

Radar

AI That Surfaces Risks & Expansion Opportunities from Across the Web

External signals, surfaced as soon as they happen.

The companies in your book of business are shifting constantly, and every change is a conversation your team should be having. A funding round. A new CEO. An acquisition. A data breach. It's all public: sitting in press releases and news articles, but no CS team has time to track it manually across an entire portfolio. So the signals get missed, the window closes, and the opportunity or the churn risk lands in your CSM's lap too late.

How Radar works:



SCANS THE WEB

Radar monitors everything Google indexes: industry news, press releases, company announcements, etc, across every account in your portfolio, continuously.



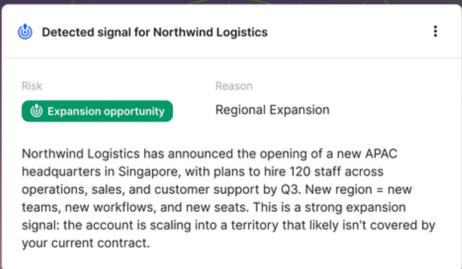
SURFACES WHAT MATTERS

AI filters the noise and surfaces the signals that have revenue implications, like expansions, M&A activity, financial distress. Radar flags these as upsell opportunities or churn risk for your team to work on.



QUEUES THE OUTREACH

Plaibooks are queued for your CSMs to action: personalised, proactive outreach to capitalise on external news while the context is fresh.



CASE STUDY

One customer already using Radar was able to spot one of their accounts announcing a big regional expansion.

The CSM reached out the same day, framing their product's multi-region support before procurement had even opened, and successfully closed the deal. The expansion conversation happened at the right moment, not months later at the next QBR when their local competitor would have already worked their way in.

What Radar surfaces:

Regional expansions

Funding rounds

M&A activity

Workforce fluctuations

Leadership changes

Competitor moves

New product launches

Security incidents

Regulatory changes

+ whatever is likely to impact renewal or expansion