

6Sense — One Pager

Klarix Competitive Intelligence

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ATTRIBUTE	DETAILS
Who They Are	<ul style="list-style-type: none"> Enterprise-grade B2B Revenue Intelligence and ABM platform with \$200M+ ARR and ~1,293 employees.
Location	San Francisco, California
What They Make/Sell	<ul style="list-style-type: none"> Revenue AI platform combining predictive analytics, intent data, and account identification. ABM orchestration tools, sales intelligence (235M+ profiles), and conversational email.
Market Positioning	<ul style="list-style-type: none"> Positions as the unified "Revenue AI platform" replacing fragmented point solutions for enterprise ABM. Differentiates via AI-driven account scoring, multi-channel orchestration, and deep CRM integrations. Valued at \$5.2B with \$526M in total funding (latest \$200M Series E led by Blue Owl and MSD Partners); recently launched RevvyAI.
Top Pain Points	<ul style="list-style-type: none"> Customers struggle with "blackbox" predictive models and slow "annual refresh" cycles that erode sales trust. → Sample · Sales Intelligence provides rapid, transparent, done-for-you competitive intelligence with a 3-7 day turnaround. Users report data reliability issues, duplicate records, and stale contacts when scaling ABM. → We map out verified decision-makers and accurate GTM data landscapes to bypass data noise. High platform complexity requires dedicated RevOps headcount and 4-8 week implementations. → We deliver done-for-you battle cards and insights immediately, requiring zero complex implementation.
Best Outreach Angle	<ul style="list-style-type: none"> Target: Viral Bajaria (Chief Innovation & Ecosystem Officer), Chris Ball (CEO) Hook: Peer-to-peer discussion on navigating the GTM data landscape, overcoming data accuracy gaps, and the shift away from fragmented stacks and blackbox models.
Next Step	<ul style="list-style-type: none"> Send Touch 1 email to Viral Bajaria referencing the RevvyAI launch and proposing a 15-minute chat to swap market insights.