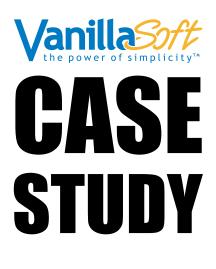
industry case study BUSINESS DEVELOPMENT



An Outsourced Business Development Firm with expertise in prospecting and appointment setting needed more flexibility and increased functionality than its current system offered.

THE SOLUTION

VanillaSoft's customizable and flexible solution allowed the Client to meet its business requirements with minimal set up and training time required.



✓ Lead Importing/Exporting,

SUPPORT & CUSTOMER SERVICE

SOLUTION BEFORE VANILLASOFT × ACT/WIRED CONTACTS

OTHER SOLUTIONS CONSIDERED × SALESFORCE.COM × SUGARCRM

CUSTOMER QUOTE

Routing & Distribution

✓ Appointment Setting

✓ Custom Fields & Data Capture

✓ Digital Call Recording

✓ Auto Dialing (Progressive & Preview)

✓ VoIP Features & Integration

✓ Real-Time Dashboards & Web Reporting

"I am extremely impressed with how easy it was to get started and train my marketers on the VanillaSoft solution. As well, I had a lot of flexibility on how I wanted this program to run for our company. Plus, customer service is EXCELLENT at VanillaSoft. I highly recommend VanillaSoft to anyone!"

START YOUR FREE TRIAL TODAY www.vanillasoft.com/products