

OpenText Aviator

Use case scenarios: Sales



Explore sales scenarios



Deal document translations

I'm a sales pro answering RFPs from around the world without breaking my stride. With AI translating documents on the fly, I stay in the game, respond faster, and close global deals without the language barrier slowing me down.

Let's go



Contract analysis

I'm a sales engineer turning contract chaos into clarity. With AI as my secret weapon, I breeze through the fine print, flag what matters, and keep deals racing ahead—while the competition is still stuck on page two.

Let's go

Sales operations made simple



Why it's hard today

- Delayed access to key materials during critical customer moments
- Hard to find insights quickly across scattered sales content
- Manual sales tasks waste time and slow deals
- Personalization is tough, making it hard to stand out
- Weak customer communication risks lost deals and trust



Powered by OpenText

- OpenText™ Content Aviator™
- OpenText™ Experience Aviator™



Wins for everyone

- **Customers:** Get quicker responses and personalized experiences.
- **Sales team:** Deliver faster, smarter service to exceed customer expectations.

The big payoffs

▶ Keep momentum going

Respond faster, smarter, and in the buyer's language to win trust and close deals faster.

▶ Reduce costly errors

Catch scope creep, contract changes, and missed terms before they impact delivery

▶ Align teams instantly

Turn agreements into clear next steps for sales, legal, and delivery—without rework.

Let's get started...

Sales planning and strategy

Centralize insights to speed up planning and quota decisions.

Sales empowerment

Deliver compliant messaging and quick access to the right content.

Sales analytics and reporting

Extract key insights fast—streamlining analysis workflows.

Deal desk/quote-to-cash

Automate documents to cut quote time and accelerate deals.

CRM and tech stack

Connect tools and content for better data, faster workflows.

Customer service

Provide unique and memorable experiences for customers.

Close global deals faster with document translation

I'm a sales pro responding to multilingual RFPs without missing a beat.

1 No language barriers

Sample prompt: "Summarize the document from Spanish to English."

Impact: Get documents in your native language—no translator, no delay.

2 Speed read any language

Sample prompt: "Review this document and provide a quick overview."

Impact: Skip the scroll. Instantly capture the essence of any global document.

3 Understand what matters

Sample prompt: "Extract the main points of the proposal request."

Impact: Uncover critical details in seconds to respond with confidence.

4 Speak their language

Sample prompt: "Respond with highlights of the document summary written in Spanish."

Impact: Craft localized replies that build trust and win business.

5 Fluent business, unlocked

Speak fluent sales in every language. From global to go-time, just like that.

See it in action!

Reduce stalled pipeline due to language barriers

Unlock the possibilities:

- **Eliminate language delays** and reply up to 8x faster to close more deals.
- **Eliminate translation cost** and respond confidently in your buyer's language.
- **Keep deal momentum going** with clear, AI-supported communications.

Make contract analysis your superpower

I'm a sales engineer decoding complex contracts to move deals forward.

1 Break it down fast

Sample prompt: "Summarize this 30-page service agreement."

Impact: Instantly brief teammates with the essentials—deliverables, SLAs, and key milestones—no legalese required.

2 Catch scope creep

Sample prompt: "Highlight financials of this contract that impact what we deliver to the client".

Impact: Spot delivery risks upfront to avoid rework and missed expectations.

3 See what changed

Sample prompt: "Compare this doc to the client's original version to note any changes."

Impact: Flag every contract change so nothing slips through the cracks during collaboration.

4 Speak their language

Sample prompt: "Highlight contractor responsibilities and timelines outlined in this agreement."

Impact: Set clear expectations so teams stay in sync and on time.

5 Fluent business, unlocked

Turn contracts into next steps and keep deals moving.

Accelerate deals with rapid contract review times

Unlock the possibilities:

- **Decrease contract review time** by up to 65%.
- **Reduce risk of errors** by up to 85%.
- **Increase productivity** by reviewing up more contracts, faster.

See it in action!



 **Limitless**