

WUDPECKER

BRINGING SALES VISIBILITY TO THE NEXT LEVEL

Wudpecker conversation intelligence

01

Automatic recording solutions

02

Recording library management

03

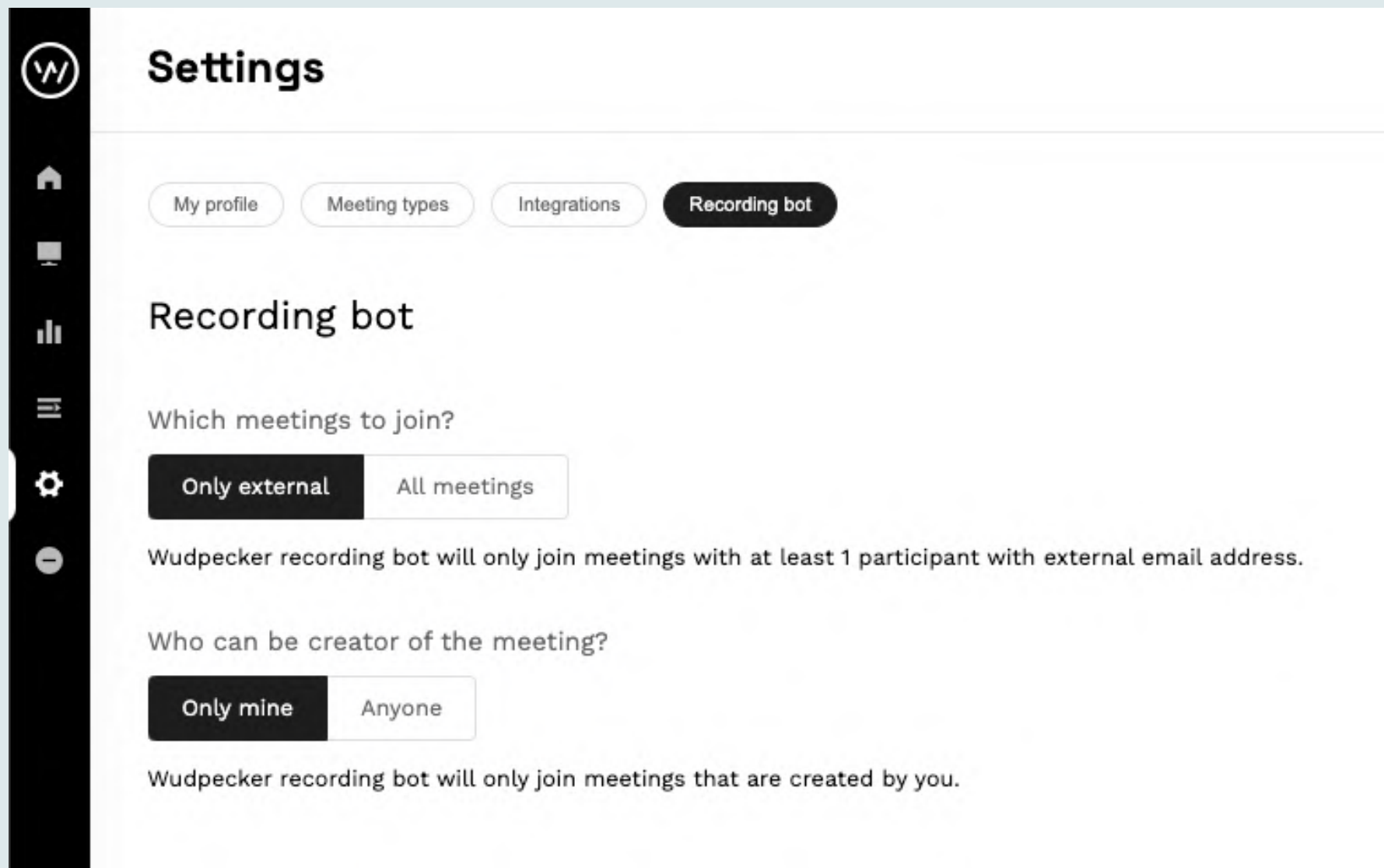
Sales productivity solutions

04

Sales coaching solutions

1. AUTOMATIC RECORDING SOLUTIONS

Automatic recording solutions that can be customized



Settings

My profile Meeting types Integrations **Recording bot**

Recording bot

Which meetings to join?

