

BUSINESS SOLUTION:



# Drive Your Sales Performance



## Reach more customers and increase contact rates with ipSCAPE's Outbound calling features

Sales teams should be spending their time talking to customers, not waiting for their calls to be answered. Optimise sales performance by removing idle time and reducing administration by using ipSCAPE's cloud customer experience technology.

### Key Features

- ✓ **Outbound Dialler**  
Increase contact rates with Progressive, Auto-preview, Power and Predictive diallers
- ✓ **List Weighting**  
Load multiple lead lists and manage priorities to optimise conversion
- ✓ **Compliance and Quality Assurance**  
Call recording and tagging features. Quality Assurance modules facilitate the measurement of quality scores
- ✓ **Prompts and 'screen pops'**  
When using the dialler, a screen 'pop' containing customer information, can help personalise conversations.

### Benefits for your Sales Team

- ✓ **Improved Lead management**  
Manage lead lists and gain visibility of lead quality to increase contact rates
- ✓ **Efficient Selling**  
Multiple campaigns and scripts can be created to aide the sales process
- ✓ **Reduce Administration - CTI's for Salesforce, ZenDesk and ServiceNow**  
Pre-built integrations to automatically log calls, link to recordings and update information
- ✓ **Increase Productivity**  
ipSCAPE can be integrated with any CRM reducing administration.

Trusted by leading companies



Contact us to learn more: