

**San Mateo, CA - March 25, 2014** - ConnectAndSell, the global leader in cloud-based sales acceleration technology, today announced a patent & new flexible pricing alternatives. Chris Beall, CEO of ConnectAndSell said, “The sales acceleration market is predicted to become a \$12B industry according to a recent industry study, ConnectAndSell is the only patented sales acceleration technology that is leveraged by more than 20% of the A, B and C Round Venture Capital funded companies in America”.

**ConnectAndSell Patent #8,649,500 - Dynamic allocation of agents** for outbound calling in an automated communication link establishment and management system - See more at: <http://www.patentbuddy.com/Company/Profile/CONNECTANDELL-INC./308795#sthash.qO09G66w.dpuf>

### **ConnectAndSell Flexible Pricing Options**

Traditionally, ConnectAndSell was purchased in 1 hour increments – due to the early need as a company to book specific agents to a calling “session”. With the addition of Patent 8,649,500, this limitation has been removed, and ConnectAndSell Agents are *dynamically* assigned to navigate IVRs & Gatekeepers. This enhanced workflow has enabled ConnectAndSell to launch several flexible ways to purchase the solution:

**“Smart Dials”** – The latest pricing alternative, clients can now pay per smart dial

**“Connects”** – Rather than book an hour of service in advance, clients can sign up to access ConnectAndSell on an as-needed basis, and simply “pay per conversation delivered”

**“Named User License”** – Users who require more than 100 conversations/month (average 2,200 dials/month), can now purchase a Named User License (a “NUL”) and have unlimited conversations. A typical “power user” may drive 250 – 400 Connects/month.

### **About ConnectAndSell**

ConnectAndSell has helped sales representatives at nearly 1000 companies, including hundreds of technology startups and several Fortune 500 companies, have more live B2B conversations in 90 minutes than they would otherwise achieve in an entire week. ConnectAndSell’s SaaS Sales Acceleration Technology enables rapid, time compressed sales growth without adding headcount. ConnectAndSell de-risks your business against failures by:

- 1) Enabling your company to pivot more rapidly by gathering real time feedback from prospective clients in weeks, not months
- 2) Reducing the risk of making bad hires, and avoiding delays caused due to the training and ramp up of new reps by making your existing staff more productive