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ConnectLeader Announces Integration with NetSuite® CRM

The ConnectLeader® dialing platform now offers “out-of-the-box” integration with NetSuite® CRM allowing users to improve their sales process velocity.

The ConnectLeader Team Dialer™ and Personal Dialer™ sales acceleration solutions help NetSuite CRM users increase their personal sales productivity by accelerating the outbound dialing process and conducting more live phone conversations in less time.

The Connectleader dialing platform directly integrates with NetSuite CRM and does not require users to enter separate login credentials to use the ConnectLeader solution.

“NetSuite CRM customers will benefit from ConnectLeader’s tight bi-directional integration, realtime analytics, and easy-to-use user interface with our standard product. There is no need for custom integration. This is our third connector with top CRM vendors putting us in a unique position to offer integrated dialing capabilities for clients who have invested in different CRM technologies.”

Mark Lynch, Director of Sales and Business Development

ConnectLeader functionality:

- Users can import Saved Searches directly in to Connectleader.
- Users can specify what records to update in NetSuite CRM with data gathered during the Connectleader dialing process.
- Data updates can happen in near real-time and be used to clean up calling lists for subsequent dialing.
- Any field can be mapped and made visible in the ConnectLeader screen during the dialing process for customized workflows and optimized workflows.
- Sales reps have full visibility to contact records prior, during and after every call
- Bi-directionally sync data associated with calling activities
- Monitor calls and “whisper” using Remote Coach feature



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About ConnectLeader

ConnectLeader's revolutionary dialing platform helps B2B sales organizations improve personal and team sales productivity by reducing non-productive calling tasks. We were the first in the market to offer a single dialing platform, provide full visibility into the dialing process, and provide two-way live bi-directional synching with Salesforce.com, Microsoft Dynamics CRM, NetSuite CRM and other CRM systems.

Personal Dialer™ is a state-of-the-art cloud based dialing application that helps sales professionals, business owners, and consultants improve their sales productivity while maintaining control of the calling process. Sales reps using Personal Dialer can increase their calling productivity by 50 to 100%.

The Team Dialer™ Live Conversation Automation (LCA) is a sales acceleration solution for anyone making high volumes of outbound calls. Quickly improves productivity for sales prospecting, business development, and lead qualifying. Users can accelerate the sales process by reducing non-productive calling tasks and integrating with sales automation systems. Team Dialer combines state-of-the-art cloud-based software technology with a team of human dialing agents who perform non-productive calling activities like navigating phone trees, gatekeepers, and leaving voice mail messages. Team Dialer's Live Conversation Automation solution can increase sales reps' productivity by 8 times.

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ConnectLeader, Team Dialer, and Personal Dialer are trademarks of Agileview Software, LLC.

About NetSuite

NetSuite Inc. is a leading vendor of cloud computing business management software suites. NetSuite enables companies to manage core key business operations in a single system, which includes Enterprise Resource Planning (ERP), Accounting, Customer Relationship Management (CRM), and ecommerce. NetSuite's patent-pending "realtime dashboard" technology provides an easy-to-use view into up-to-date, role-specific business information.

For more information about NetSuite, please visit www.netsuite.com.

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