

INDUSTRY

Transportation & Mobility
Public Sector Technology

USE CASES

Public Meeting Intelligence
Pipeline Creation
Sales Acceleration

\$1M+ in Pipeline per Rep, per Quarter

How Uber Transit turned public meeting
intelligence into a predictable revenue motion



Overview

Uber Transit partnered with Cloverleaf AI to surface early demand signals hidden in public sector meetings. By turning those signals into immediate, actionable outreach, Uber reps consistently generated more than \$1M in pipeline per rep per quarter while accelerating stalled deals and shortening sales cycles.

**"It's the best business
tool I've seen."**

Jonathan Kuehn

SENIOR ACCOUNT EXECUTIVE

**"The tracking of opportunities and the
ability to press the sales teams creates
incredibly powerful accountability."**

Chris Margaronis

HEAD OF TRANSIT AND UNIVERSITY PARTNERSHIPS

Challenges



HIDDEN DEMAND SIGNALS

Early indicators of transit demand were buried inside lengthy public meetings, making opportunities difficult to detect in time to influence outcomes.



FRAGMENTED TOOLS AND CONTEXT

Sales teams lacked buyer voice and clear signals to guide outreach timing and messaging.



STALLED DEALS

Opportunities slowed without insight into when or how to re-engage decision-makers.

Solution



EARLY SIGNAL DETECTION

Cloverleaf automatically monitored public meetings and surfaced transit-related signals tied to real buyers and real decisions.



IMMEDIATE ACTION

Signals were immediately delivered directly to reps, enabling fast, buyer-aligned relationship building without manual research.



CRM-DRIVEN EXECUTION

Insights flowed directly into Salesforce, powering personalized follow-up and timely deal re-engagement.

Results

\$1M+ Pipeline per Rep, per Quarter

Uber Transit reps consistently generated more than \$1M in quarterly pipeline each through early signal detection and precise outreach.



EARLIER OPPORTUNITY ADVANTAGE

Reps identified demand before competitors recognized opportunities were emerging.



ACCELERATED DEAL MOMENTUM

Timely insights helped re-engage stalled opportunities and progress deals to contracting.



REPEATABLE EXECUTION

Reps moved from signal to outreach in minutes, creating a consistent and scalable prospecting cadence.