

Autonomic helps B2B SaaS businesses turn reactive sales into a predictable revenue motion.

When a founder or early-stage sales team is carrying a method but not repeatably or predictably, more activity, headcount, or capital can increase risk as quickly as it increases capacity. Autonomic diagnoses the gaps, builds the missing method into the business, and leaves it with a system that can scale.

Build a repeatable sales system hires, investors and the board can rely on.

If sales still moves because you know the history, language and next move, you have evidence of a motion but not yet a system. We help you turn that judgement into a method another capable person can inherit, operate and improve.

WHY SCOTT

Scott Sampson brings 25+ years of sales, SaaS and commercial operating experience. Autonomic works as an operator-led installer: we diagnose the risks, constraints and inefficiencies, then build and install the method your team can run sustainably long term.

You may recognise this

You are still the sales system

Deals move because you know the history, language and next move. The result still depends on founder memory and intervention.

The next commercial hire feels like a gamble

You need somebody else to carry sales, but the method they would inherit has not yet been made explicit or tested.

Growth is relying on more activity

The business is adding people, pipeline or capital before it can show why opportunities convert and how the team should repeat it.

Choose the right route

Motion Proof

EARLY STAGE

FIRST MOTION NOT YET PROVEN

The design, architecture and installation of an early-stage sales process for a credible B2B software business with product and buyer evidence. We test the first sales motion and record the customer, buyer, market, pain, value and efficiency opportunities in a methodology and system new hires or expanded team members can run.

- Buyer evidence
- Conversion
- ACV
- Commercial evidence
- Method installed
- Margin and magic number

Revenue OS

SERIES A-C

DEMAND EXISTS. THE SYSTEM DOESN'T.

We diagnose, build, install and hand over the revenue operating system a founder can inspect, a leader can run and a team can operate. This is the primary route for a business with demand and systemises the fundamentals of a repeatable sales engine ready for investor inspection and market pressure.

- ICP
- ACV and pricing
- Predictable acquisition
- Revenue visibility
- Sales efficiency
- Repeatable execution

Fractional leadership

VC / PE BACKED

A DEFINED SENIOR OWNERSHIP GAP

Temporary senior ownership for a specific commercial job, with authority, stage gates, an internal successor and an explicit handover.

- Senior ownership
- Commercial priorities
- Operating cadence
- Defined stage gates
- Leadership transfer
- Board visibility

Preferred next step: A focused 30-minute conversation.

Bring what has changed, what evidence of demand exists, who currently owns sales and what the next hire, fundraise or growth step now depends on. We will tell you plainly whether there is a defined problem we can help solve.

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SCAN TO BOOK