

## AI Sales Intelligence

### AI-Enabled Sales for Faster Quotes, Better Pricing, and Stronger Margins

AI-powered recommendations help teams win more work by identifying the right price for every part and surfacing high-impact opportunities that drive revenue. With an agentic conversational interface, sales teams can go further—asking questions directly of their data and receiving iterative feedback. Whether it's "How much did we sell last month?", "Who are our top customers?", or "What products drive the most profit?", answers are available instantly.

#### How It Works:

At the core is our proprietary LLM, built from the ground up for aviation sales. Every customer operates in a secure, non-shared environment, with complete data separation. Teams retain access to their own information while also drawing on subscribed supply demand and market value data from marketplaces such as ILS.

AI then combines this data with historical quote outcomes, customer behavior, and marketplace dynamics to deliver real-time pricing recommendations and sales insights. Managers gain clear visibility into performance trends and opportunities, while reps receive actionable guidance to move quickly and close with confidence. With conversational access to data, anyone can ask natural questions and get immediate, iterative answers.

### Connected Systems for Smarter Selling

- ✓  Sales Edge Quoting
- ✓  ILS  
A CAMP Company
- ✓  Quantum Control
- ✓  CORRIDOR  
Aviation Service Software
- ✓  CAMP  Aviate

### Smarter Selling with Embedded AI Intelligence

- ✓ Increase Win Rates & Margins
- ✓ Quote Faster with Confidence
- ✓ Unlock Strategic Sales Insights

# AI Sales Intelligence

## Key Capabilities Behind the Smarter Selling

### 1. Intelligent Price Guidance

- Recommends optimal prices based on past quote outcomes and win rates
- Incorporates ILS marketplace benchmarks to stay competitive
- Tailors guidance by part type, customer, and historical performance

### 2. AI Analytics for Sales Managers

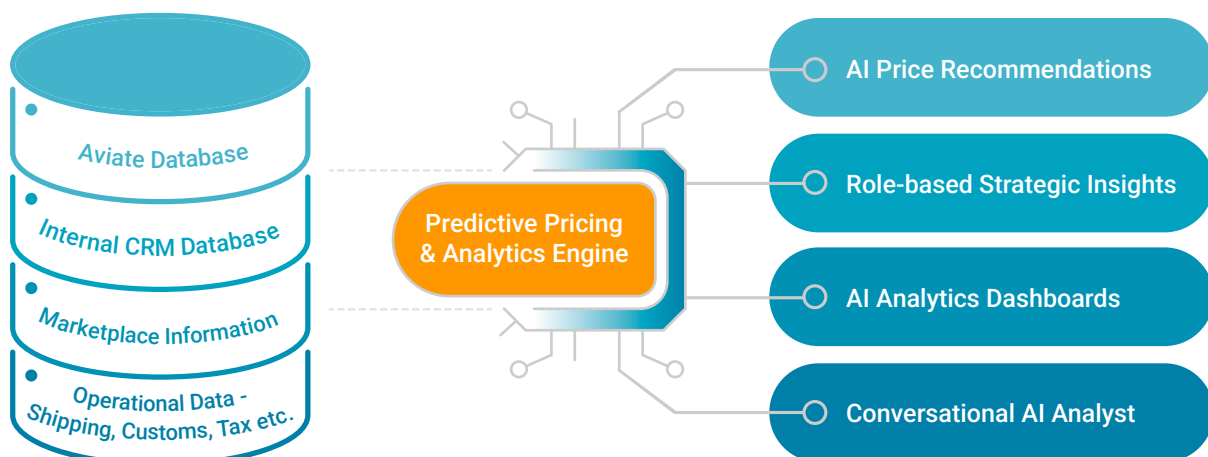
- AI-curated strategic recommendations on pricing, inventory, and customer segmentation
- Benchmarking dashboards at individual, team, and facility levels
- Natural-language AI Analyst for on-demand answers from sales data

### 3. AI Intelligence for Sales Reps

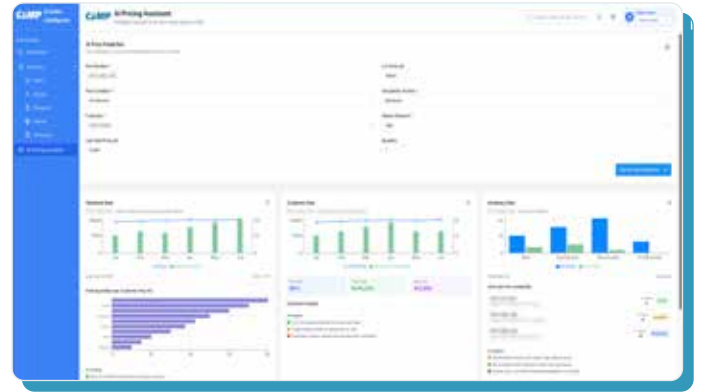
- AI-driven insights and tailored operational recommendations to boost sales performance.
- Real-time quote tracking, win/loss visibility, and performance dashboards with rankings and KPIs.
- Conversational AI Analyst for querying sales data in real time

### 4. Market Intelligence Feed

- Competitor and OEM updates tailored to quoting relevance
- Market trends surfaced to guide pricing and positioning
- Contextual awareness without added research burden



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## Why Choose AI Sales Intelligence?

- ➔ **Predictive Guidance** – Suggests pricing that balances competitiveness and margin.
- ➔ **Conversational AI Insights** – Enables teams to ask questions and explore sales data intuitively.
- ➔ **Purpose-Built LLM** – Developed in-house, ensuring secure, non-shared environments for every customer.
- ➔ **Built-In Strategy** – Surfaces opportunities, patterns, and coaching insights for managers.
- ➔ **Embedded Workflow** – No switching systems—just smarter quoting in SalesEdge Quoting.
- ➔ **Scalable & Proven** – Works for individual sales reps, facility managers, and enterprise-wide teams.

**CAMP** *viate*

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