

UNIQUE

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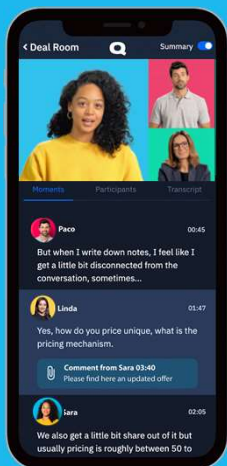
We honour the people who make deals happen every day

That's why we're building the very best sales & relationship platform to engage clients in an inspiring new way and unleash teams to have **winning moments** in every conversation, ramp up faster and increase sales.



Founded by two serial entrepreneurs, using the lessons learned by growing a software company acquired by SAP

360° Customer View



Transparency for
customers



Understands all
Customer Conversations

Unique AI Sales Platform
Identifies Trends & Real-time Insights

Real-time
coaching

Customer
decisions

Strategic
Insights



Integrated

Enterprise Secure
GDPR Compliant
(Azure CH)

Strong Customer Centricity

Business Cases

Call Avoidance

- Reduce number of calls
- Identify reasons of call and digitalize where possible

Quality Check

- Identify areas of improvement / concern
- Employees / Services

Call Ratings

- Learn about content and participants of calls
- Avoid subjective inputs (“other”)

Inncrease Efficiency

- Automatic Summary and documentation
- Recognize tasks (“Account Balance” “Address Change”)

Understand Individual Calls

- Speaking time %
- Transcript (incl. Swiss German)
- Topics discussed
- Time spent on topics
- AI-generated Call Summary

- Unique / Requirements

[COPY VIDEO](#) [EDIT VIDEO](#)

Search transcript

Filter by: [★ Moments](#) [Topics & Signals \(6\)](#)

05:32

And then make sure that that goes to the the relevant provider. Who will then take that on and and work that through to its completion. So our world, Alec and my world is very much around that. That first part of the funnel working with marketing day in day out understanding where our leads are coming from, whether that's from a traditional marketing you know through through papers, magazines, TV, radio, through two brand and non brand PPC.

[Edit](#) [Comment](#) [Share](#)

☐ Summary mode off

Meeting Participation

[EDIT PARTICIPANTS](#)

Meeting Participation

[EDIT PARTICIPANTS](#)

02:40

Client (48%)

Paul (52%)

Topics

Select Topics: [Motivation](#) [CRM](#) [Appointment](#) [Proposition](#) [Unselect All](#)

Time Spent On Topics

Topic	Time Spent
next step	20:02
requirement	09:40
metric	07:27
decision process	05:06
pain point	04:04
Unique	01:00

Increase Quality of Conversations

- Detect positive or negative sentiment
- Ensure best practices are followed
- Identify areas of improvement early on
- Coaching Rooms for learning and development



The screenshot shows the UNIQUE Coaching Room interface for "Great Discovery Calls". The interface includes a sidebar with navigation options: Unassigned, Coaching Rooms, Great Discovery Calls, and Deal Rooms. The main content area displays a list of snippets with titles, dates, and durations. The bottom section shows a video player with a title and a play button.

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Great Discovery Calls
Created by Patrick Truemp

