

A hand is shown holding a glowing globe. The globe is covered with a network of white lines connecting various nodes, which include icons of people, envelopes, and speech bubbles. The background is dark blue with a faint world map. A bright orange and yellow glow emanates from the center of the globe, where the hand is holding it.

DIGIOTAI: Dual ML Based Application
Accurate Sales Forecast & Customer Behaviour Analytics



EXTERNAL DATA



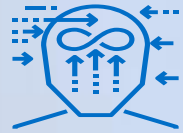
In today's fast moving Industry 4.0 economy with a varied set of options, it is imperative to know how your customers are buying from you, what they are buying from you and at what times. This is absolutely necessary to both cater to their needs better and also prepare yourself balancing an upcoming Demand Surge and Concurrent Supply metrics.

So what does your existing data say about your Customer?

DIGIOTAI Predictive Sales Forecast/ Customer Behaviour

Opportunity/ Customer Score





DIGIOTAI, Dual Machine Learning and Deep Learning methodology using the ARIMA and Random Forest algorithms simulated on Python and managed over a Serverless Azure infrastructure, that not only predicts Sales Forecasts on possible Deal Closure Dates, Values, Ideal Sales Cycle Age, Sales Rep Performance Quantiles, etc.,

It also extends the possibilities towards predicting and pre-empting behavioural patterns of customers providing deep insights and characteristics on Order Rates, Win Ratio, Recency, Win Probability etc.

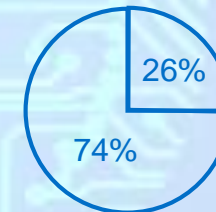
Predict Sales Order

1

Prediction

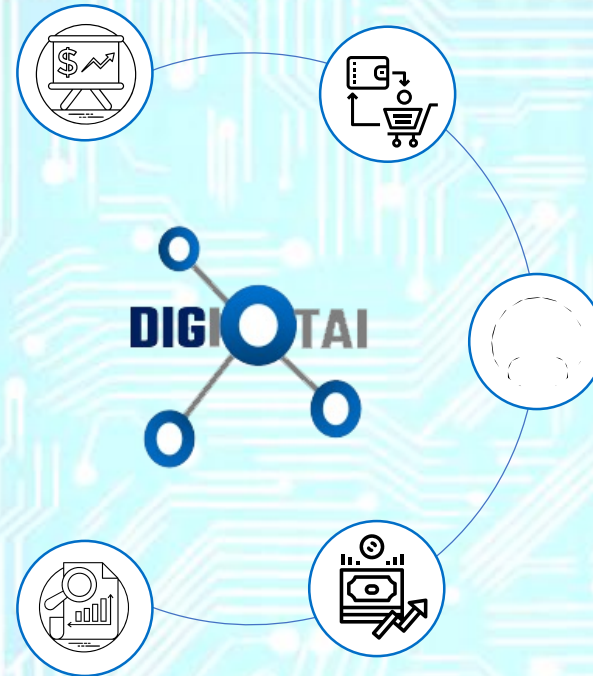
Prediction

Customer ID	INR	Sales ID	ORG_Location
01234	10,00,000	56789	Delhi





DIGIOTAI's ML/DL platform for the Inside Sales organisation reps can exactly know whom to target and how much of effort one invests on their customer and helps in speeding up the overall Sales Cycle, Pre-Empt and Forecast Revenue better and ensure to reach customer well prepared and sometimes even before they could think of reaching out to you.



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