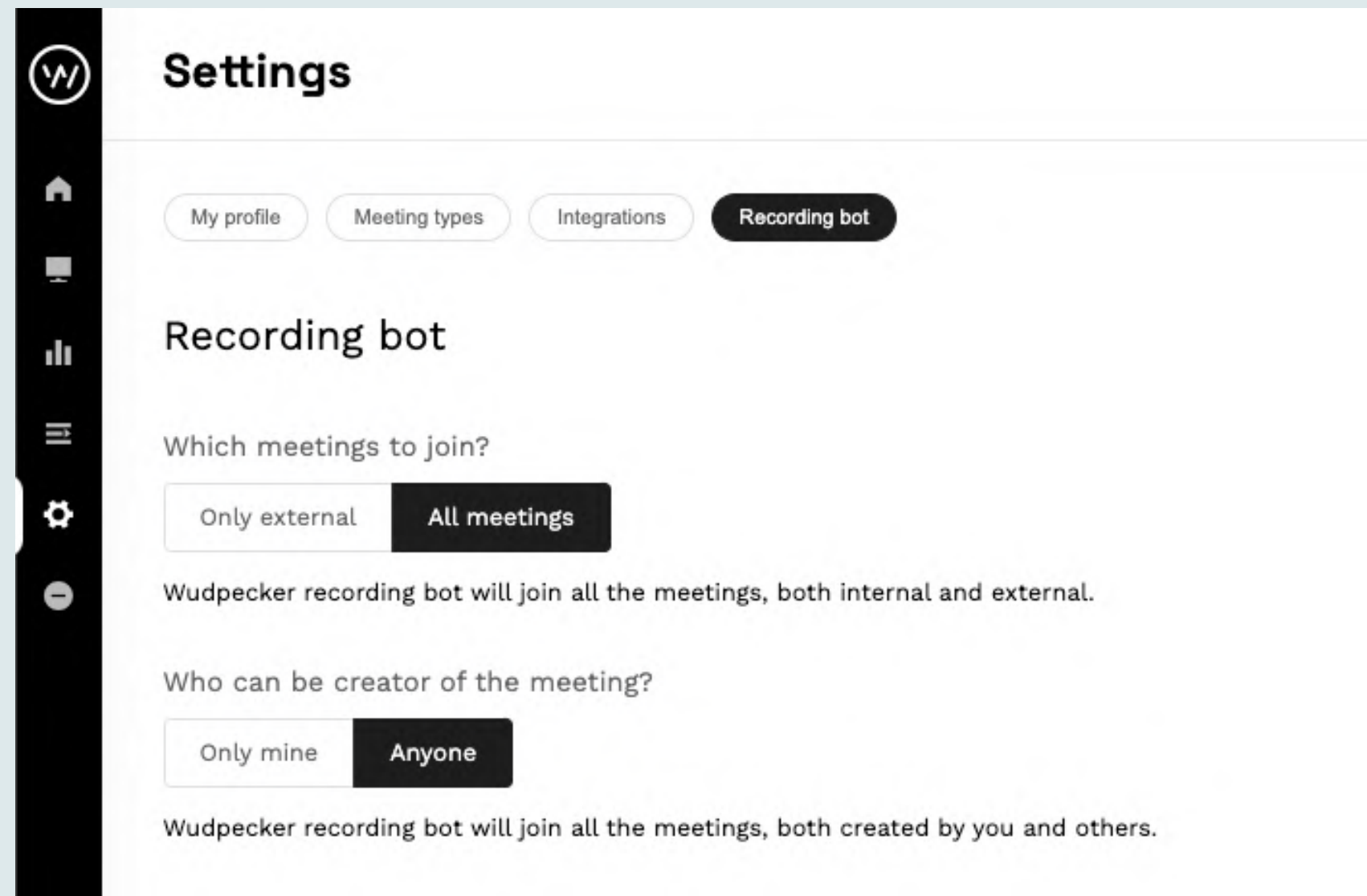
Only external All meetings

Wudpecker recording bot will only join meetings with at least 1 participant with external email address.

