RGI Platform

Revenue Growth Intelligence: activated.

Win markets with contextual, AI-powered intelligence

Revenue teams don't struggle with the quantity of data, they struggle with clarity, connection, and execution:

- Too many disconnected tools
- Noisy unreliable intent signals
- Noisy, unreliable account prioritization
- Sellers guessing what action to take next
- Difficulty proving measurable GTM ROI

The Revenue Growth Intelligence (RGI) Platform by HG Insights solves these challenges in a unified, AI-driven experience that connects trusted intelligence, contextual buying signals, and advanced copilots and agentic workflows across your entire GTM ecosystem.

Why this matters to you

If you lead GTM, RevOps, Sales, or Strategy, this platform directly impacts your performance in measurable ways:

- **Pipeline quality:** Focus on accounts that are truly winnable
- **Win rates:** Act on competitive displacement and expansion at the right time
- **Sales productivity:** Give sellers daily clarity, not static lists
- **Territory performance:** Build coverage around real opportunity
- **ROI accountability:** Tie prioritization decisions to measurable outcomes

The RGI Platform provides intelligence that drives action for decision support automation.
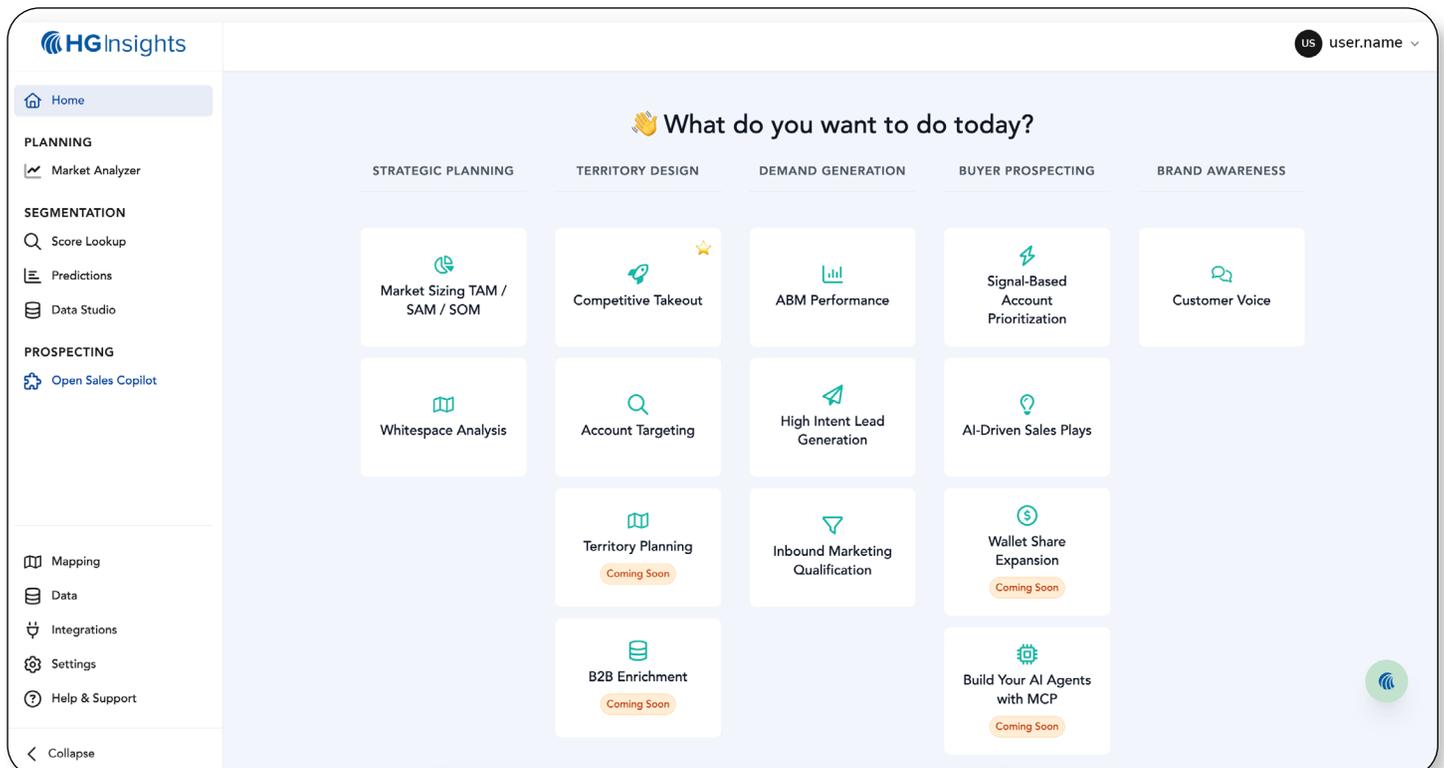
What makes the RGI Platform different

