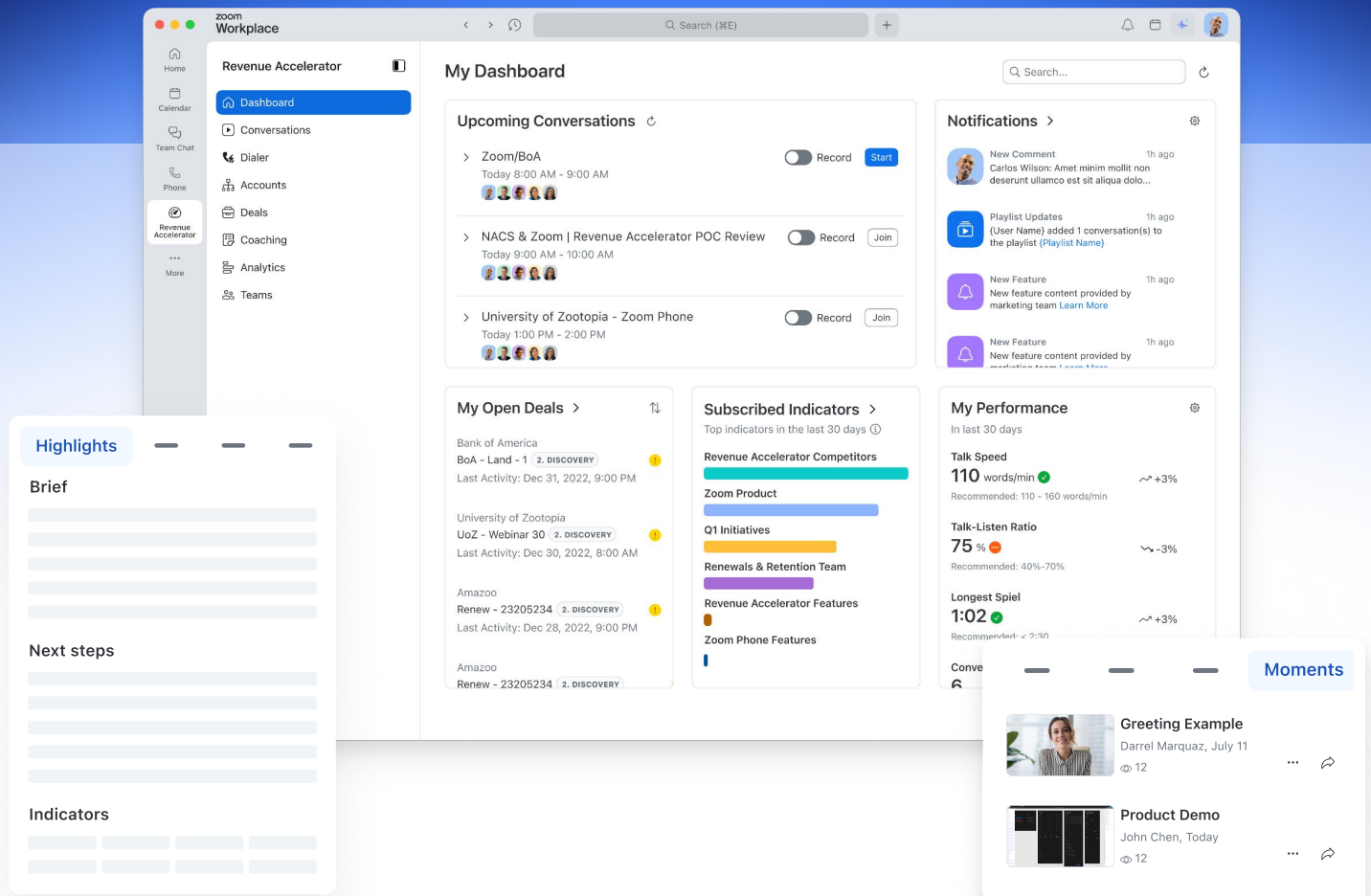




Intelligence that acts, practice that sticks, guidance that wins.

Zoom Revenue Accelerator is the agentic AI platform that turns every conversation into the next move. Built for the teams who own the playbook and the pipeline.



Enablement builds the playbook. RevOps builds the pipeline. Both get lost somewhere between the CRM and the call. Reps skip training, not because they don't care, but because no one can prove which behaviors actually move deals. RevOps can't forecast with confidence when pipeline health lives across a dozen disconnected views. And by the time a deal shows risk on a dashboard, it is usually too late to act. Most tools stop at recording what happened. ZRA shapes what happens next.

ZRA captures, understands, and acts on every conversation across meetings, phone, and email. Before, during, and after the call.

