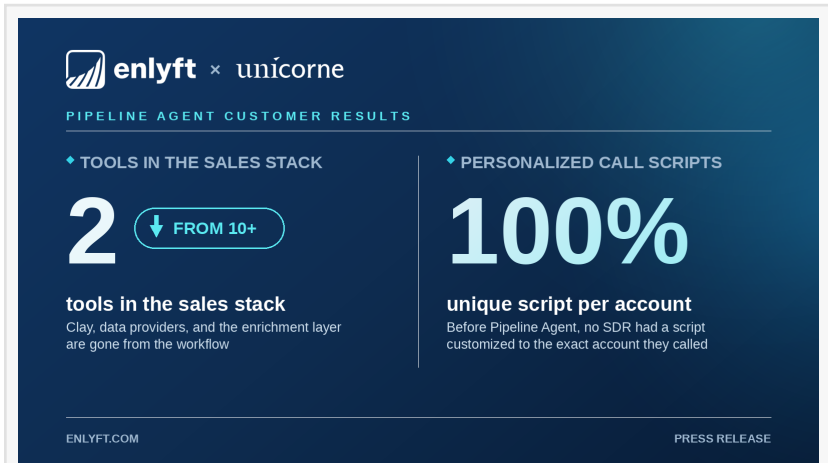


Unicorne Cuts Its Sales Tech Stack From 10+ Tools to Two, Running 5x More Campaigns With Enlyft's Pipeline Agent

Award-winning AWS partner now enables each SDR a custom call script for every account, a capability they never had before

KIRKLAND, WA, UNITED STATES, August 26, 2026 /EINPresswire.com/ -- [Enlyft](#), an AI-powered platform for partner technology selling, today announced that [Unicorne](#), an award-winning AWS partner, has consolidated its sales tech stack from 10+ tools down to two using Enlyft's [Pipeline Agent](#), doubling its monthly outbound campaigns without increasing sales headcount.



Enlyft Pipeline Agent Reduces Sales Stack at Unicorne from 10 to 2

Unicorne had already been using Enlyft's propensity models to identify which accounts to prioritize, helping the team focus on the right opportunities instead of spreading their effort across the broader market. The result: 207% growth in Unicorne's targeted AWS pipeline over six months. The remaining gap was what came next: execution. Turning those targets into outreach still meant list building, QA, contact discovery, enrichment, email drafting, sequencing, and CRM import, all managed across ten separate tools, including Clay and multiple enrichment tools stitched together through Claude Code, one campaign at a time.

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“Turning our target accounts into outreach used to take two full days per campaign, which is why we were only running two or three a month. With Pipeline Agent, that’s down to two hours.”

Benoit Maheux

With Pipeline Agent, that entire stack collapses to just two tools. For every campaign, Pipeline Agent eliminates the

three hours the Unicorne team once spent building Clay tables, running waterfall enrichment, and checking rows for errors, as well as the hours spent building sequences and importing contacts into HubSpot, all now handled within a single workflow.

Total hands-on time per campaign dropped from 10 hours to 2, an 80% reduction, freeing Unicorn's team to more than double the number of outbound campaigns it runs each month. SDRs also gained a capability they didn't have before: a custom call script for every account.

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