

# At JupiterOne, Opine allows us to do our job better without doing more.

Before Opine, JupiterOne's presales team had a platform in place. The problem? It didn't deliver the visibility or impact they were promised. The JupiterOne team was struggling with accountability and lack of updates.

Then they switched to Opine.

JupiterOne saw immediate benefits after replacing their existing presales technology with Opine. The difference was clear.

Unlike their previous platform, Opine accelerated time to value with frequent updates that introduced new integrations and features. Most importantly, Opine delivered a critical Gong integration—a highly requested and valued feature—that gave time back to Sales Engineers by eliminating the need for manual note-taking.

Why did this matter?

Because at JupiterOne, controlling the cost of sale was a top priority. Every extra day in the sales cycle came at a cost. Within six months of implementing Opine, JupiterOne reduced their presales cycle by 33%. But it wasn't just about speed. For the first time, the presales team had deep, end-to-end visibility into their workflow, every deal, and every technical win—without additional effort.

JupiterOne also recognized the importance of building healthy, successful customer relationships post-sale. With Opine, they streamlined their process by automatically generating intake information, enabling customers to hit the ground running with their implementation team, and effectively eliminating the need for SE involvement in renewals.

**The result?** Faster sales cycles, higher technical win rates, and a clearer path from tech wins to closed deals. Leadership gained full visibility into team performance, while individual SEs finally had real-time insights into their blockers, POV progress, and deal momentum—all in one place.

## 33%

Decrease in average sales cycle within six months of implementation.

## 20%

Aggregate increase in Tech-Win to Closed-Won Deals within six months of implementation.

## 73%

Reduction in SE meetings required for closed-won renewals.

**"We now have visibility into the entire presales flow across our team, deals, wins, and performance in a single place."**

Brian Skrocki

Vice President, Technical Field Operations JupiterOne



Where presales work, flows.

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