

## Dialing Technology Built Specifically for Sales Teams More Calls + Better Conversations = Faster Growth.

Velocify Dial-iQ was built specifically to help sales teams grow revenue faster. Other sales dialers focus on call volume, but that's only part of the growth equation. **Real growth comes from more calls and having conversations that matter.** Velocify's unique brand of sales automation technology combined with its enterprise-grade dialing platform ensures that sales teams make more calls and focus on the right prospects at the right time. No other platform comes close.

### FEATURES

#### Outbound

- Click-to-Call
- Local Presence
- Inbound/Outbound Blending
- Power Dialing
- Pre-Recorded Voicemails
- Call Recording
- Persistent Dialing
- Advanced Call Transfer
- International Dialing
- Time Zone Protect

#### Inbound

- Call Routing
- Call Queues
- ShotgunConnect
- Interactive Call Menus
- Auto-Create Lead
- Number Provisioning

#### Call Reports

- Call Activity and Sales Performance Reports
- Highly Customizable

#### Advanced Features

- Call Barge
- Call Whisper
- Live Agent Presence
- Salesforce1 Mobile Compatibility



#### Reliability

Phone outages severely disrupt sales teams' ability to prospect, follow-up, and sell. Velocify Dial-iQ has an industry-leading uptime rate and delivers the call quality, speed, and reliability that high-velocity sales teams expect.



#### Productivity

Manual dialing, low connect rates, and lack of focus degrade your sales team's productivity. Velocify Dial-iQ has all the inbound and outbound features you need to streamline dialing, increase connect rates, and ensure reps are focused on the most important sales activities.



#### Control

Without visibility into sales rep activity, sales leaders cannot enforce the optimal contact strategy. Velocify Dial-iQ clears the path by providing visibility into rep activity while connecting the dots to sales performance data, which provides a holistic view of end-to-end sales effectiveness.



#### Flexibility

Changing phone systems is a hassle. Velocify Dial-iQ fits perfectly with existing phone systems so sales teams can enjoy the benefits of a robust sales dialer without having to replace hardware or lose any existing phone features.

**1500+ Companies Rely on Velocify for Sales Results**



## OUTBOUND

### Click-to-Call

Save time by calling prospects with the click of a button

### Local Presence

Increase the odds of connecting by 42% by matching a local area code on outbound calls

### Inbound/Outbound Blending

Enable reps to make more outbound calls without the fear of missing out on valuable inbound calls

### Pre-Recorded Voicemails

Move on to the next call while Dial-IQ leaves pre-recorded voicemails

### Power Dialing

Power through call lists with a convenient "Next Call" button that dials the next number on the list

### Call Recording

Record calls for training, quality management, and compliance

### Persistent Dialing

Don't waste time re-establishing a connection to the phone system; stay connected

### Advanced Call Transfer

Cold, warm, and no hold transfers with the click of a button

### International Dialing

An enterprise-grade global sales dialer for global sales organizations

### Time Zone Protect

Prevents reps from calling too early or too late depending on prospects' time zone

## CALL REPORTS

### Activity and Performance Reports

Make data-driven decisions with reports such as call volume, activity by agent, and campaign performance

### Highly Customizable

All data is available to use within Salesforce which means endless possibilities for customization

## INBOUND

### Call Routing

Ensure calls go to the right reps with simple drag and drop call routing interface

### Interactive Call Menus

Easily create call trees with an intuitive call flow builder

### Auto-Create Lead

Automatically create new leads on inbound calls

### Number Provisioning

Obtain toll-free or local numbers to gain better control of your inbound calls

## ADVANCED FEATURES

### Call Barge

Jump into sales conversations at critical points in a call

### Call Whisper

Coach reps with advice only they can hear

### Live Agent Presence

Survey reps' calling activities in real-time

### Salesforce1 Mobile Compatibility

Ensure anytime, anywhere access for you and your sales team

"Within three months of inception, we exceeded every goal - 90% contact rate with revenues exceeding our expectations."

- Joseph Semrani, Banking Executive  
M&T Bank

Learn more at [velocify.com/Dial-IQ](https://www.velocify.com/Dial-IQ) or contact us at 888.843.1777

#### About Velocify®

Velocify is the leading sales acceleration platform, helping more than 1,500 sales teams sell more by bringing speed and control to the entire sales process. Velocify helps sales teams prospect with more precision, accelerate lead engagement, and implement optimized workflows, ultimately helping sales teams find and convert more leads.