



InsideSales.com is the only AI-powered System of Growth, delivered through a suite of SaaS solutions and services, that gives organizations the visibility, productivity, and effectiveness they require to sell more. The AI System of Growth includes sales communications, email tracking, gamification, lead prioritization, forecasting and more. The System is built on Neuralytics, a predictive and prescriptive AI engine that prioritizes sales activities to target the most promising leads and opportunities. Neuralytics processes over 6 trillion sales interaction data points to produce simple insights and directives that help your sales team make more money.

The InsideSales sales acceleration platform delivers:

- **Visibility:** Know what your sales reps are doing and what is working.
- **Productivity:** Increase key metrics with easy-to-use tools and motivation.
- **Effectiveness:** Sell more by focusing reps on deals most likely to close.

Data-Driven Sales Prioritization

Today's fastest growing sales organizations use science and predictive analytics to sell more. The InsideSales System of Growth is fully integrated into the Dynamics user experience. It fuels sales rep performance with breakthrough innovations in predictive sales communications.

KEY BENEFITS

- Increase close rates by over 20% with predictive prioritization
- Lift rep productivity by over 35% with gamification
- Start the quarter with over 80% forecast accuracy
- Increase revenue by up to 30% with the integrated AI System of Growth

KEY FEATURES

- **Predictive prioritization** - keep your reps focused on your best leads, opportunities and accounts
- **Integrated communications** - single-click dialing and emailing, pre-recorded voicemails, cue cards and managed email templates
- **ImmediateResponse** - respond immediately to incoming web leads
- **Automatic data capture** - sales rep activity automatically recorded in Dynamics

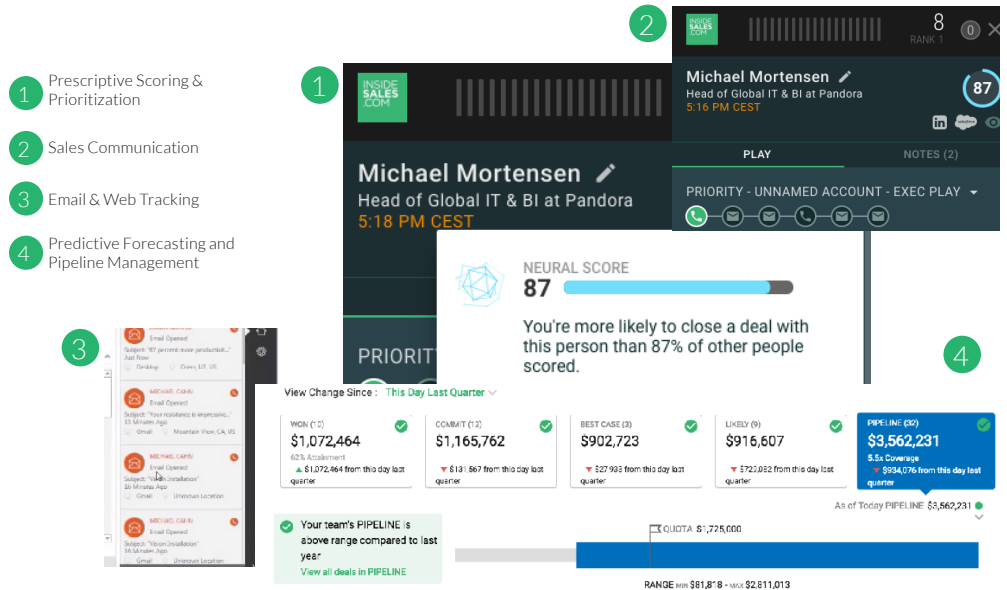


Illustration 1: Comprehensive sales acceleration platform for Microsoft Dynamics.



"InsideSales.com not only gave us a great tool, they helped implement a better process. We have seen 40% more dials, 80% more connects and a 30% increase in overall pipeline and sales revenue."

Kent Perkocha | Chief Customer Officer



Visibility: Know What Your Reps Are Doing

Know how many dials are being made, how many emails are being sent, and more importantly, which leads are likely to convert and which deals are likely to close. InsideSales tracks not just the initial recipient, but forwards, attachments and web visits. All of this activity can be tracked using native CRM reporting tools that integrate with the rest of your sales reporting.

Productivity: Increase Key Sales Metrics

InsideSales increases the productivity of your reps with automation, easy-to-use sales tools, and gamification. Single-click dialing, pre-recorded voicemails and email templates save reps valuable time and keep them focused on selling activities. In addition, leaderboards, throwdowns and challenges foster friendly competition and help you keep an eye on rep and team performance.



Image 1: Leaderboards share individual results to the whole team and highlight individual achievements.

Effectiveness: Sell More by Focusing Reps on the Best Deals

Get even more out of your sales reps by focusing them on the best leads and opportunities. InsideSales, powered by Neuraletics, identifies the leads and opportunities most likely to convert and close, and gives sales managers the tools to prioritize with dynamic dialing lists and data-driven prioritization.

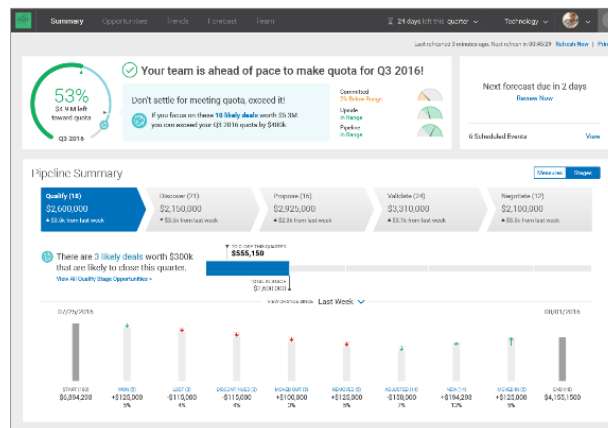


Image 2: InsideSales predicts quota attainment for your entire org based on an assessment of every deal in the pipeline and surfaces deals not yet in the pipeline.

CONTACT US

InsideSales.com Worldwide Headquarters

1712 South East Bay Boulevard,
Suite #100
Provo, Utah 84606
United States of America
+1-385-207-7252
www.insidesales.com

InsideSales.com Europe Regional Headquarters

One Valpy
20 Valpy Street
Reading
RG1 1AR
United Kingdom
+44 (0) 203 868 5133
uk.insidesales.com