

## ANGEL.COM SALESBYFONE

For sales representatives, on-the-go access to data housed in your salesforce.com CRM system is a constant challenge. Without Internet or computer access, the ability to gather information or record activities or conversations makes leveraging the benefits of salesforce.com next to impossible. What if you could verbally interact with salesforce.com by speaking over the phone – at any time and from anywhere you needed?

Empower your sales representatives to maximize efficiency when not at their desks by giving them phone-based voice access to salesforce.com with Angel.com's SalesByFone IVR solution. With SalesByFone, 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 salesforce.com records and enhancing the productivity of the sales process.

## SOLUTION OVERVIEW

SalesByFone by Angel.com makes it possible to access, update, and manage key prospect information directly in salesforce.com through voice commands. With a simple phone call, you can record your impressions about a just-completed meeting, set up a follow task to email the prospect or call them the next day, or connect directly to contacts.

### Automated Sales Activity

SalesByFone empowers sales representatives to access salesforce.com records from anywhere, no typing, Internet connection, or web access required. Through voice commands in the IVR system, you can record meeting notes, send emails, schedule follow-up tasks, and more, in less time than remotely accessing salesforce.com via a smart phone. All information is logged and accessible in real-time

### Complete Account Access

With SalesByFone, representatives can access account information and contact information in salesforce.com through the phone. Connect to your contacts through salesforce.com without hanging up and redialing, or send an email to a contact through the phone. With SalesByFone, contacts are never out of reach.



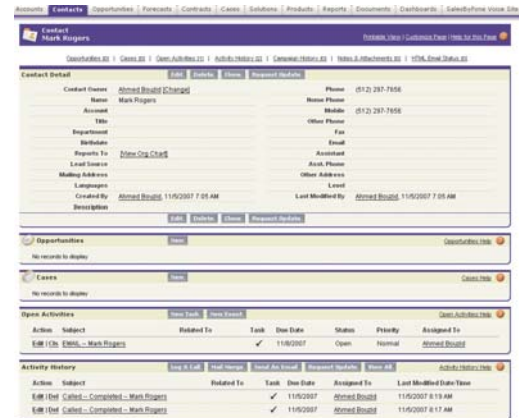
## WITH ANGEL.COM SALESBYFONE, YOU WILL:

- **Improve productivity and efficiency.** Streamline the sales process through voice-enabled access to prospect and customer data – available at any time, no Internet access or typing required.
- **Minimize inaccurate or untrackable data.** Call details are automatically logged, and follow-up tasks are created every time a client is called, leaving no room for human failure to log data.
- **Deploy quickly and easily.** Angel.com's web-based solution seamlessly integrates with your salesforce.com solution, facilitating real-time, voice-enabled updates of information and enabling you to be up-and-running quickly.
- **Generate immediate ROI.** Sales reps will spend less time doing routine data entry and more time selling, resulting in time savings and better quality of data.

## Enhanced Data Quality and Analysis

SalesByFone prompts users to record meeting notes and schedule activities automatically, minimizing time consuming data entry. Data collected by SalesByFone is immediately added to contact records, insuring data accuracy and quality. Data received is also ready for real-time reporting and analysis by leveraging integrated salesforce.com dashboards.

## HOW IT WORKS:



## STREAMLINING THE POST-MEETING ROUTINE

### Without SalesByFone:

1. Startup laptop
2. Connect to internet
3. Log into salesforce.com
4. Search for account record
5. Open the record
6. Click on log activity
7. Type your notes
8. Save entry
9. Create a follow-up activity
10. Type the activity and notes
11. Save account record
12. Log out
13. Shutdown computer

**Approx. time: 11 mins**

### With SalesByFone:

1. Dial the phone number
2. Say account and contact name
3. Speak your comments
4. Speak date and follow-up info
5. Hang-up

**Approx. time: 4 mins**

### Time Savings = 7 mins per meeting

SalesByFone is accessed hands-free by phone, so you also save time by performing these tasks while driving to your next appointment.

Angel.com's SalesByFone is integrated directly into your salesforce.com account to allow you to manage the solution without leaving salesforce.com.

## 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 solution 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>