



## PowerDialer™

### KEY BENEFITS

- Over 400% increase in web lead response rates
- Up to 24% increase in conversations and 32% increase in close rates
- Increase contact rates by up to 38%

### KEY FEATURES

- **Automatic data capture** - sales rep activity automatically recorded in Salesforce
- **Integrated communications** - single-click dialing and emailing, pre-recorded voicemails, cue cards and managed email templates
- **Prioritization** - focus reps on prospects most likely to close
- **Call monitoring** - fine-tune your sales machine with call recording and live monitoring tools
- **Gamification** - keep reps engaged and motivated

Predictive PowerDialer is an AI-powered sales acceleration application that helps SDR teams connect with the right people at the right times.

PowerDialer increases the focus, engagement and productivity of reps, enabling them to generate more sales utilizing features such as: AI-recommendations on the next best prospect and best contact method, advanced list prioritization, single-click dialing, pre-recorded voice messaging, email, inbound call routing, and more.

Gain insight into what works and what doesn't by analyzing detailed call reports and capturing activities to the CRM automatically.

Action	Name	NeuraView: Contactabil...	NeuraView: Close Score	Company
<input type="checkbox"/> Edit   Del   +	Reddington, Melody	92.00000	93.00000	Monit
<input type="checkbox"/> Edit   Del   +	Straub, James	92.00000	93.00000	Road Runner Lawn
<input type="checkbox"/> Edit   Del   +	Segura, Patricia	92.00000	93.00000	Rivera Property Mai
<input type="checkbox"/> Edit   Del   +	Clark, Eileen	92.00000	93.00000	Noodle Kidoodle
<input type="checkbox"/> Edit   Del   +	Bombard, Jason	92.00000	93.00000	Strawberries
<input type="checkbox"/> Edit   Del   +	Rice, Isaias	92.00000	93.00000	National Hardgoods
<input type="checkbox"/> Edit   Del   +	Shumate, Anthony	92.00000	93.00000	Computer City
<input type="checkbox"/> Edit   Del   +	Fowler, Roy	92.00000	93.00000	Mission G
<input type="checkbox"/> Edit   Del   +	Negrete, Lloyd	92.00000	93.00000	Netaid
<input type="checkbox"/> Edit   Del   +	Smith, Kathy	92.00000	93.00000	Affinity Investment G
<input type="checkbox"/> Edit   Del   +	Brittain, Donna	92.00000	93.00000	Wild Oats Markets
<input type="checkbox"/> Edit   Del   +	Cao, Roberta	92.00000	93.00000	Evans
<input type="checkbox"/> Edit   Del   +	Alexander, George	92.00000	93.00000	Locost Accessories
<input type="checkbox"/> Edit   Del   +	Glantz, Matthew	92.00000	93.00000	Landskip Yard Care
<input type="checkbox"/> Edit   Del   +	Miller, Andrew	92.00000	93.00000	William Wanamaker
<input type="checkbox"/> Edit   Del   +	Rogers, Christopher	92.00000	93.00000	New World
<input type="checkbox"/> Edit   Del   +	Johnson, Joshua	92.00000	93.00000	Stratagee
<input type="checkbox"/> Edit   Del   +	Buchanan, Lillian	92.00000	93.00000	Planet Profit
<input type="checkbox"/> Edit   Del   +	Coleman, Norman	92.00000	93.00000	Independent Wealth
<input type="checkbox"/> Edit   Del   +	Appleton, Iliana	92.00000	93.00000	McDuff
<input type="checkbox"/> Edit   Del   +	Domingo, Marie	92.00000	93.00000	Laneco
<input type="checkbox"/> Edit   Del   +	McGonagle, Beulah	92.00000	93.00000	SoundTrack
<input type="checkbox"/> Edit   Del   +	Watkins, Jerry	92.00000	93.00000	La Petite Boulanger
<input type="checkbox"/> Edit   Del   +	Adams, Mary	92.00000	93.00000	Electronic Geek
<input type="checkbox"/> Edit   Del   +	Oceguera, James	92.00000	93.00000	The Network Chef

Figure 1: PowerDialer integrates multi-channel communication directly into the CRM.

