

# The Relationship Intelligence & Sales Automation Platform

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- Customer success



call

chat

meeting

deal

upsell

Behind every **customer** there is a relationship.

cross sell

new opportunity

service

experience

# Market Challenges Today

Key barriers to revenue growth and technology adoption

# Business Challenges - Without Introhive

1

## INEFFICIENT SALES PROCESS

Manual data entry and administrative tasks keep sales from selling

2

## LIMITED PEOPLE INSIGHTS

Limited visibility into customer traction, relationship insights and growth opportunities

3

## POOR DATA QUALITY IN CRM

Inaccurate, incomplete & duplicative information in sales & marketing databases

4

## LOW USER ADOPTION

Lost return on technology investments due to poor engagement from users

# Low User Adoption Leads to Poor Data Quality

**88%**

CRM users that admit to entering incomplete contact information

**69%**

Firms that have out-of-date CRM data

**62%**

CRM users that don't log all activities

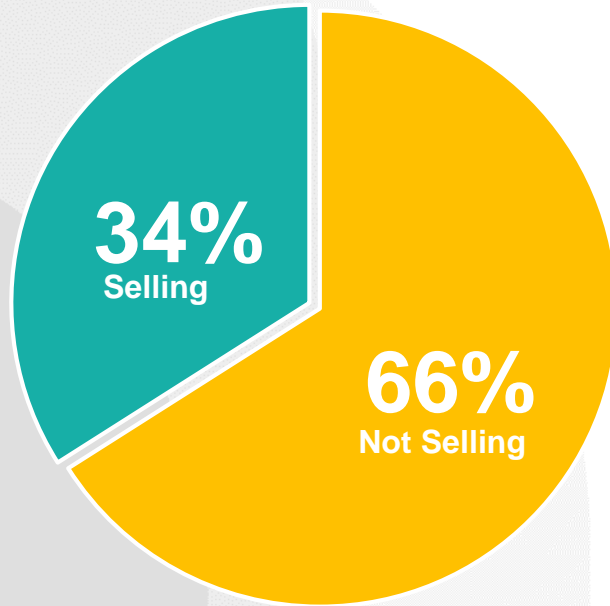
**70%**

Failed digital transformations that are due to a lack of user adoption and behavioral change



# Time Spent Selling - Without Introhive

The average sales rep spends only 34% of their time each week selling...

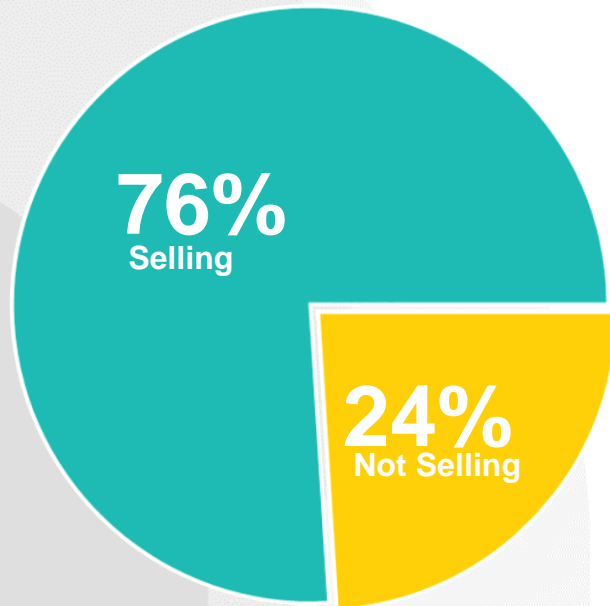


Time Selling	Time Not Selling
<b>15%</b> Meeting customers in person	<b>17%</b> Manually entering customer info & managing admin tasks in CRM
<b>11%</b> Connecting with customers virtually	<b>9%</b> Preparing & planning for meetings
<b>9%</b> Active prospecting	<b>9%</b> Generating quotes, proposals & gaining approvals
	<b>9%</b> Researching prospects
	<b>8%</b> Internal meetings & trainings
	<b>7%</b> Prioritizing leads & opportunities
	<b>7%</b> Downtime

Source: Salesforce Research, State of Sales Report 2018

# Time Spent Selling - With Introhive

Increase available selling time to +76% with Introhive's automation and intelligence.



Time Selling	Time Not Selling
<ul style="list-style-type: none"><li>15% Meeting customers in person</li><li>11% Connecting with customers virtually</li><li>9% Active prospecting</li></ul>	<ul style="list-style-type: none"><li>9% Generating quotes, proposals &amp; gaining approvals</li><li>8% Internal meetings &amp; trainings</li><li>7% Downtime</li></ul>
The Introhive Platform	
<ul style="list-style-type: none"><li>17% Manually entering customer info &amp; managing admin tasks in CRM</li><li>9% Preparing &amp; planning for meetings</li><li>9% Researching prospects</li><li>7% Prioritizing leads &amp; opportunities</li></ul>	

Source: Salesforce Research, State of Sales Report 2018



# Introhive Platform

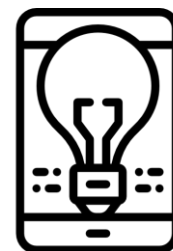
AI Powered Automation and Insights

# Platform Overview: What is Introhive?

Introhive is a SaaS platform that uses artificial intelligence (AI), machine learning, and data automation to help business teams improve sales productivity, build deeper customer relationships, and increase data accuracy of information in CRM.

