Aviso Named a Leader and a Customer Favorite in the 2026 B2B Revenue Orchestration Platforms' Analyst Evaluation

Aviso received the highest possible score in 12 criteria, including AI Agents, Revenue Orchestration, Revenue Context & Continuity, Innovation, and Adoption.

REDWOOD CITY, CA, UNITED STATES, September 30, 2026 /EINPresswire.com/ -- Aviso today announced it has been named a Leader and a Customer Favorite in The Forrester Wave™: Revenue Orchestration Platforms For B2B, Q3 2026.

> "Our positioning as a Leader in this evaluation validates for us the enterprise demand for a true Revenue Operating System. It underscores our market leadership in Agentic AI-driven revenue execution."
>
> *Trevor Rodrigues-Templar, President and CEO of Aviso AI*

The report reflects a major surge in market momentum for Aviso, marking its strategic evolution from a forecasting and revenue intelligence platform into a broader Revenue Operating System.

As enterprises actively move away from fragmented point tools, Aviso unifies contextual intelligence, predictive forecasting, and revenue orchestration into a single execution layer. Powered by Agentic AI, the platform enables sales and extended Go-To-Market (GTM) teams to transition from static reporting to autonomous, orchestrated revenue workflows.

In the evaluation report, Aviso's platform transformation is noted:

"Aviso has evolved from a forecasting and revenue intelligence platform into a broader revenue operating system combining contextual intelligence, orchestration, and AI-driven execution."

The report also outlines where Aviso delivers the greatest strategic value:

"Aviso is best suited to enterprises seeking to consolidate fragmented revenue technologies around a tightly integrated platform that combines forecasting, intelligence, orchestration, and AI-driven execution."

Forrester's 2026 assessment gave Aviso the highest score possible across the following criteria:

AI Agents, Revenue Orchestration, Revenue Context & Continuity, Innovation, Adoption, Sales Forecasting, Pipeline Management, Opportunity Management, Account Planning and Strategy, Data Management, Revenue and performance analytics, and Administration and configuration.

In addition to its placement in the Leaders segment, Aviso received a double-halo on the Wave evaluation matrix, distinguishing it as a Customer Favorite based on direct customer feedback.

Summarizing customer sentiment, the report notes:

"Customers consistently describe Aviso as a long-term strategic platform partner. They praise the depth of technology partnership and co-creation, particularly as they consolidate fragmented revenue technologies into a more unified operating model."

"Our positioning as a Leader in this evaluation validates for us the enterprise demand for a true Revenue Operating System," said Trevor Rodrigues-Templar, President and CEO of Aviso. "Achieving a Leader position in this evaluation underscores our market momentum and leadership in Agentic AI-driven execution. Earning a Customer Favorite status is especially rewarding because we believe it demonstrates that global enterprise leaders rely on Aviso to significantly improve GTM team productivity, boost predictable revenue growth, and reduce tech stack costs."

Get a complimentary copy of the full report of the Forrester Wave™: Revenue Orchestration Platforms For B2B, Q3 2026 here.

About Aviso

Aviso is an end-to-end revenue operating system designed to predict revenue, guide sellers, and simplify every revenue action with Agentic AI. The platform serves enterprise customers, including Lenovo, NetApp, BMC, RingCentral, and high-growth revenue teams. Recognized as a Leader across industry analyst evaluations, Aviso empowers revenue organizations to drive predictable revenue growth. For more information, visit www.aviso.com.

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