

The AI powered omni-channel experience

MDM Sales GPS Network Roundtable

Oct 6, 2020

Sales challenges distributors face



Not proactive

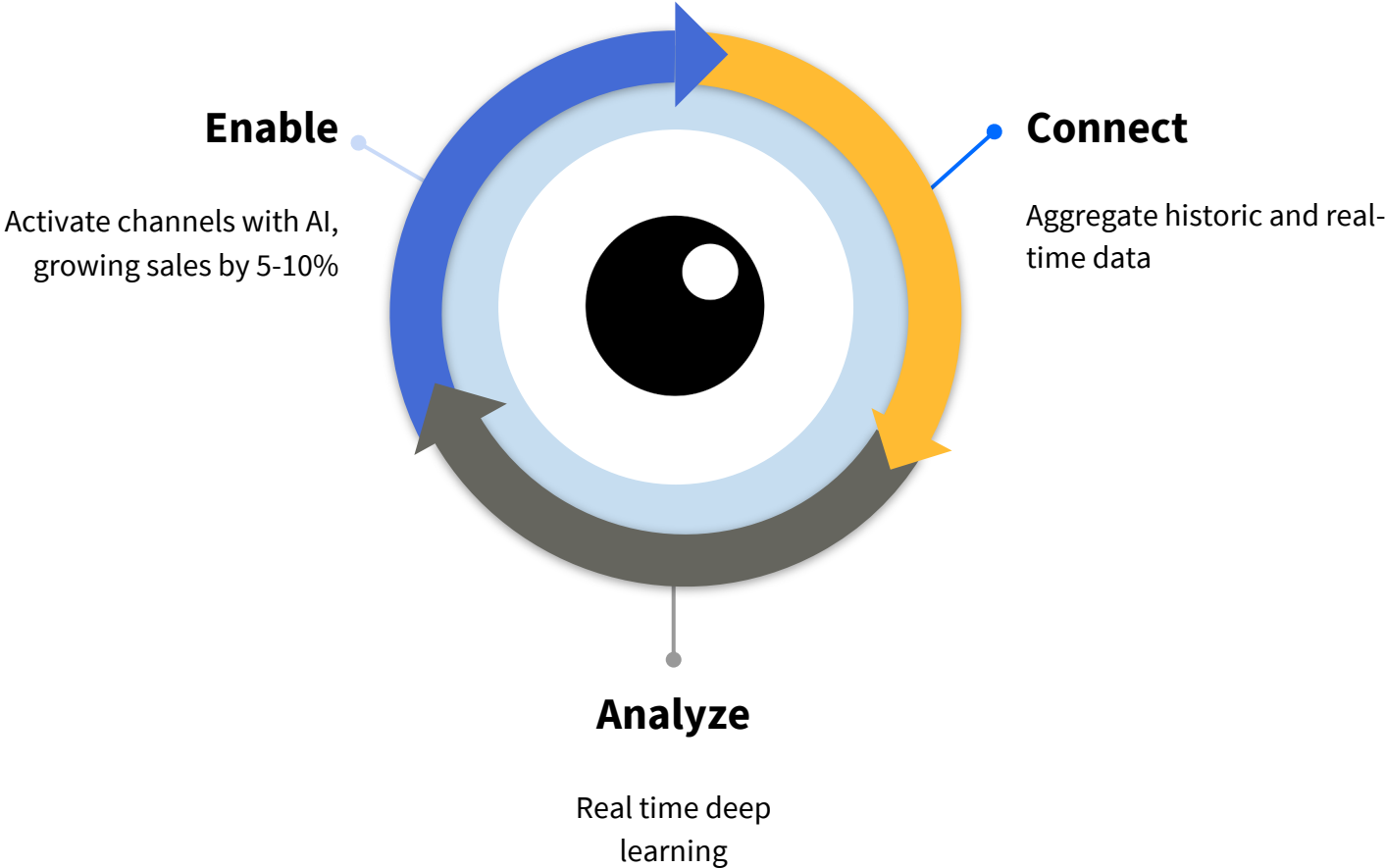


No central source of customer data



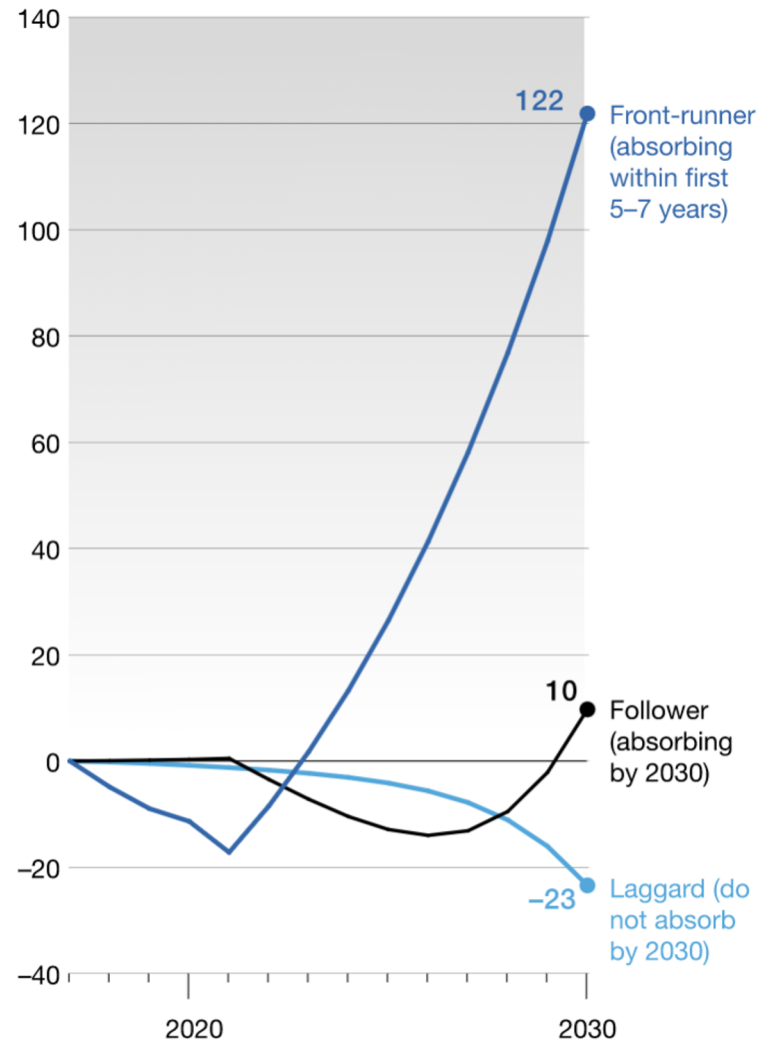
High cost of sales

Omni-channel AI Flywheel



AI is transforming B2B in the way it already has B2C

Source: McKinsey



Note: Numbers are simulated figures to provide directional perspective

Relative changes in cash flow by AI-adoption cohort

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