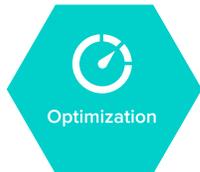


# The Most Effective Sales Workflow Optimization Tool in the Salesforce Ecosystem



Building and enforcing the perfect prospect engagement strategy is the most important activity a sales leader is charged with. However, there are very few tools that make doing this easy and successful.

Velocify Pulse™ empowers sales leaders to create and enforce optimal workflows based on their company data. Sales leaders possess intuition and industry knowledge, which can be leveraged with Velocify Pulse best practice lead engagement strategies to dramatically increase conversions.

## Optimal Workflows for Your Business

Sales workflows should be built by sales leaders who understand the nuances of their sales teams, campaign strategies and contact, account, lead, and opportunity profiles.

SalesFlow™ provides sales leaders with the right tools to create rich, nuanced, and optimized insight-driven calling and email engagement processes. By layering intuitive workflow tools atop a foundation of proven business logic, you can rapidly build and refine your end-to-end sales cycle.

- Build and iterate sales workflows based on real-time ActivityInsight™ data
- Drive consistent sales discipline with repeatable workflows for every sales rep to follow for every type of prospect
- Isolate bottlenecks and quickly iterate sales workflows to keep conversion rates on track
- Continuously iterate sales processes to foster ongoing improvement

## The Right Lead at the Right Time

You have designed the perfect set of sales engagement workflows, but how do you get your team to follow them?

PriorityGuide™ takes the guesswork out of selling and ensures that your sales executives always know what to do next – and why. PriorityGuide shows a clear and prescriptive path to driving more leads to close, by incorporating proven best practices.

- Increase qualification rates up to 97% with prioritized engagement strategies
- Accelerate new hire onboarding and drive sales discipline with intuitive PriorityView™
- Reduce procrastination and idle time with clear, easy to follow prioritization activity flows
- Improve quality and quantity of lead contacts and next actions taken
- Priority Info Bars provide a snapshot of why a lead is important and the next best action to take

Learn more at [www.velocify.com](http://www.velocify.com) 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.