



InsideSales.com is the only fully integrated sales acceleration platform that delivers the visibility, productivity, and effectiveness customers require to sell more. The InsideSales platform includes sales communications, email tracking, gamification, prioritization, forecasting and more – all built on Neuralytics, a predictive and prescriptive self-learning engine that prioritizes sales activities to target the most promising leads and opportunities. Neuralytics processes over 100 billion 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 sales acceleration platform is fully integrated into the Salesforce user experience. It fuels sales rep performance with breakthrough innovations in predictive sales communications, email and web engagement tracking, motivation, forecasting and prioritization.

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% in 90 days with integrated sales acceleration platform

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 Salesforce

- 1 Prescriptive Scoring & Prioritization
- 2 Sales Communication
- 3 Email & Web Tracking
- 4 Motivation
- 5 Prescriptive Actions
- 6 Predictive Forecasting

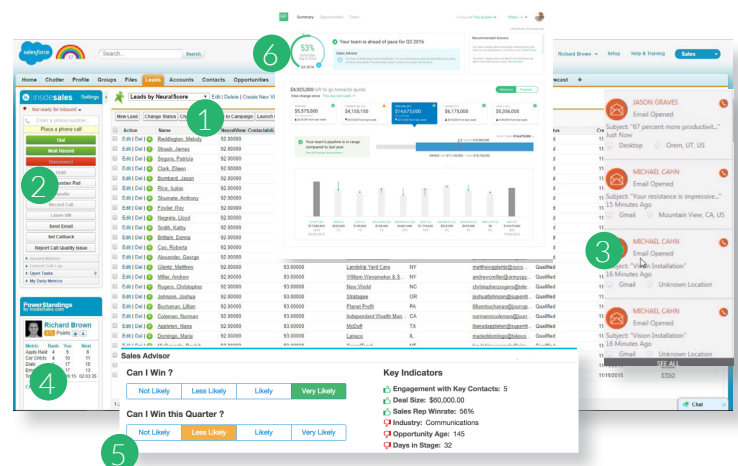


Illustration 1: Comprehensive sales acceleration platform with functionality that covers the entire sales funnel



"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

APTTUS®

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 Neuralytics, 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.

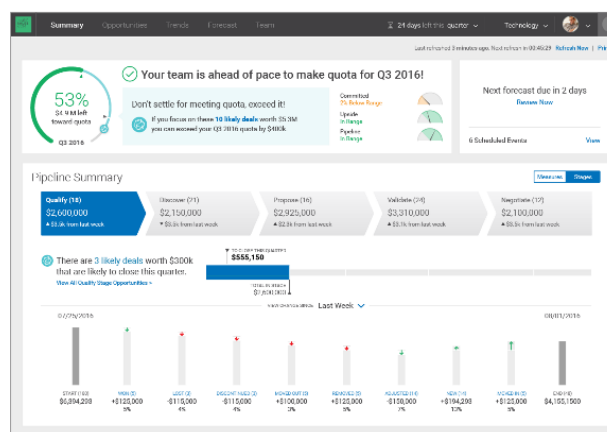


Image 2: InsideSales predicts quota attainment for your entire org based on an assessment of every deal in the pipeline and surfaces deals not yet in the pipeline

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