

7 Ways DialSource Empowers Newly Remote Teams

- 1 Bring Your Own Device:** When your office desk phone is miles away, you can use a softphone, cell phone, or home phone and connect to DialSource right away. Just update your phone number and get back to calling—while maintaining security, compliance, and visibility on any device.
- 2 Inbound Calls:** If your prospects call you back on a DialSource Denali inbound line, you won't need to make any changes to your Caller ID as your Denali line will go with you.
- 3 Campaign Schedules:** Easily sequence and schedule the campaigns that your team works from throughout the day. Make sure all of your SDRs and AEs know exactly who to call and when to call them.
- 4 Log Every Activity:** Never miss a sales activity. Maintain accurate reports and trust across your team by automating the logging of every call.
- 5 Record Every Call Automatically:** DialSource securely captures your recordings and integrates with the popular recording analytics tools you use today, so ExecVision, Gong, and others can report on your data.
- 6 Keep Track of Your Team:** Monitor campaign progress, daily activities, conversation outcomes, and account progression directly within CRM. Salesforce users can access these reports on the go directly from the Salesforce mobile app.
- 7 Coach From Anywhere:** Focus on the real-time status page and the ability to 'overhear' reps (similar to floor walks) by using our 'Monitor' and 'Whisper' coaching features.

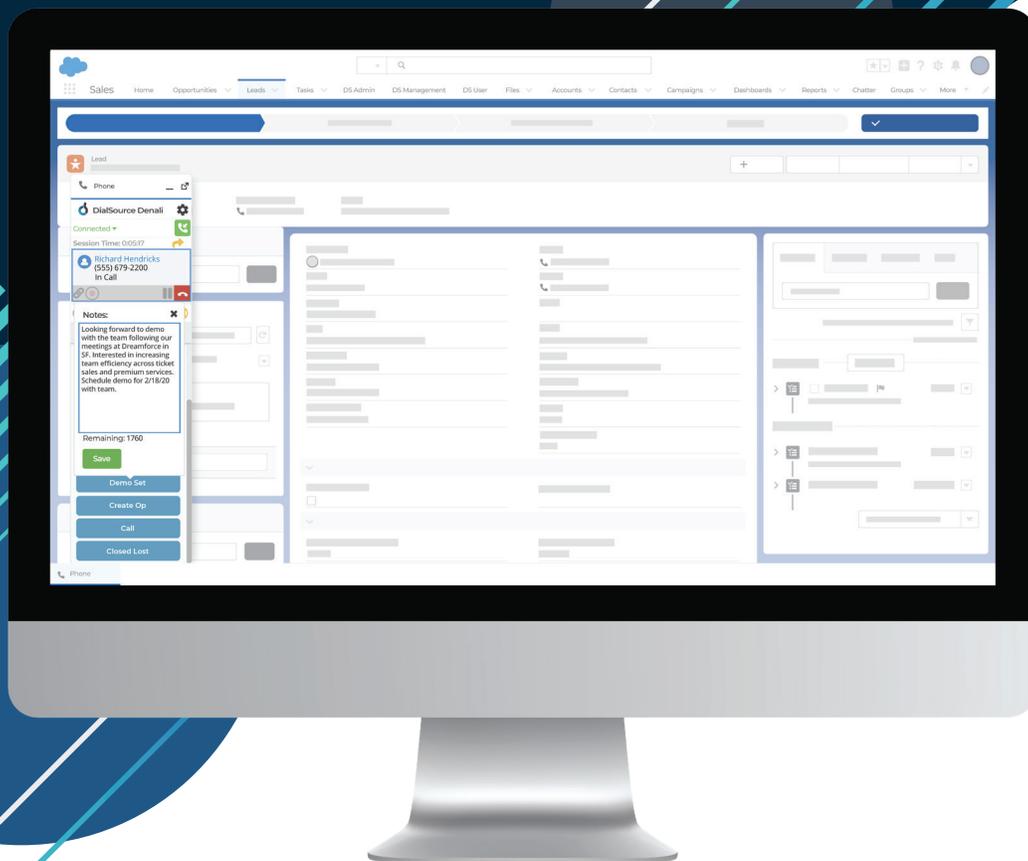
Our 400 person team was up and running within 24 hours. Out of our 4,000 employees, **our team had the smoothest work-from-home transition because of DialSource and Salesforce.**

- Inside Sales Manager, **Waste Management**

DialSource Denali captures the context of every call, seamlessly connecting any dial tone to Salesforce or Microsoft Dynamics CRM to power deeper insights and better conversations.

Our enterprise application creates faster time-to-value by being native to CRM and harnessing the technology your teams already use. The Denali Control Panel lives within your CRM, giving teams a single pane-of-glass to drive productivity, efficiency and CRM adoption.

By automating workflows and post-call tasks with a single click, Denali ensures that 100% of sales conversations and call outcomes are captured and logged into your CRM. This real-time view of customer engagement provides sales and service teams working from anywhere, the ability to recognize and respond to customers at the moment of interaction.



Transform your CRM from a system of record into a sales engagement platform.