

# **Hetki** is dedicated to creating a world ..

.. where high-value insights from customer conversations and intelligent assistance are easily accessible at your fingertips, empowering you to achieve more and succeed in your role!

- Representatives, decision makers, and teams no longer need to rely solely on their intuition. Instead, they can make informed decisions based on data and insights about their market and customers.
- Sales managers can now provide targeted feedback to their team members without having to spend 45 minutes listening to each call.
- New team members can easily navigate the onboarding process by observing successful sales calls.
- Anyone can stay focused during a conversation and avoid the need for taking notes by using tools that track key points automatically.

# **Hetki assists you with,**

automatically recording, transcribing, and highlighting key insights from every conversation you have via Google Meet, MS Teams, and Zoom. Additionally, you can easily share, collaborate, search, and archive every word of these conversations to streamline your workflow and stay organized.

- Easily view your schedule and upcoming meetings at a glance.
- Quickly search through your past and upcoming meetings to find the information you need.
- Mark meetings as private or public to control who can view the details of each meeting.



Home

Analytics

Welcome back, **dev** LOGOUT

Tuesday, May 09 2023

### YOUR SCHEDULE

TODAY

12:00 | Sync up & demo  
Host: dev + Piotr, Darek, and 2 more

09 MAY

Off Priv Public

### Tuesday, 16 May

12:00 | Sync up & demo  
Host: dev + Piotr, Darek, and 2 more

Off Priv Public

### Tuesday, 23 May

12:00 | Sync up & demo  
Host: dev + Piotr, Darek, and 2 more

Off Priv Public

### Tuesday, 30 May

### HISTORY

Mine: 48 Team: 52 Company: 52

Search...

### Wednesday, 03 May

13:37 | Zoom test  
Host: dev + vy, contact@valscape.com

### Thursday, 27 April

14:40 | Test hetki 1  
Host: dev + vy, contact@valscape.com

### Tuesday, 25 April

12:00 | Sync up & demo  
Host: dev + Piotr, Szczepan, and 2 more

- Hetki provides both video and transcript of your conversations, giving you multiple ways to review and analyze the content.
- Hetki's advanced technology detects key topics and provides valuable insights and highlights from your conversations, making it easy to identify important information quickly.
- You can easily share, search, and edit your conversations, making it simple to collaborate and stay organized.

< VIEW ALL RECORDINGS

<> **Intro call with ACME Corp.** Jan 19, 2023 Anthony, +2

Overview Insights

Longest Monologue Talk Time Engaging Questions

1:03 MINS 68% 3 QUESTIONS

TIPS

Try to aim for winning talk time of 45%.

Highlights

Action Items

- Send product one pager discussed
- Follow up with colleague

Next Steps

- Demo call in May

Timeline

- Working solution by end of June

Goals

- Free time for more strategic work
- Improve collaboration

Challenges

- Lot of time wasted in manual tasks

Budget

- We have no defined budget yet

Topics

Anthony M. (Customer) 58%

Anna K. (Rep) 42%

Discovery Pricing Competitor Integration Next Step

Transcripts

Search transcripts...

08:07 Anna K. Has the potential budget been discussed?

08:27 Anthony M. We have no defined budget yet, but it on a case by case basis.

08:07 Anna K. I see, we will send you the proposal on pricing after the meeting.

- Hetki's analytics provide valuable insights into your conversation data, helping you identify trends, improve performance, and make informed decisions.
- Hetki's intelligent recommendations use machine learning to suggest personalized action items based on your conversation data, helping you take targeted steps to improve your productivity and achieve your goals.

## Analytics

You can find useful insights about your meetings here

### YOUR TALK RATIO

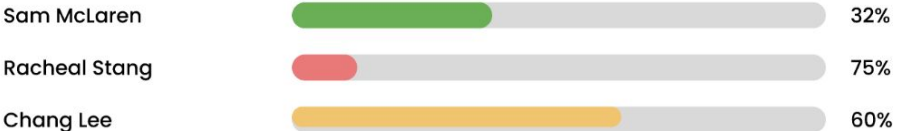
● Recommended Score ● Low score ● Above average score

45%



### TEAM'S TALK RATIO

● Recommended Score ● Low score ● Above average score



- Hetki enables you to create teams, making it easy to collaborate with others and streamline your workflow.
- You can manage users within Hetki, assigning roles such as recorders and collaborators to control who can access and contribute to your conversations.

## INVITATIONS

You can invite other users to your organisation

Recorders

otto@hetki.ai ✕ darek@hetki.ai ✕ hello@hetki.ai ✕

Collaborators

vy@hetki.ai ✕

**SAVE CHANGES**

## TEAMS

You can create and modify teams within your organisation

Team name: Marketing Team members: [redacted] ✕ [redacted] ✕

Team name: Tech Team members: [redacted] ✕ [redacted] ✕

Team name: dev@hetki.ai Team members: [redacted] ✕ [redacted] ✕ [redacted] ✕

**ADD NEW TEAM**

**SAVE CHANGES**

# Use cases - Recording users



Hetki provides **visibility** into your team's conversations and performance through real-time data, giving your leadership and teams the insights they need to make informed decisions and improve overall productivity.

Prepare for **follow-up** meetings with customers by reviewing key areas discussed in previous calls using Hetki. This ensures that you focus on what matters most to your customer and can execute deals more effectively.

Use recorded calls to **onboard** and **coach** employees effectively with Hetki. Managers can quickly listen to, find, and share calls, and easily leave notes and provide feedback that results in meaningful learning opportunities for team members.



# Use cases - Collaborators



Hetki enables **customer-centric product and service development** by allowing product managers to hear customer needs directly, without having to spend hours in sales meetings. This ensures that your products meet the needs of your customers and are more likely to be successful.

With Hetki, your team can gain early insights into what's working and what's not, providing the confidence needed to take big-bet **initiatives** to market successfully. This helps your team make informed decisions and take **strategic actions** that will drive success for your organization.

# Pricing and licenses



Reachout to us for customized plan for your teams and specific need.

[manas@hetki.ai](mailto:manas@hetki.ai)

[hello@hetki.ai](mailto:hello@hetki.ai)