Who can be creator of the meeting?

Only mine Anyone

Wudpecker recording bot will only join meetings that are created by you.



Settings

My profile Meeting types Integrations **Recording bot**

Recording bot

Which meetings to join?

Only external **All meetings**

Wudpecker recording bot will join all the meetings, both internal and external.

Who can be creator of the meeting?

Only mine **Anyone**

Wudpecker recording bot will join all the meetings, both created by you and others.

2. RECORDING LIBRARY MANAGEMENT

Easily search for existing meetings in the library

The screenshot shows a meeting library interface with the following elements:

- Header:** "Meetings" with a home icon on the left.
- Summary:** "# of calls" with a large "25" and "Types: Demo, Discovery" with a "+ Add filter" button.
- Sort by:** "Date" (selected), "Engagement level", "Duration", "Descending", and "Show processing calls (3): no".
- Meeting List:**
 - Item 1:** Score 68, Title "x Wudpecker discovery", Owner Hai Ta, Date Nov 24th 2022 • 5:30 PM, Duration 41 mins.
 - Item 2:** Score 54, Title "Wudpecker x [redacted] introduction", Owner Hai Ta, Date Nov 22nd 2022 • 11:07 AM, Duration 28 mins, Tag "Videoly".
 - Item 3:** Score 64, Title "Wudpecker x [redacted] - demo", Owner Hai Ta, Date Nov 22nd 2022 • 9:54 AM, Duration 39 mins, Tag "Trustmary".
 - Item 4:** Score 62, Title "[redacted] y and Ankur Dahama", Owner Ankur Dahama, Date Nov 18th 2022 • 4:12 PM, Duration 29 mins, Tag "Leadoo", Email "jan@leadoo.com", "+2 participants".

Filter based on date of upload

Filter based on meeting owner

Filter based on meeting title

Filter based on what was mentioned

Filter based on type of meeting

Filter based on success/fail

The "Add filters" sidebar contains the following sections:

- Date range:** Includes fields for "Start date", "To", and "End date".
- Owners:** A dropdown menu with "Owner" selected.
- Title:** A text input field with the placeholder "Enter phrases separated by comma".
- Words or Phrases (press enter to search):** A text input field with the placeholder "Enter some words said during the meeting".
- Type:** A dropdown menu with "DEMO" and "DISCOVERY" selected.
- Outcomes:** A dropdown menu with "Call outcomes" selected.

3. SALES PRODUCTIVITY SOLUTIONS

Quickly extract key questions

Accurate transcript
of the meeting

The screenshot shows a meeting interface with a transcript on the left, a video player in the center, and a list of questions on the right. The transcript is titled "Meet - Joona CTO demo" and shows a conversation between Hai and Joona. The video player shows a man with glasses and a headset. The questions list contains 50 questions, with the first few visible. A "Talk track" bar at the bottom shows the speaking time for each participant.

Meet - Joona CTO demo
You | Oct 10th 2022

104 views | Add to library | Share

Questions (50)

- Is it a bit gloomy at the moment?
00:14 - By Hai
- I'm quite confident in what could be of good benefits to you, but I'd like to remind you and me of what brought you to this demo.
00:39 - By Hai
- What intrigues you the most about woodpecker?
00:53 - By Hai
- As the head of sales of a tech consulting company, a lot of the time, you have your sales reps, talk to your potential clients, and you don't get to see the visibility that goes into each of the meeting, like what questions do
02:06 - By Hai
- How did they respond to your value?
02:29 - By Hai
- Do you know how this can help with your organization?
03:50 - By Hai
- What are the types of differences?

Talk track between participants

Participant	Percentage	Duration
Hai	76%	(23m 28s)
Joona	20%	(6m 22s)

Immediate summary of meeting

The screenshot shows a meeting interface for a "Meet - Joona CTO demo" on October 10th, 2022. The interface includes a chat transcript on the left, a video player in the center, and a summary sidebar on the right. A green callout box is overlaid on the video player with the text "Summarize meetings into quick-reads".

