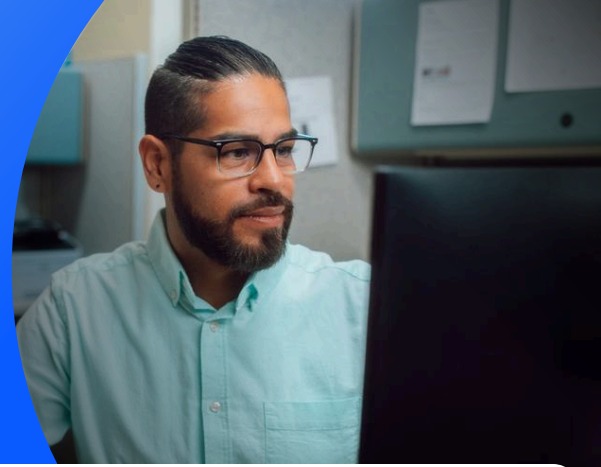


Unlock revenue growth with Agentic AI, securely and at scale



Sales teams are under constant pressure to deliver more pipeline and close deals faster, while IT leaders are asked to enable that growth with fewer tools, tighter budgets, and stronger guardrails. That's where Zoom Revenue Accelerator (ZRA) comes in.

ZRA harnesses Agentic AI to transform the entire revenue workflow – from prospecting to coaching to deal management – all within the Zoom platform your teams already rely on. From collaboration to revenue generation, Zoom is where it all happens, with security and scale built in.

What ZRA delivers



Understand customer conversations at scale

Turn every meeting and call into actionable intelligence. AI automatically transcribes and analyzes conversations, spotting patterns, risks, and opportunities across thousands of interactions.



Coach reps to win

Give every seller a personal AI coach. Real-time guidance during calls helps shape winning behaviors, while a library of best practices enables managers to accelerate onboarding and improve performance across the team.



Close more deals, faster

Free sellers from repetitive work. ZRA automates CRM updates, summaries, and follow-ups while surfacing risks and accelerators directly in workflows.

For IT leaders:

Centralize data-driven insights without introducing shadow tools or integration headaches. At the aggregate level, ZRA provides “summaries of summaries” – surfacing why deals are won or lost, where churn risks emerge, and how competitors show up – so business leaders can act decisively.

Reduce reliance on fragmented coaching solutions and ensure adoption is consistent, secure, and compliant.

Fewer errors, cleaner data, and faster time-to-value across the stack.

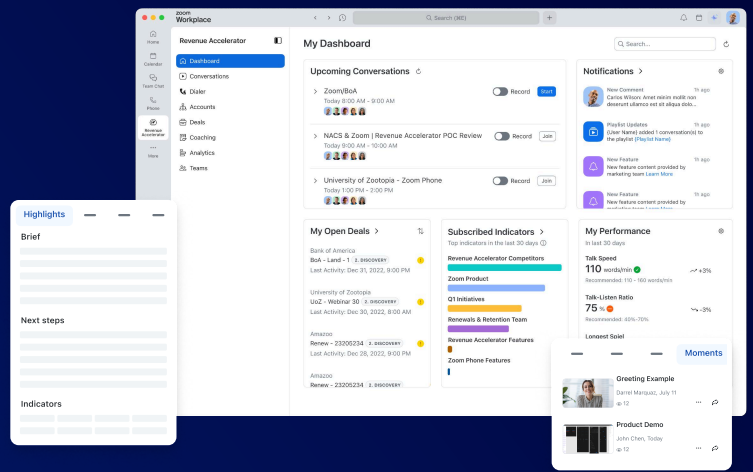
Agentic AI for sales productivity

ZRA's Agentic AI doesn't just analyze, it acts. It completes tasks on behalf of sellers, from updating records to drafting follow-ups, while guiding reps live with coaching insights. It keeps sales leaders aligned with pipeline health and deal progress across Zoom channels – meetings, phone, chat, and beyond.



Seamless, secure IT alignment

ZRA is built into Zoom's unified collaboration ecosystem, cutting down vendor sprawl and licensing complexity. It integrates with leading CRMs for clean, automated data sync and is backed by Zoom's enterprise-grade security, compliance, and governance standards, including SOC2, GDPR, HIPAA, and FedRAMP.



