

# StrikeZone Sales Signal Diagnostic™

## Product Architecture Overview

CLIENT ERP EXPORT
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STANDARDIZED DATA INTAKE TEMPLATE (Fixed Schema – 3 Year Customer Dataset)
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DATA VALIDATION & NORMALIZATION ENGINE (Data Quality Checks, Cleansing, Exception Log)
↓
ANALYTICS ENGINE <ul style="list-style-type: none"><li>• Revenue Quality Ranking</li><li>• Growth Signal (CAGR)</li><li>• Stability Score</li><li>• Segment Ranking</li><li>• CIC Lite Extraction</li></ul>
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INSIGHT GENERATION LAYER (High-Value Accounts, Growth Segments, Target Priorities)
↓
OUTPUT MODULES <ul style="list-style-type: none"><li>• Executive PDF Summary</li><li>• 10-Slide Insight Deck</li><li>• CIC Targeting Brief</li><li>• HVT-Ready Data File</li></ul>
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HUMAN INTERPRETATION LAYER Executive Readout + Sales Alignment Workshop
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OPTIONAL EXPANSION PATH CIC → HVT → SVT → CRM Activation → Outreach Execution