### Streamline Sales Communications

Increase the time reps spend on actual sales activities through productivity-enhancing tools. Enable fast, efficient and organized communications with integrated dialing and emailing, email templates and automated voicemails. Capture the right data and predict outcomes with single-click call disposition.

### Focus on the Best Prospects

Take the guesswork out of prospecting and give reps the insight they need to intelligently find the best prospects. Managers can use Seek Lists to generate dynamic calling lists that automatically populate with prospects the match predefined business rules.



"After we installed InsideSales, our dials went up 88%, proposals increased 85% and closed business went up by 32%."

Jeff Powell | VP Sales Operations

## Drive Conversations, not Just Dials

LocalPresence displays a local number to your prospects and increases contact rates by up to 38% using phone numbers local to virtually every North American and European metropolitan area. Quantity of dials is important, but not as important as having more conversations that lead to qualified opportunities.

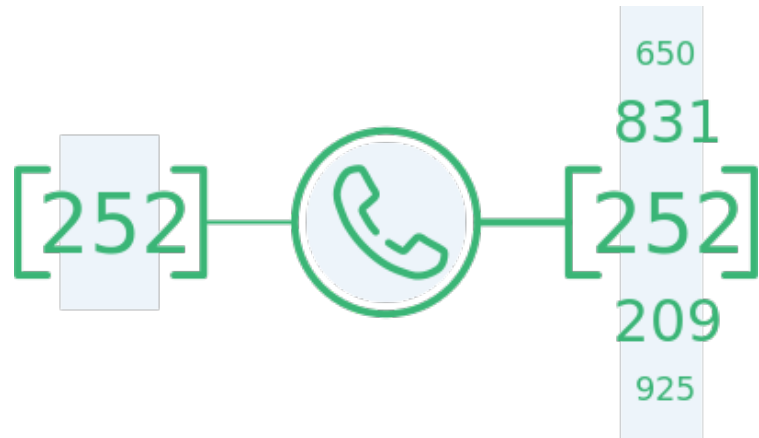


Figure 2: LocalPresence displays a local number to prospects regardless of where the sales rep is calling from.

## Respond Immediately to Your Hottest Leads

ImmediateResponse automatically places new incoming leads at the top of sales reps' lists. Never miss a hot opportunity again. A lead called within five minutes of requesting information is over 10x more likely to answer, and is 4x more likely to qualify.

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### Multi-Channel Communications

Intuitive multi-channel communication management, including pre-recorded voicemails, single-click email, texting, call logging, call-back scheduling and conference calls

### Call Recording and Monitoring

Record and listen to live or past phone calls for training, quality assurance and compliance purposes; whisper-coach or seamlessly join rep calls

### Inbound / Outbound Blend

Blended inbound and outbound, allowing reps to stay open to valuable incoming calls while working on outbound lists

### LocalPresence

Displays local numbers to prospects when dialing from virtually every major metropolitan area in North America and Europe

### Automatic Data Sync

Automatically updates all records directly into your CRM in real time, ensuring that reporting and recordings are available to the sales rep and their managers

### Reporting

Build flexible reports on how reps are performing the best and which campaigns are generating the most promising leads and opportunities

### Dynamic Seek Lists

Intelligent dialer lists make reps more efficient and successful in placing calls through an immersive interface

### Manager Insights

Managers can see what reps are doing, how well they've adopted Seek Lists, how effective their cadence is and the adoption of AI recommendations

### AI Models

Insights, like the best contact method and the best leads or accounts, are served to reps directly in their workflows

### PowerStandings Gamification

Motivate and engage reps with challenges, performance ranking scoreboards and active standings displays