All snippets

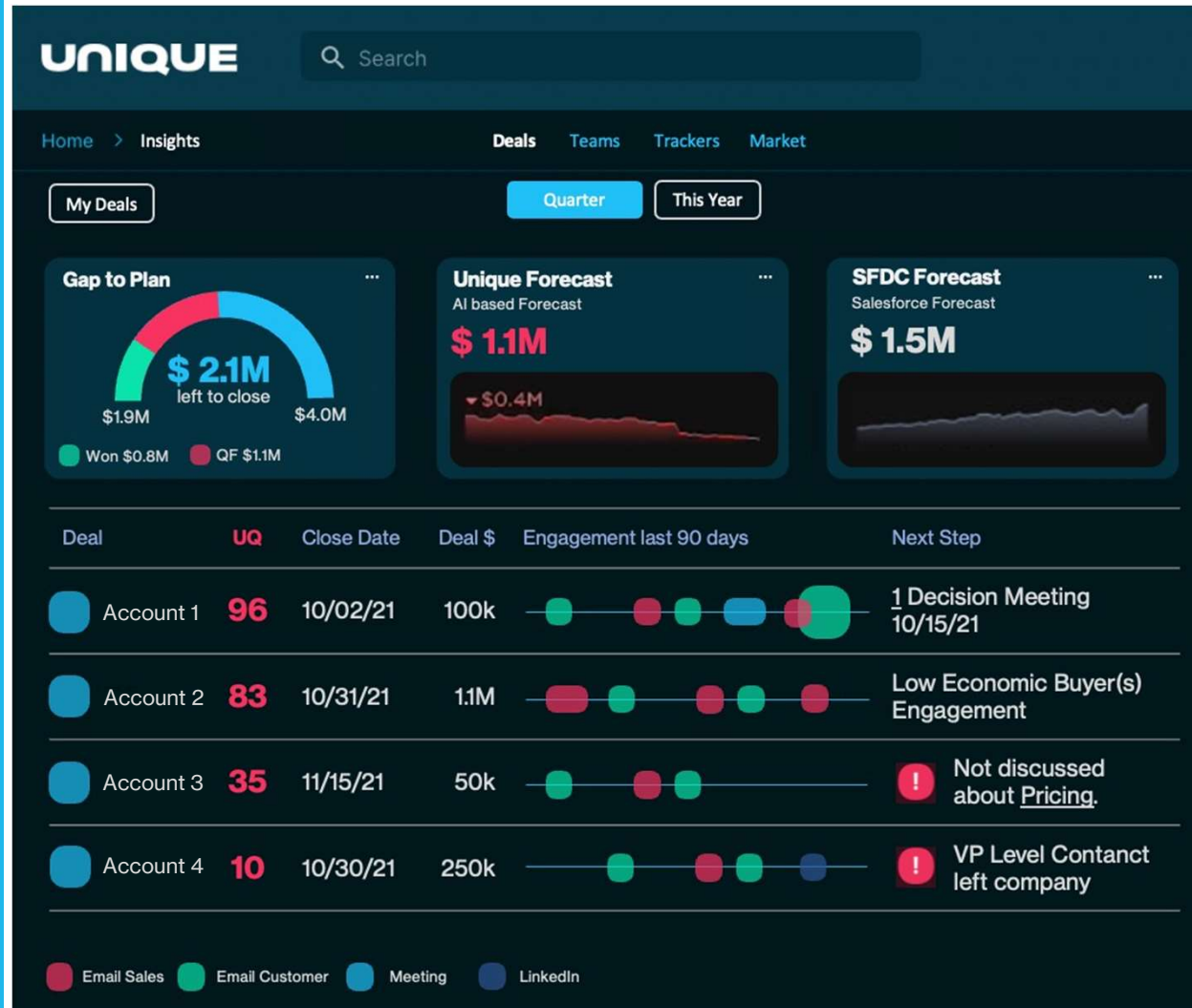
- Dec 2021**
This is the title of this recording, a very long title in one line
10 min 30 sec
2 comments
Added by Patrick Truemp 1 min ago
- Jan 2021**
This is the title of this recording
7 min 30 sec
5 comments
Added by Alexis Darphin 10 days ago
- Nov 2021**
Title of the video: lorem ipsum dolor sit amet
11 min 30 sec left
Added by Alexis Darphin 10 days ago

About
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

Drag & Drop to Upload Recordings or Click to Browse
MP4, MOV, MP3, WAV

Improve Closing Reports

- Gather key metrics across calls
- Analyze topics of discussion
- More accurate forecasting
- Reduce time spent on analysis



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