Why it matters for revenue leaders

- ✓ **Drive measurable efficiency** with AI that handles repetitive tasks so sellers can focus on revenue-driving work. Simplify your tech stack by consolidating point solutions and cutting support overhead.
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- ✓ **Adopt secure, scalable AI** on a platform you can trust, with centralized controls for data governance and AI usage policies.
- ✓ **Support business growth** by enabling sales teams to hit ambitious targets. IT becomes a direct driver of revenue acceleration and ROI.

Caleb & Brown

Our customers are transforming the way they connect with customers by leveraging Zoom's unified platform. Caleb & Brown began analyzing every call with ZRA, allowing their brokers to save time spent on manual tasks, gain real-time insights into customer needs, identify compliance issues, and experience improved onboarding – all while driving more effective sales and seamless team collaboration.

Caleb & Brown streamlines calls, supports compliance, and unlocks insights with Zoom Revenue Accelerator

Proof points:

1

All calls are analyzed automatically with Zoom Revenue Accelerator.

- 30–40 calls/day per broker captured, summarized, and searchable.
- Thousand of hours saved on notes, tagging, and reviews.
- Compliance tracking simplified with auto-tagging of sensitive topics.

2

Faster onboarding with summaries, checklists, and next steps.

3

Actionable customer insights to guide campaigns.

4

Smooth team handoffs via searchable transcripts and snippets.

5

Part of a unified **Zoom ecosystem**: Phone, Revenue Accelerator, Contact Center, and Team Chat working together.

“

One of the biggest benefits of working with Zoom is their complete product line. Having one provider that you can go to for many solutions makes things quite easy.

Dan Johnson

Head of product, Caleb & Brown

Value at a glance



For IT leaders

- Reduce complexity by consolidating sales point solutions.
- Maintain centralized controls for data security and compliance while adopting AI.
- Deliver measurable business outcomes that tie IT investment to revenue.

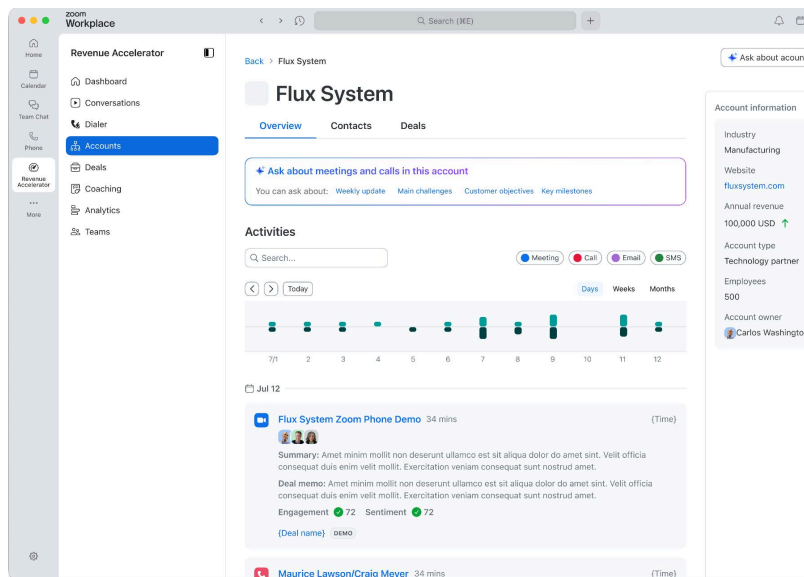


For sales teams

- Accelerate prospecting and pipeline generation with AI-first workflows
- Win more deals with real-time coaching and actionable insights.
- Save time each week with automated summaries, follow-ups, and CRM updates.

Why Zoom Revenue Accelerator

ZRA unites AI innovation with Zoom's trusted collaboration infrastructure. IT leaders can adopt cutting-edge AI with confidence, while sales teams gain the productivity and insights they need to perform at their best.



zoom
Revenue
Accelerator

Next step

Learn more about how Zoom can help accelerate your sales workflows, protect your data, and fuel revenue growth.

[Learn More](#)