

DIALSOURCE DENALI VALUE ASSESMENT FOR:

ABC Company

The value of accelerating sales & service engagement across your organization

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ADDRESSING YOUR MOST CRITICAL PRIORITIES

As a sales leader your ultimate goals are to increase revenue for your organization and enable your team to be successful. Sales engagement solutions are the right product to help support these objectives.

WHAT WE KNOW

- **20** Sales Reps
- Average of **40 calls** per day
- **2 minutes** of post-call actions
- Generating **\$250,000** in revenue/rep/year
- Average deal size **\$30,000**

ASSUMPTIONS

- Subscriptions at **\$50** / seat
- **\$0** Cost for implementation
- **60% reduction** in time spent on post-call activities
- Standard 120 minutes/user/day included

92%
of Sales & Service
communications
occur over the phone.

57%
of sales reps expect
to miss their
quotas this year.

68%
of a Sales Reps
day is spent on
non-selling tasks.

LEARN MORE AT [DIALSOURCE.COM](https://dialsource.com)

CALL: 1.800.928.0392 // EMAIL: SALES@DIALSOURCE.COM



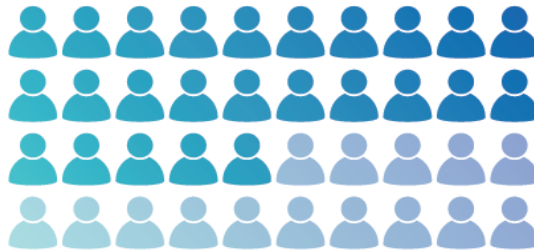
1. INCREASE PRODUCTIVITY

Besides eliminating tedious follow-up tasks and easily providing customer information, DialSource Denali equips your team for increased sales conversions. Call recordings turn into learning opportunities, and coaching occurs in real-time while on a call with potential customers.

With customizable live dashboards and your integrated CRM data, you can see where you're doing well and where you need to improve. Both managers and reps will be able to spend more time on what matters most: improving your sales strategy and talking to customers. With the use of DialSource Denali, over the next 3 years, assuming a 50% reduction in time spent on post-call tasks, our post-call automation can save your team a total of:

3,840 HOURS

OF PRODUCTIVITY GAINED ANNUALLY.



TIME SAVINGS EQUIVALENT TO ADDING
AN **ADDITIONAL \$138,461.54 REVENUE**
GENERATING REPS.

2. INCREASE SALES

Eliminating non revenue generating activities from your reps day will allow them to have more meaningful conversations. Thus increasing leads and driving more revenue.

\$415,384.62

**INCREASE IN SALES
OVER A 3 YEAR PERIOD.**

"We have **increased our efficiency 5 to 10 fold** what we had before on our outbound efforts and **we've seen immediate ROI.**"

-**PHILLIP HORN**
VP TICKET SALES AND SERVICES
SACRAMENTO KINGS

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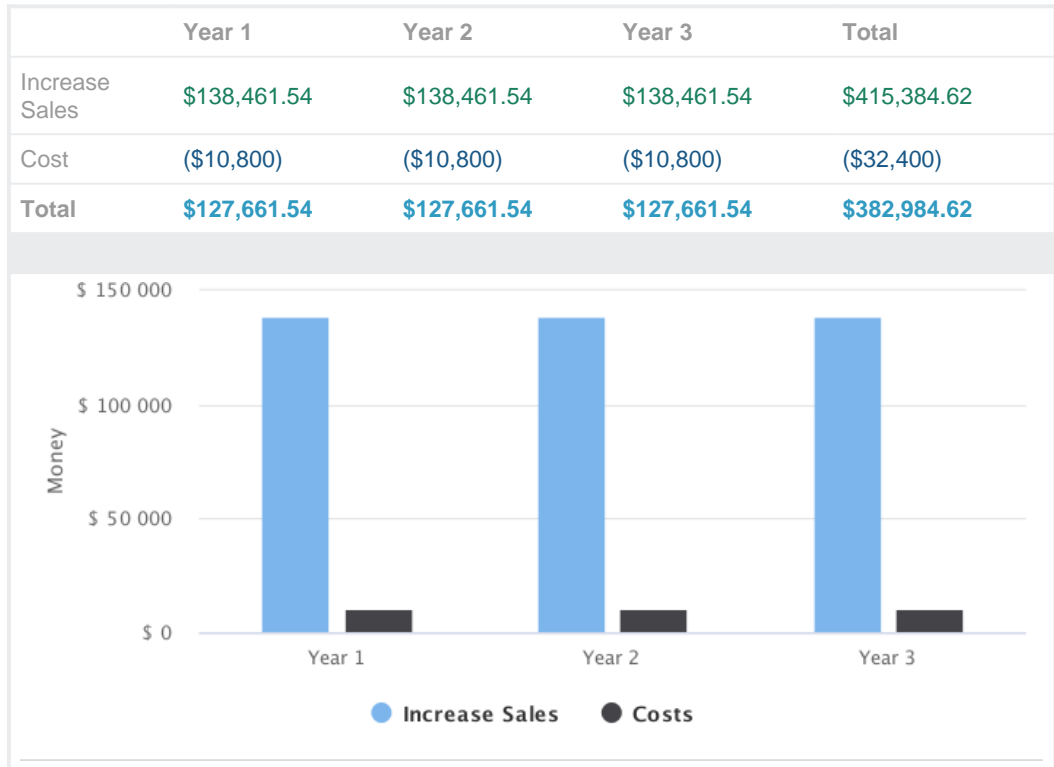
3. EXECUTIVE SUMMARY

DialSource Denali, empowers sales and service reps to drive conversations with actionable intelligence and limitless automation. With the use of DialSource Denali, over the next 3 years, your organization can realize a total return on investment of:

\$382,984.62

POTENTIAL RETURN ON INVESTMENT* OVER A 3 YEAR PERIOD

*Assumes all reps are quota carrying and devoting 30% of time gained to revenue generating activities.



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ADDITIONAL FEATURES

Many Sales Engagement Solutions focus on the same core functionalities of accelerating sales communications and process. Here are a few additional DialSource features that differentiate our solution.

CARRIER-GRADE TELEPHONY

A Tier-One Global Network designed to deliver superior call-quality at an enterprise scale.



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