



ACCELERATE SALES PERFORMANCE



Velocify LeadManager dashboard provides sales performance insights

Designed for High-Velocity Selling

Velocify provides intelligent sales automation solutions designed for the unique needs of today's high-velocity sales environments. Proven to increase conversion rates by more than 100 percent, Velocify's solutions help you drive increased sales team speed, discipline, and productivity, resulting in more revenue and success for your organization.

- Boost conversion rates and revenue
- Deliver rapid lead response
- Improve selling discipline and productivity
- Leverage a flexible, open platform for integration

INTELLIGENT SALES SOFTWARE

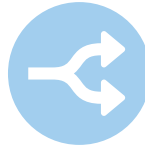
- Intelligently distribute leads and ensure rapid follow-up
- Dramatically increase sales activities per day
- Gain greater visibility into sales activities and top practices



Velocify LeadManager delivers a real-time prioritized sales activity view

Sales managers often struggle to monitor the selling practices of their sales teams and to enforce a uniform, rapid lead follow-up process using traditional CRM solutions.

Velocify LeadManager™ empowers you to deploy best-in-class selling and lead management strategies across your sales team. With your entire team quickly responding to leads and following a similar proven process to convert opportunities, you'll see immediate improvement in effectiveness and productivity, driving more revenue for your business. LeadManager includes the following features:

CAPTURE  Integrates data from website lead forms, marketing automation systems, and over 1,400 lead source providers.	DE-DUPE  Provides alerts when existing prospects enter system and automates the consolidation of duplicate lead records.	SCORE  Calculates numeric lead scores based on lead attributes, and uses scores to drive priority lead distribution.	DISTRIBUTE  Drives an unparalleled ensemble of push, pull, and hybrid intelligent lead distribution options.
PRIORITIZE  Ensures the highest value opportunities are always worked first, removing the guesswork for sales.	AUTOMATE  Delivers industry-specific and custom workflows, predefined sales actions, and communication templates.	NURTURE  Distributes automated email and SMS drip messaging at appropriate stages within the sales cycle.	ANALYZE  Provides valuable sales funnel insights with intuitive dashboard, reporting, and metrics monitoring.

“Dial-IQ is propelling my office,
doubling production without
the need to hire more staff.”

Mark Wong, State Farm

POWERFUL CLOUD-BASED SALES DIALER

Velocify Dial-IQ™ is an intelligent cloud-based dialing solution that extends Velocify LeadManager capabilities. Dial-IQ brings speed and efficiency to your sales team and your selling efforts. Dial-IQ includes the following features:

- Accelerate lead response time
- Simplify and streamline outbound calling for reps
- Improve the routing and tracking of inbound calls

LEAD ROUTING



Multiple lead distribution options, including shotgun connect™ to optimize initial response and speed-to-contact.

OUTBOUND



Click-to-Dial, call scripting, multi-line dialing, automated scheduling, pre-recorded message drop, and local-ID dialing.

INBOUND



Inbound call flow handling, automated campaign tracking, toll-free and local call provisioning, and missed call data follow-up.

CALL INSIGHTS



Variety of call metric reports, real-time dashboard, call recordings, and campaign performance tracking.

FLEXIBLE AND SECURE

PLATFORM FOR SALES MOBILITY AND INTEGRATION

- Ensure anytime, anywhere access for you and your sales team
- Leverage a flexible, open platform for integration
- Guarantee uninterrupted access to your data with secure data centers

The Velocify platform is accessed as a cloud-based service to ensure your sales team is always connected and your other systems are seamlessly integrated. Velocify solutions can be accessed through any standard web browser or our available iPhone app. Velocify's scalable platform also supports integration with third party systems and services through a standards-based API and flexible architecture.

World-Class Consultation and Support

Velocify offers a host of unparalleled professional services designed to quickly put your team on a path to success. Velocify consultation experts and customer support representatives are known for having a "whatever it takes" attitude to ensure clients are 100% satisfied.

Velocify's professional services team provides:

- Live support
- Onboarding and ongoing training
- Strategic consulting services

The powerful combination of Velocify's unmatched solutions, platform, and professional services empowers sales teams with a measurably better, prescribed, and predictable sales process that dramatically improves sales productivity and effectiveness to maximize revenue.

"Our marketing ROI was directly impacted by leveraging Velocify's sophisticated functionality to design best-practice lead distribution and management processes."

Jessica Manna, Residential Finance



222 N. Sepulveda Blvd., Suite 1800
El Segundo, CA 90245
Phone: 888-808-5577
Fax: 888-508-4462
Web: velocify.com

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