

Technology, Products, & Platforms

AI Solutions for Automating Revenue Operations

Powering Predictable, Governed Growth for Technology, SaaS, ISV, and Gaming Enterprises



AI solutions for automating revenue operations (RevOps) are transforming how enterprises scale and forecast with confidence. Hexaware delivers AI revenue operations to automate processes across the lead-to-cash automation lifecycle—accelerating pipeline velocity, improving win rates, and reducing operational risk. Our AI-native RevOps automation unifies sales, finance, and customer operations to drive predictable, profitable growth with full visibility and control.

What You Can Achieve with AI-Driven Revenue Operations

- Unlock more revenue from existing demand with clean and relevant customer contact data, AI-driven trusted and updated opportunity pipeline, whitespace analysis, sales-effort tracking, and opportunity prioritization.
- Accelerate deal velocity with RevOps automation across quoting, billing, and fulfillment.
- Increase ARR and CLTV with intelligent renewals, expansion insights, and SaaS revenue optimization.

- Strengthen cash flow predictability using automated billing, collections, and dispute resolution.
- Reduce the cost of revenue through intelligent workflow and process automation.

What's Holding You Back?

- Poor, incomplete customer data leads to low lead conversion rates.
- Inaccurate pipeline data and limited pipeline visibility restrict informed decision-making.
- Manual deal processes slow bookings, lead to incorrect sales incentives, and delay revenue recognition.
- Billing inaccuracies impact customer trust and cash flow.
- Disconnected sales, finance, and customer operations create revenue leakage.



The Solution: Hexaware's AI + Tech + Ops Framework

Hexaware brings together AI for RevOps, deep revenue technology expertise, and global operations to deliver true end-to-end RevOps automation across sales, billing, collections, and insights.

How We Drive Value with AI for RevOps

- **Self-healing data:** AI-enabled customer contact data processes improve contact rates and lead velocity.
- **Sales intelligence agents:** Identify high-value opportunities, stalled deals, eliminate pipeline inaccuracies, and allocate the right sales reps to the correct deals, particularly in multi-geography and expansion scenarios.
- **Lead-to-cash automation:** Enables accurate pricing, faster invoicing, and clean revenue recognition.
- **Automated billing and fulfillment:** Reduces delays while minimizing revenue leakage.
- **Smart collections:** Supports faster cash conversion and stronger working capital.
- **Predictive insights:** Enhance forecasting accuracy, renewal planning, and revenue confidence.

Why Hexaware?



Agentic AI at scale automates a meaningful share of revenue operations tasks.



Demonstrated business outcomes across revenue velocity, forecasting, and execution quality.



Revenue efficiency gains through streamlined operations and intelligent automation.



Improved forecast accuracy supports stronger executive decision-making.



Unified delivery model integrates IT and operations for faster, sustainable impact.



A purpose-built revenue operations platform designed for enterprise scale, transparency, and control.

Build a Revenue Engine That Scales with Confidence

Hexaware's AI-native revenue operations platform helps enterprises reduce operational friction, scale revenue efficiently, and improve cash flow predictability—while maintaining full visibility and governance across the revenue lifecycle.

Contact Hexaware today to discover how AI-led RevOps automation can empower your enterprise with predictable growth, actionable insights, and measurable results.

Contact: marketing@hexaware.com

About Hexaware

Hexaware is a global technology and business process services company. Every day, Hexawarians wake up with a singular purpose: to create smiles through great people and technology. With this purpose gaining momentum, we are well on our way to realizing our vision of being the most loved digital transformation partner in the world. We also seek to protect the planet and build a better tomorrow for our customers, employees, partners, investors, and the communities in which we operate.

With offices across the world, we empower enterprises to realize digital transformation at scale and speed by partnering with them to build, transform, run, and optimize their technology and business processes.

Learn more about Hexaware at <https://www.hexaware.com>.

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