

Global Revenue Operations & Intelligence (RO&I) Software Market 2025 by Company, Regions, Type and Application, Forecast to 2031

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Abstracts

According to our (Global Info Research) latest study, the global Revenue Operations & Intelligence (RO&I) Software market size was valued at US\$ million in 2024 and is forecast to a readjusted size of USD million by 2031 with a CAGR of %during review period.

Revenue operations and intelligence (RO&I) software organizes prospect and customer data across various internal business systems to measure and analyze every touchpoint on the customer journey. This centralization of information provides revenue insights and more accurate sales forecasts. These solutions capture all interaction activity through various mediums to analyze the successes and failures of the buying journey and create repeatable processes to drive success. Revenue teams use this software to gain more visibility into the revenue pipeline, better manage customer accounts, and report team performance. These solutions provide insights at all levels, including contacts, deal viability, account health, and holistic revenue processes. RO&I software ultimately provides customer success, marketing, and sales teams with one single source of truth for revenue data. These solutions enable organizations to create a consistent sales process by analyzing historical data to better understand buyer behavior and engage accordingly. RO&I solutions can flag and de-escalate risky renewal deals by providing guidance on the next best steps. Some solutions provide insights into the buying group of a customer: who the key decision makers are, who has been engaged with, who hasn't been engaged with, and how often they should be engaged with. RO&I solutions are ideally used across the entire revenue organization—reps, managers, operations, and executives—to achieve revenue growth across acquisition, retention, and expansion.

RO&I software also better equips revenue leaders by leveraging actionable intelligence to monitor opportunity health and coach reps on best practices based on data rather than opinions. This software ensures that consistent and accurate data is used to make actionable decisions, breaks down information silos, identifies efficiency gaps, and provides transparency across revenue or go-to-market (GTM) teams.

This report is a detailed and comprehensive analysis for global Revenue Operations & Intelligence (RO&I) Software market. Both quantitative and qualitative analyses are presented by company, by region & country, by Type and by Application. As the market is constantly changing, this report explores the competition, supply and demand trends, as well as key factors that contribute to its changing demands across many markets. Company profiles and product examples of selected competitors, along with market share estimates of some of the selected leaders for the year 2025, are provided.

Key Features:

Global Revenue Operations & Intelligence (RO&I) Software market size and forecasts, in consumption value (\$ Million), 2020-2031

Global Revenue Operations & Intelligence (RO&I) Software market size and forecasts by region and country, in consumption value (\$ Million), 2020-2031

Global Revenue Operations & Intelligence (RO&I) Software market size and forecasts, by Type and by Application, in consumption value (\$ Million), 2020-2031

Global Revenue Operations & Intelligence (RO&I) Software market shares of main players, in revenue (\$ Million), 2020-2025

The Primary Objectives in This Report Are:

To determine the size of the total market opportunity of global and key countries

To assess the growth potential for Revenue Operations & Intelligence (RO&I) Software

To forecast future growth in each product and end-use market

To assess competitive factors affecting the marketplace

This report profiles key players in the global Revenue Operations & Intelligence (RO&I)

Software market based on the following parameters - company overview, revenue, gross margin, product portfolio, geographical presence, and key developments. Key companies covered as a part of this study include Gong, Clari, Groove, BoostUp.ai, Mediafly, RingDNA, Outreach, Aviso, People.ai, Revenue Grid, etc.

This report also provides key insights about market drivers, restraints, opportunities, new product launches or approvals.

Market segmentation

Revenue Operations & Intelligence (RO&I) Software market is split by Type and by Application. For the period 2020-2031, the growth among segments provides accurate calculations and forecasts for Consumption Value by Type and by Application. This analysis can help you expand your business by targeting qualified niche markets.

Market segment by Type

Cloud Based

On Premises

Market segment by Application

Large Enterprises

SMEs

Market segment by players, this report covers

Gong

Clari

Groove

BoostUp.ai

Mediafly

RingDNA

Outreach

Aviso

People.ai

Revenue Grid

Salesforce

HubSpot

Kluster

Xactly

dreamdata.io

SalesDirector.ai

Collective[i]

fullcast.io

SetSail

Ebsta

HelloGuru

MoData

ayeQ

Discern.io

Klearly

Ramp Software

Revenyze

Verify

Market segment by regions, regional analysis covers

North America (United States, Canada and Mexico)

Europe (Germany, France, UK, Russia, Italy and Rest of Europe)

Asia-Pacific (China, Japan, South Korea, India, Southeast Asia and Rest of Asia-Pacific)

South America (Brazil, Rest of South America)

Middle East & Africa (Turkey, Saudi Arabia, UAE, Rest of Middle East & Africa)

The content of the study subjects, includes a total of 13 chapters:

Chapter 1, to describe Revenue Operations & Intelligence (RO&I) Software product scope, market overview, market estimation caveats and base year.

Chapter 2, to profile the top players of Revenue Operations & Intelligence (RO&I) Software, with revenue, gross margin, and global market share of Revenue Operations & Intelligence (RO&I) Software from 2020 to 2025.

Chapter 3, the Revenue Operations & Intelligence (RO&I) Software competitive situation, revenue, and global market share of top players are analyzed emphatically by landscape contrast.

Chapter 4 and 5, to segment the market size by Type and by Application, with consumption value and growth rate by Type, by Application, from 2020 to 2031

Chapter 6, 7, 8, 9, and 10, to break the market size data at the country level, with revenue and market share for key countries in the world, from 2020 to 2025. and Revenue Operations & Intelligence (RO&I) Software market forecast, by regions, by Type and by Application, with consumption value, from 2026 to 2031.

Chapter 11, market dynamics, drivers, restraints, trends, Porters Five Forces analysis.

Chapter 12, the key raw materials and key suppliers, and industry chain of Revenue Operations & Intelligence (RO&I) Software.

Chapter 13, to describe Revenue Operations & Intelligence (RO&I) Software research findings and conclusion.

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