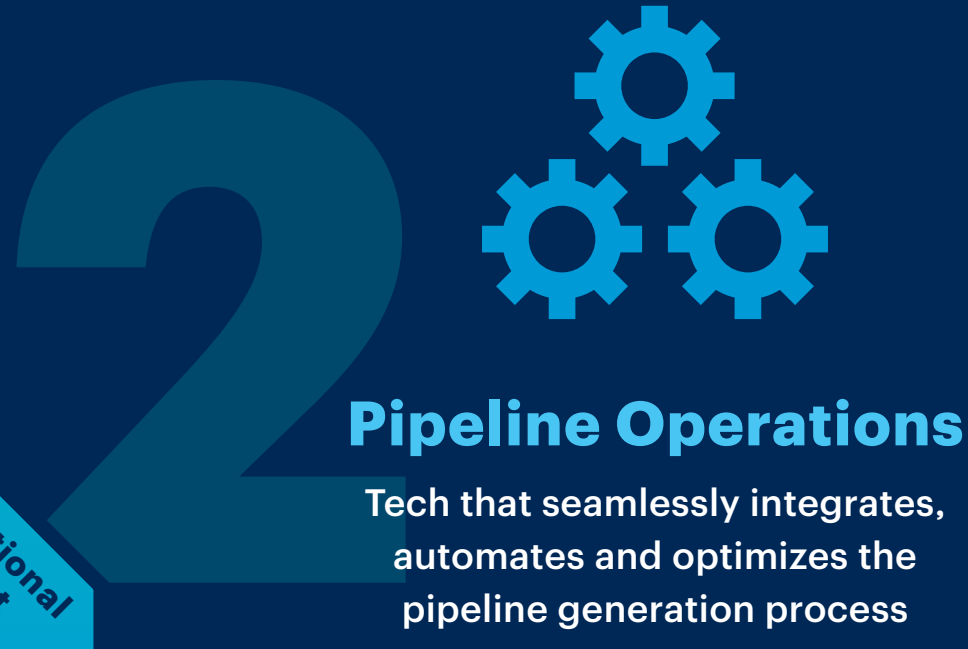
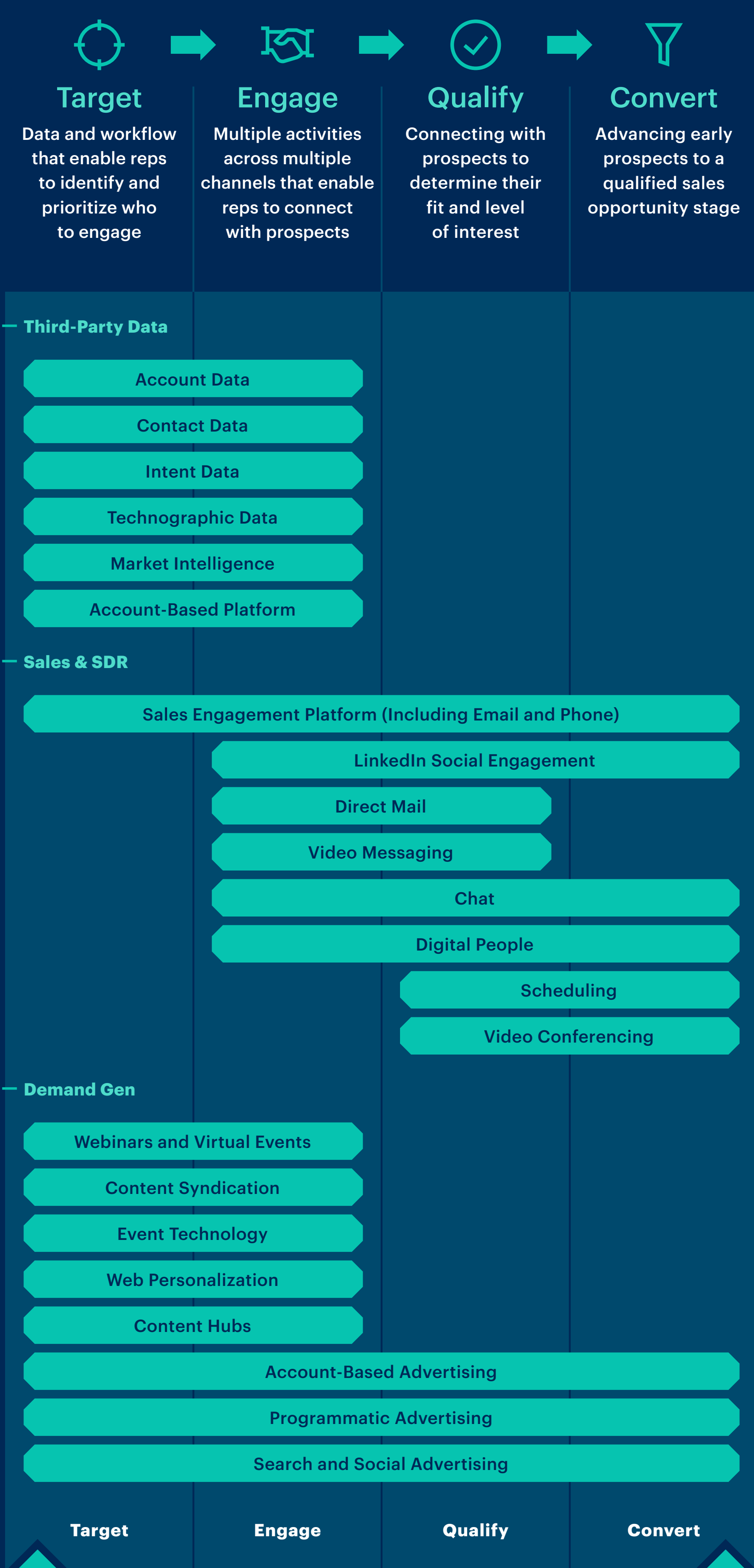


# The Tech Stack for Pipeline Growth

Pipeline generation is a perpetual challenge for sales leaders. A robust tech stack is essential to repeatable, scalable pipeline growth. The critical technologies being used by successful organizations are presented below to guide your own pipeline objectives.

The tech stack for pipeline growth is broken into two connected components.



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Note: These technologies have been selected and positioned based on an assessment by Gartner analysts and customer feedback. Their applicability may vary across organizations and industries.