

DIALSOURCE DENALI VALUE ASSESMENT FOR:

ABC Company

The value of accelerating sales & service engagement across your organization

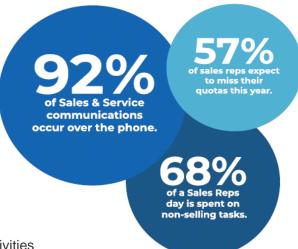
Michael Farber mfarber@theroishop.com 770 739 4725

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

LEARN MORE AT DIALSOURCE.COM
CALL: 1.800.928.0392 // EMAIL: SALES@DIALSOURCE.COM



"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

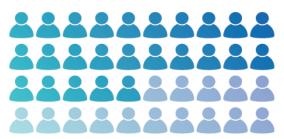
1. INCREASE PRODUCTIVITY

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.



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.

Cost Total	(\$10,800) \$127,661,54	(\$10,800) \$127,661,54	(\$10,800) \$127,661,54	(\$32,400)
TOTAL	\$127,661.54	\$127,661.54	\$127,661.54	\$382,984.62
\$ 150 000				
% 100 000 % A 100 000				
\$ 50 000				
\$ 0	Year 1		Year 2	Year 3



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.

OUTBOUND CALLING MODES

Accelerate the calling process beyond just click to call with dynamic campaign and cadence posibilities.



INBOUND CALL ROUTING

Route inbound sales and service calls to the correct rep based on active opprtunities or cases.

POST CALL AUTOMATION

Trigger the completion of any new post-call task or start a new cadence with just one click.



DYNAMIC SCREEN POP

Improve customer experience by automatically displaying the callers open case, opportunity, or Salesforce contact record before your rep picks up the phone.

NATIVE REPORTING

Drive sales and service transformations by increasing the capabilities of native Salesforce reports and Salesforce Einstein.



CASCADE

Prescriptive sales and service workflows



CALL RECORDING

Capture stereo call recordings and log them directly into Salesforce while maintaining compliance and encryptrion on your specific region or industry regulations.





NATIVE APPLICATION

Keep team working within the World's Top CRM Platforms