Meeting Transcript:

- Hai** 00:00: Alright morning. All right. Hey, Jonah. Nice, nice.
- Joona** 00:06: Yeah. Nice to see you too. Looking forward to this, this explanation and meeting.
- Hai** 00:11: Yeah. So how has it been? Uh it's a bit gloomy at the moment in Helsinki?
- Joona** 00:18: Yeah, well here in it's kind of gloomy too. Well there's a little bit of sunshine out there, so it's looking like a positive day. So it's been very good recently.
- Hai** 00:29: Alright, that's good. Yeah, so thanks for for taking a call. I think we had a really good discussion last time with in our Discovery meeting. Um So I quite confident in what could be of good benefits to you, but just to kind of remind, remind ourselves both of us, um what kind of brought you to this demo? Like what intrigues you the most about woodpecker?
- Joona** 00:56: Well, the whole idea of being able to make our sales side a lot better intrigues me because we rely a lot on having our potential customers uh interested in us. So for our sales reps to be improving their speeches and such would be very beneficial to us.
- 01:18: So it's kind of a very intriguing to kind of yeah, to improve in that aspect.
- Hai** 01:26:

Summary Sidebar:

- Summary** (08:00 - 09:59): There is a lot of data processing involved in facial recognition. It is based on the tonality of a person's voice, the expression on their face and the words they use. It works according to the eu laws. The data is stored according to eu law.
- (10:00 - 11:59): Woodpecker stores all their data on Amazon's servers inside of the euro. They haven't started to get the security certification yet, but they will try to do it in the next year. Woodpecker is a small company, so they don't have any certifications to back up their data.
- (12:00 - 13:59): After the meeting, Felix uploads the recording to woodpecker and watches it at 15 minutes. He focuses most on what the prospect is saying and goes into the topics to review the message. He would love to hear Felix's pitch again. He would like to get to the next steps.
- (14:00 - 15:59): Fellix talked 35% of the time in the meeting. He was not as engaged as he should have been. He did not do a good job at demoing topics. He will do a call review to improve his performance in the next meeting.

Video Player: Shows a video of a man with glasses and a beard speaking. Controls include play, volume, and a "Transcript" button.

Timeline: Shows a progress bar for the meeting with segments for Hai (76% (23m 28s)) and Joona (20% (6m 22s)).

4. SALES COACHING SOLUTIONS

Interactive feedback directly on meetings recordings

The screenshot shows a meeting recording interface for a meeting titled "Meet - Joona CTO demo" on October 10th, 2022. The interface includes a transcript on the left, a video player in the center, and a "Comments" sidebar on the right. A green callout box highlights the "Comments" sidebar with the text "Give coaching comments and feedback".

Transcript:

- Hai** 00:00: Alright morning. All right. Hey, Jonah. Nice, nice.
- Joona** 00:06: Yeah. Nice to see you too. Looking forward to this, this explanation and meeting.
- Hai** 00:11: Yeah. So how has it been? Uh it's a bit gloomy at the moment in Helsinki?
- Joona** 00:18: Yeah, well here in it's kind of gloomy too. Well there's a little bit of sunshine out there, so it's looking like a positive day. So it's been very good recently.
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- 01:18: So it's kind of a very intriguing to kind of yeah, to improve in that aspect.
- Hai** 01:26:

Comments:

- Some good comments about this part.
By Ankur Dahama
13:38 Delete
- Explain interactivity score better next time. Interactivity is the number of change in speaker turns per minute
By Hai Ta
18:08 Delete

Video Player: Shows a video of a man speaking. Below the video are controls for transcript and video, and a progress bar.

Progress Bar: Shows the duration of the meeting (00:00 to 30:52) and the progress of each speaker: Hai (76% (23m 28s)) and Joona (20% (6m 22s)).

Notes: A text box at the bottom right contains the text "Here are my notes on the call:".

Coaching solutions - Create snippets of worthy moments for knowledge sharing

The screenshot shows a meeting interface with a transcript on the left, a video player at the bottom right, and a 'Snippets' sidebar on the right. A 'Save snippet' dialog is open over the transcript, and a 'Share' button is highlighted in the sidebar.