1. Trusted, high-resolution intelligence powered by the RGI Fabric

Built on the Revenue Growth Intelligence Fabric, the platform delivers:

- Install footprint visibility and usage depth
- Spend intelligence by entity and geography
- Competitive context
- Buying signals aligned to verified deployment data
- Unify first-party data with external market signals to ground insights in the real customer context

With the RGI Platform, your decisions are based on reality, not surface-level signals.

2. AI copilots that guide execution

The platform activates intelligence through three AI copilots, ensuring strategy doesn't remain in a presentation deck, instead it drives daily execution.

Market Analyzer

Identify where to compete, where to invest, and where you are most likely to win.

- **Use cases:** TAM, whitespace, and territory optimization

Data Studio

Score and prioritize the accounts that matter now.

- **Use cases:** Account scoring, targeting, and CRM enrichment

Sales Copilot

Guide sellers on who to engage, when to engage, and which competitive or expansion play to execute.

- **Use cases:** Signal-based prioritization, competitive takeouts, and expansion plays

3. Native contact intelligence

Recommendation + enrichment + activation = Contact Intelligence

Contact Intelligence, powered by HG Insights, identifies and activates the right contacts directly within Sales Copilot.

- AI-recommended contacts in account context
- Verified email and phone enrichment
- One-click activation into Salesforce, Gong, Outreach, Salesloft, or HubSpot

Contact Intelligence eliminates the need for external contact tools and reduces tab switching by keeping everything inside the RGI Platform. It enables teams to move seamlessly from account insight to contact activation instantly and within the same workflow.

Market Analyzer

Data Studio

RGI Platform

Unified Platform
GTM Experience

Sales Copilot
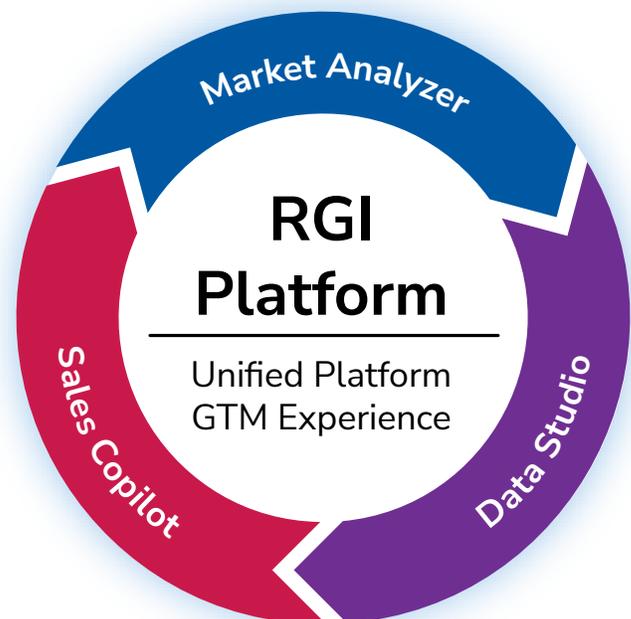
Designed for the modern GTM ecosystem

The RGI Platform doesn't replace your GTM stack. It powers it.

With it, you get integrated intelligence across CRM, sales engagement, marketing automation, and AI environments, ensuring every workflow is guided by contextual, trusted data.

As AI agents become standard across GTM, the platform's agent-ready infrastructure ensures your intelligence is secure, governed, and actionable.

The impact

- Fewer wasted pursuits
- Clear quarterly priorities
- Faster competitive takeouts
- Revenue teams aligned around the same intelligence
- Territories built on opportunity, not number of accounts

Ready to target smarter and close faster?

See how the RGI Platform helps your team focus on the right accounts and execute with confidence.

Book a free demo today.