

## SALESFORCEBYFONE FOR SALES & MARKETING

Take the automation and efficiency of your salesforce.com solution to the next level of power and efficiency: **voice-enable** your application. SalesforceByFone solutions by Angel.com provide seamless integration with salesforce.com to extend the use of your application to the telephone. By providing an easy way for sales and marketing to access, manage and capture web-based information using their voice over the telephone, Angel.com drives productivity with every call.

**No more dialing, no more typing, no more logging, no more lost leads.**

## SOLUTION OVERVIEW

Enable dispersed sales representatives to easily retrieve lead information, provide quick and convenient outbound dialing options for cold calling, or provide better lead capture. Whatever your needs, Angel.com provides convenient and seamless voice-based access to your salesforce.com application, helping you optimize your prospect interactions. Only Angel.com gives you the tools to manage and deploy your solution through an easy-to-use and intuitive application, Site Builder, providing complete web-based management of your account.

### **Automated capture and delivery of phone leads**

Easily and automatically capture and deliver your critical phone leads, complete with name and address, into your salesforce.com account. Angel.com helps your marketing and sales organizations cut down on the cost of capturing client contact information as well as increase the quality of the information collected by your company. Real-time logging shows complete reporting of all lead information captured from callers.

### **Instant access to incoming caller information through screen pops**

Identify leads as the call is received. Angel.com provides an integrated web interface that will identify incoming callers and provide caller information to the sales rep directly on the screen within salesforce.com.

## No more typing



## WITH SALESFORCEBYFONE FOR SALES & MARKETING, YOU WILL:

- **Maximize productivity** of your sales team when on the road with convenient voice-based management of their salesforce.com account.
- **Increase efficiency** of sales reps with convenient click-to-call, automatic logging of call activities and real-time reporting.
- **Increase lead data accuracy** through instant capture of phone leads and automatic recording of information, directly into your salesforce.com application.
- **Easily deploy and manage a complete solution.** Angel.com's web-based Site Builder tool enables you to manage your solution end-to-end, in real-time, from a simple internet connection.

## Phone-based, 'on the road' access to salesforce.com

Angel.com makes it possible to access, update, and manage key prospect information directly in salesforce.com by **speaking into a telephone**, from any location. Say the name of the person you want to call and be automatically connected; provide a voice message and have it automatically transcribed and sent as an email to that person or logged into salesforce.com as a note. Your field representatives gain the flexibility and ease-of-use to manage their accounts while on the move, **eliminating the need to access the Internet** to maintain CRM records and enhancing the productivity of the sales process.

## One-click outbound calling

Angel.com provides the convenience of simply clicking on a number in a salesforce.com record to have a call placed. All calls placed are automatically logged into salesforce.com, including call results, call details, recording of the call and comments, enhancing sales team productivity and ensuring systematic tracking of all call activities.

### HOW IT WORKS:



Welcome, John, what would you like to do?

Leave notes for an Opportunity.

Please say the Contact name.

Scott Bates

Please speak your notes after the beep.

Had a great meeting with Scott today. I expect the contract by next Tuesday.

Got it. Would you like to send an email or create a follow-up task?

No, goodbye.



Task Detail		Edit	Delete
Assigned To	David Toliver		
Subject	Meeting update		
Due Date	2/8/2008		
Phone			
Priority	Normal		
Call Duration			
Recorded Comments	<a href="http://www.angel.com/messages/27854/">http://www.angel.com/messages/27854/</a>		
Created By	David Toliver, 2/8/2008 4:06 PM		
Comments	Had a great meeting with Scott today. I expect the contract by next Tuesday.		
Custom Links	<a href="#">Click to Call (Phone)</a>		

### PART OF THE ANGEL.COM SOLUTIONS SUITE

Angel.com is a leading provider of on-demand call center and Interactive Voice Response (IVR) solutions. The Angel.com platform delivers value to organizations of all sizes to more productively and efficiently address business problems through the power of voice technology. As a fully hosted solution, no investment in hardware, software, or human resources is required, delivering immediate ROI and easing and simplifying deployment of voice applications that meet unique business needs. Angel.com is the only provider to offer a web-based toolkit, Site Builder, that facilitates voice menu design through a simple Internet connection and our innovative technology enables complete integration with databases or CRM tools, enhanced scalability and flexible applications. For more information, visit <http://www.angel.com>