Meet - Joona CTO demo
You | Oct 10th 2022

Hai 01:26
Okay. Yeah, I think that that's perfect. So um yeah, I I've shown you this, I think I've shown you some slides and I would I wanna reiterate a little bit just to kind of remind yourself a little bit.

01:46
So why, why you should go with woodpecker and it's just just a few slides. Um so to help you have a very painless sales processes.

02:06
So you mentioned that, you know, as the head of sales of a tech consulting company to your potential clients um and you don't really get to see the visibility that goes to actually ask the client, How did they respond? Um How did they respond to your the goal is really to help you go not needing to sit in every meeting and still be able messaging is resonating with the prospect.

02:52
Um So yeah, that really translates to kind of bringing evidence. So woodpecker was happened during the sales process, sales process during the discovery, so that you what your sales reps remembered or what he read on his notes that he took like

03:21
So then, you know, finally it leads to the point of you would be able to align the things that you are telling your potential clients and the marketing message that you are putting out there, so that the marketing team wanted to be just paraphrasing some some shoddy notes that your sales rep for mate.

03:43
So I'm gonna stop a little bit here because it's it's quite a lot of things to take in. But do you are you able to picture better how this can help with with your organization?

Joona 04:00

Snippets

- ...
 - Share
 - Edit
 - Delete

Certification objection
10:32 - 11:02 | Duration - 0m30s

Better to point out that we committing to it instead of reply.

Transcript Video

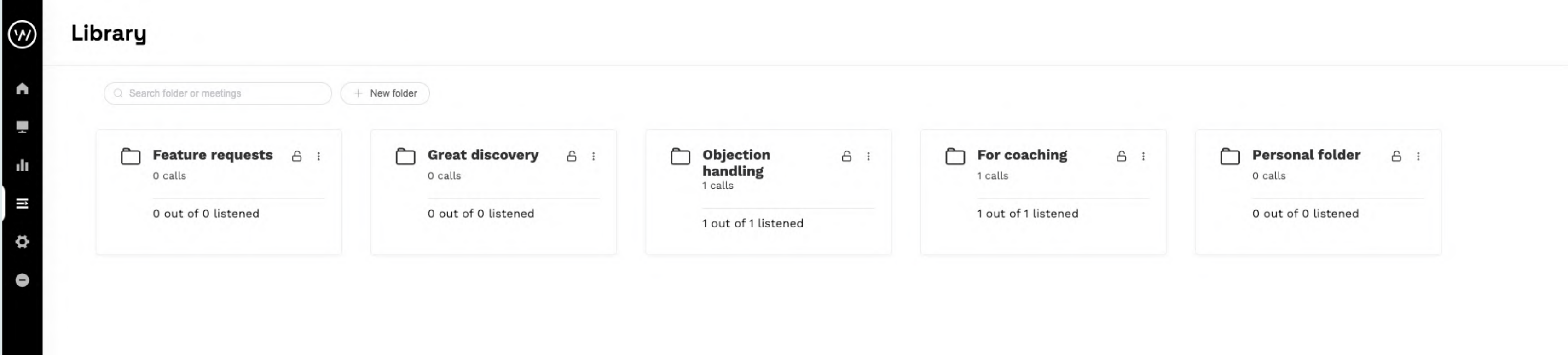
00:00 30:52

Hai 76% (23m 28s)

Joona 20% (6m 22s)

Pitch

Organize knowledge library to streamline onboarding processes



Understanding salesperson's soft skills metrics

Meet - Joona CTO demo
You | Oct 10th 2022

Insights

- Meeting score: 52% (▼ 11%)
- Exchange of dialogue between participants: Interactivity 1.9 (▼ 1.6)
- How much the salesperson talked: Talk ratio 76.0% (▲ 32.0%)
- How much the salesperson's longest monologued was: Longest Monologue 3:59 (▲ 1m58s)
- Stuttering and usage of filler words by salesperson: Hesitation 12.3 (▲ 5.7)
- How long salesperson give pauses for prospects to speak: Patience 0.4s (▼ 0.7s)

00:00
Hai 76% (23m 28s)
Joona 20% (6m 22s)