

SALES & CALL CENTER

The sales enablement solution for sales teams, vendors & resellers

Achieve better & predictable results, by adding algorithm-based content to online meetings.

From first inquiry, through clarifying your customer's needs, to closing the deal: Idiligo automatically guides you through the entire online sales- and advisory process. This saves time and ensures a professional and consistent sales process. With features like **sign documents online** you easily increase conversion and contract closure rates.

THE BENEFITS

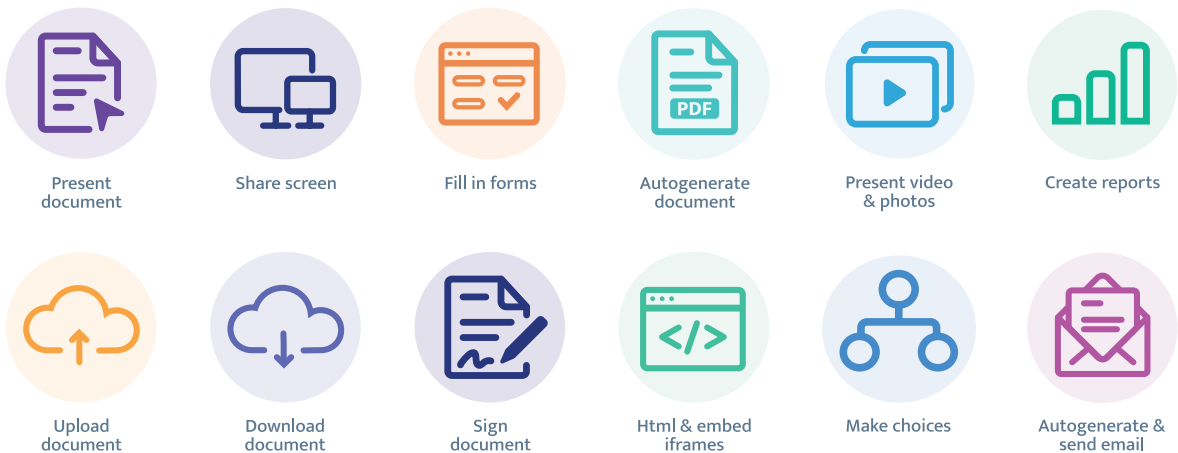
- ✓ Time savings & increased closure rates through immediate online contract signing
- ✓ Full control over the sales & advisory process, including the content
- ✓ Online presentation of product information, videos or contracts
- ✓ Collect customer data and fill in forms (e.g. order forms)
- ✓ Focused sales meetings thanks to a predefined online meeting process / no side agreements
- ✓ Easy scalability and distribution of scripts to internal sales teams & external resellers
- ✓ Security through legally secure online signature

HOW TO CREATE YOUR INDIVIDUAL ONLINE MEETING

1 Think about your customer meeting

Think about how your customer meetings usually work. What is important and what can be left out? Which new topics should be added? Then consider how you would like to conduct the online meetings with your customers in the future. Where is a rigid process required, and where are choices for the further course of the online meeting necessary?

2 Choose, which meeting features you need



3 Bring the features in the right order: the online meeting script