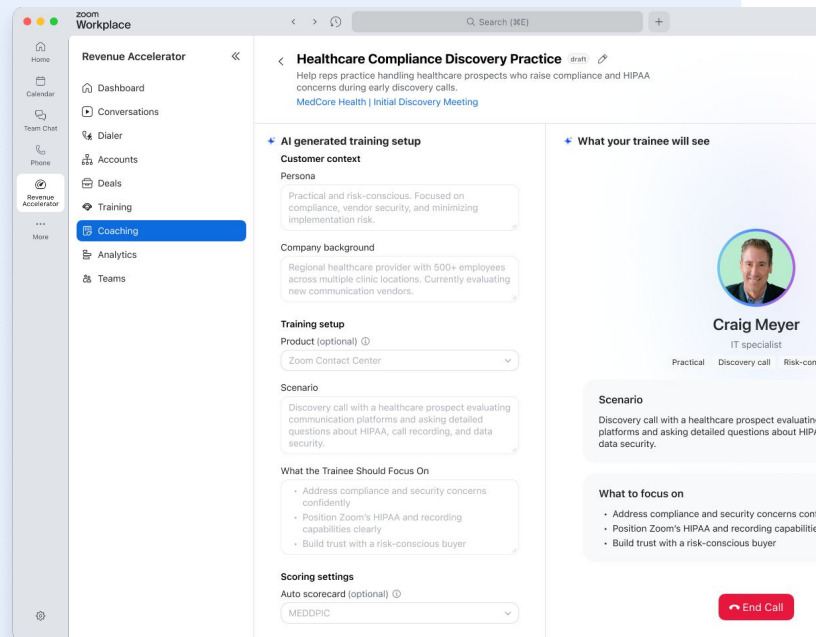
What Zoom Revenue Accelerator delivers

Close the training loop, automatically

Most enablement teams are left guessing: What should we train on? Are reps actually applying it? Is the playbook working? Zoom demystifies and automates this loop. Ask ZRA reveals where your gaps are and what you need to do to win more. Sales Roleplay trains reps on the exact topics that need work, with realistic scenarios and instant feedback. Sales Assist coaches live in the moment, surfacing next-best actions, objection handling, and playbook insights right inside the call. AI Scorecards quantify whether it's sticking. Post-call admin? Automated. The cycle runs continuously with minimal change management: surface the insight, coach to it, practice it, apply it. Repeat. You no longer wonder whether training sticks, you can see it happening.

Connect the pipeline nobody else can

Sellers are flying blind. Marketers invest heavily in leads that go into the abyss, untouched. These two motions, the inbound engine and outbound execution, have historically been disconnected. Zoom changes that. Zoom Revenue Accelerator surfaces rich intent signals – who's researching your product, engaging with your content, and talking about problems you solve – and orchestrates action while the intent is hot. No more cold outbound with ill-timed messaging. Your next best prospect is surfaced proactively, and the handoff from marketing to sales happens in one system, with full context intact.



Turn every signal into the next move

Raw transcripts don't move deals forward. Structured, actionable signals do. Zoom Revenue Accelerator produces hundreds of structured signals that feed into any codex or LLM of your choice, giving your AI orchestration real governance and control. Even better: Zoom doesn't just capture the signals, it takes action. With ZoomMate, customer conversations automatically become presentations, implementation plans, custom daily briefs, and follow-up sequences. Leaders can surface win-loss analysis, churn analysis, and micro-trends within their customer 360 view – at scale, delivered however and whenever they choose. No templates to build, no tabs to switch. Intelligence flows straight into action, wherever your team already works.

AI capabilities your reps will actually use



Ask ZRA

Ask questions in plain-language questions like "What were the most frequent objections raised last quarter?" and get instant, data-backed answers across all your customer interactions. Spot intent, surface risks, and act on signals before competitors do.



Sales Roleplay

Practice makes profit. Reps sharpen skills through realistic AI-driven scenarios, instant scoring, and gamified coaching modules. The loop closes: learn from real calls, train on real gaps, apply on the next one.



Sales Assist

Your live, in-call coach. Surfaces next-best actions, objection handling, and playbook insights in real time, right inside Zoom Meetings and Zoom Phone. Insight drives coaching. Coaching drives performance.

Why it matters for revenue leaders

Prospect with precision

Surface intent signals through and orchestrates action before competitors even know the account is in-market.

Close the insight-to-application gap

Instantly see what's working, implement it into training and live calls, and ensure the right behaviors happen, all with minimal change management.

Govern your AI orchestration

Structured signals flow into your agentic workflows with control and visibility, not raw data dumped into a black box.

Turn intelligence into action

Insights flow into ZoomMate and agentic workflows, so nothing stays stuck in a dashboard.

Grow predictably

Connect daily workflows to measurable revenue outcomes.

PROOF POINT

Barracuda Networks boosts sales performance and efficiency with Zoom Revenue Accelerator

Barracuda Networks turned insights into action - and the results speak for themselves.

76%

Reduction in documentation time

15%

Increase in close rates

5%

Improvement in lead-to-opportunity conversion in just 90 days.

20%

Reduction in filler words

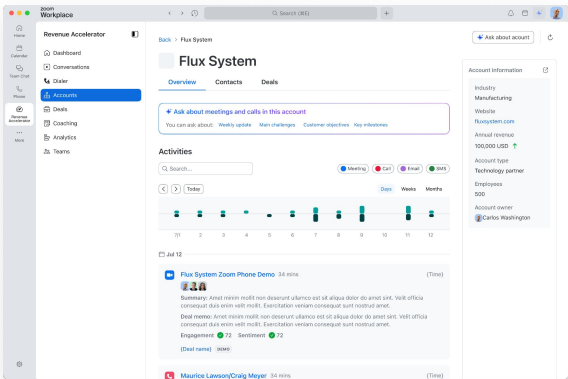
140%

All reps meeting or exceeding targets (up to 140%)



"ZRA has significantly streamlined our sales representatives' day-to-day workflow by automating routine tasks, providing real-time data insights, and improving customer interactions."

Eugene Good
Lead Development Director



Why Zoom Revenue Accelerator

Zoom Revenue Accelerator combines AI innovation with the trusted Zoom platform your team already trusts. Conversations across channels become fuel for revenue growth. With Zoom Revenue Accelerator, you're not just keeping pace, you're setting the pace.

Next Steps

Contact Sales to see how Zoom Revenue Accelerator can help your team generate more pipeline, close more deals, and exceed revenue goals.

Contact Sales