

Dialing Technology Built Specifically for Sales Teams

More Calls + Better Conversations = Faster Conversions.

Velocify Dial-IQ was built specifically to help sales teams grow revenue faster. Other sales dialers focus on call volume, but that's only part of the growth equation. **Real growth comes from more calls and having conversations that matter.** Velocify's unique brand of sales automation technology combined with its enterprise-grade dialing platform ensures that sales teams make more calls and focus on the right prospects at the right time. No other platform comes close.

FEATURES

Outbound

- Click-to-Call
- Local Caller ID
- Inbound/Outbound Blending
- Power Dialing
- Pre-Recorded Voicemails
- Call Recording
- Persistent Dialing
- Advanced Call Transfer
- International Dialing
- Time Zone Protect

Inbound

- Call Routing
- Call Queues
- ShotgunConnect
- Interactive Call Menus
- Auto-Create Lead
- Number Provisioning

Call Reports

- Call Activity and Sales Performance Reports
- Highly Customizable

Advanced Features

- Live Call Monitoring
- Call Barge
- Call Whisper
- Salesforce1 Mobile Compatibility
- Fast Connections



Reliability

Phone outages severely disrupt sales teams' ability to prospect, follow-up, and sell. Velocify Dial-IQ has an industry-leading uptime rate and delivers the call quality, speed, and reliability that high-velocity sales teams expect.



Productivity

Manual dialing, low connect rates, and lack of focus degrade your sales team's productivity. Velocify Dial-IQ has all the inbound and outbound features you need to streamline dialing, increase connect rates, and ensure reps are focused on the most important sales activities.



Control

Without visibility into sales rep activity, sales leaders cannot enforce the optimal contact strategy. Velocify Dial-IQ clears the path by providing visibility into rep activity while connecting the dots to sales performance data, which provides a holistic view of end-to-end sales effectiveness.



Flexibility

Changing phone systems is a hassle. Velocify Dial-IQ fits perfectly with existing phone systems so sales teams can enjoy the benefits of a robust sales dialer without having to replace hardware or lose any existing phone features.

1500+ Companies Rely on Velocify for Sales Results



OUTBOUND

Click-to-Call

Save time by calling prospects with the click of a button

Local Caller ID

Increase the odds of connecting by 42% by matching a local area code on outbound calls

Inbound/Outbound Blending

Enable reps to make more outbound calls without the fear of missing out on valuable inbound calls

Pre-Recorded Voicemails

Move on to the next call while Dial-IQ leaves pre-recorded voicemails

Power Dialing

Power through call lists with a convenient "Next Call" button that dials the next number on the list

Call Recording

Record calls for training, quality management, and compliance

Persistent Dialing

Don't waste time re-establishing a connection to the phone system; stay connected

Advanced Call Transfer

Cold, warm, and no hold transfers with the click of a button

International Dialing

An enterprise-grade global sales dialer for global sales organizations

Time Zone Protect

Prevents reps from calling too early or too late depending on prospects' time zone

CALL REPORTS

Activity and Performance Reports

Make data-driven decisions with reports such as call volume, activity by agent, and campaign performance

Highly Customizable

All data is available to use within Salesforce which means endless possibilities for customization

INBOUND

Call Routing

Ensure calls go to the right reps with simple drag and drop call routing interface

Interactive Call Menus

Easily create call trees with an intuitive call flow builder

Auto-Create Lead

Automatically create new leads on inbound calls

Number Provisioning

Obtain toll-free or local numbers to gain better control of your inbound calls

ADVANCED FEATURES

Live Call Monitoring

Survey reps' calling activities in real-time

Call Barge

Jump into sales conversations at critical points in a call

Call Whisper

Coach reps with advice only they can hear

Salesforce1 Mobile Compatibility

Ensure anytime, anywhere access for you and your sales team

Fast Connections

Reach prospects quickly with Dial-IQ's quick connection to calls and transfer lines

"Within three months of inception, we exceeded every goal - 90% contact rate with revenues exceeding our expectations."

- *Joseph Semrani, Banking Executive*
M&T Bank

Learn more at [velocify.com/Dial-IQ](https://www.velocify.com/Dial-IQ) or contact us at 888.843.1777

About Velocify by Ellie Mae - Velocify® by Ellie Mae (NYSE:ELL) is a sales acceleration software platform that helps high-velocity sales teams turn more prospects into customers. More than 1,500 companies streamline, automate and optimize their sales processes using Velocify. Velocify's software delivers a prescriptive approach to selling and surfaces actionable performance insights to ensure salespeople stay focused on activities that lead to more sales.

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