based on Next Quarter's proprietary AI-scoring engine combined with Intent data.
- Easily identify upsell and cross-sell opportunities within your accounts without ever leaving your Salesforce CRM.
- Perform scenario analysis of how "next best product" recommendations change based on similar customer groupings.
- Beat competition by engaging with prospects earlier in the buying process and to reduce churn risk.
- Have higher quality conversations knowing exactly what your customer or prospect are looking for.



Visit [nextq.ai](https://nextq.ai) for more information.