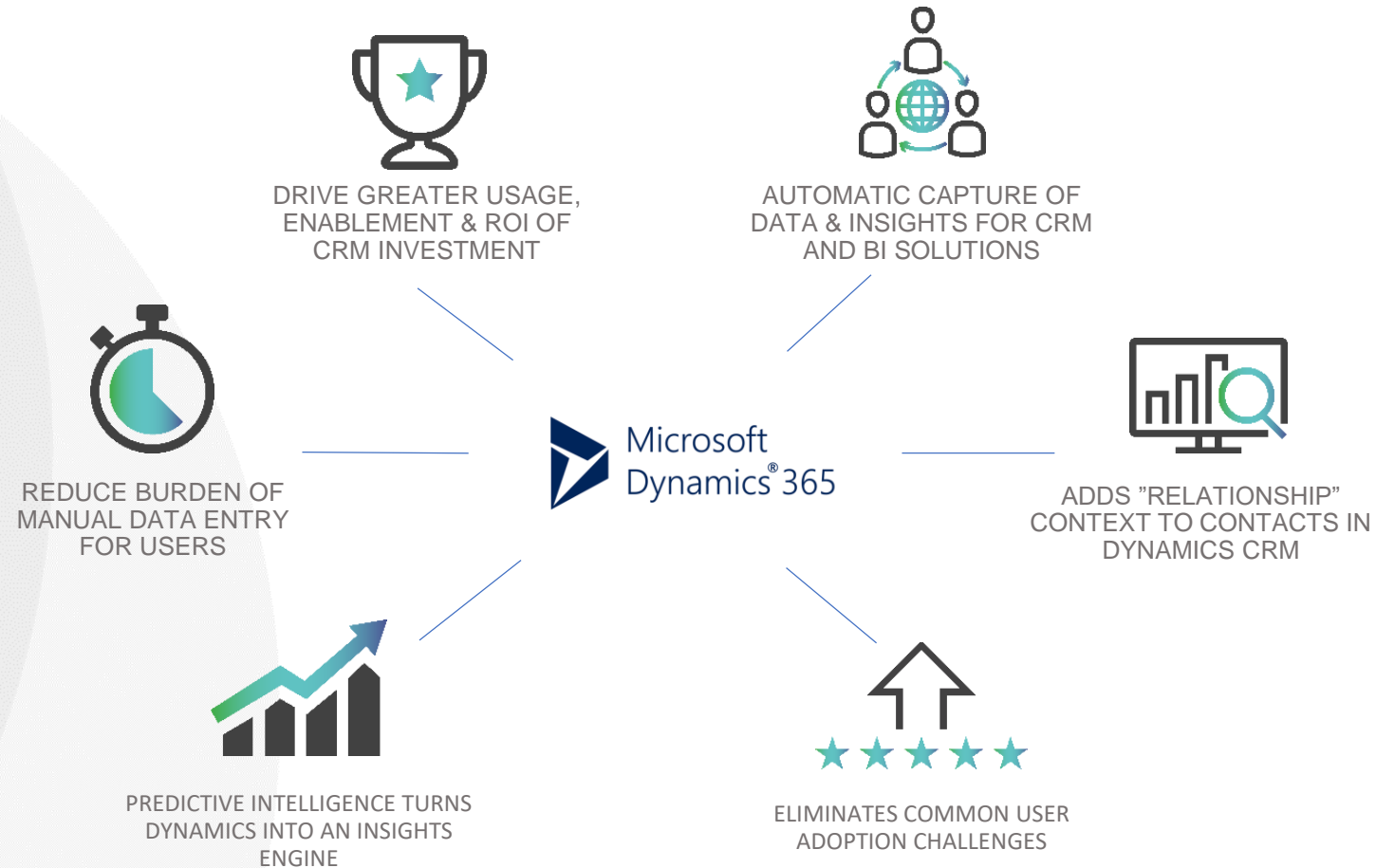


**Artificial Intelligence (AI)**



**Machine Learning**

# Value to Dynamics Users



# A.I. Powered Platform Built for the Enterprise

## Automate™

Automate mundane CRM busywork and administration for users



Activity Sync



Contact Sync



Post-Meeting Note Capture

## Insights™

Build deeper relationships to retain customers and sell more



Pre-Meeting Digest



Relationship Intelligence



Email Side Panel

## Cleanse™

Automate data clean up in CRM for sales and marketing teams



Data Cleanse



Signature Scraper



Enrichment Services (DES)

## Analytics™

Visualize relationship analytics in 3<sup>rd</sup> party systems like CRM, BI, email, and more



Partner Analytics



Reports & Dashboards

## BoardHive™

Visualize who knows who across your board to uncover growth opportunities



Board Member Intelligence

## ContactHive™

Bring together disparate data and simplify contact management



Contact Manager

# Thank You

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