

LEANDATA + SLACK

Accelerate response times with instant and automatic notifications

The Challenge

Go-to-market teams often don't know they have been assigned a new lead, contact, account, opportunity or case until it is too late. This can negatively impact not only time-to-first touch, conversion rates, and SLA agreements, but also revenue and the customer experience.

The Solution

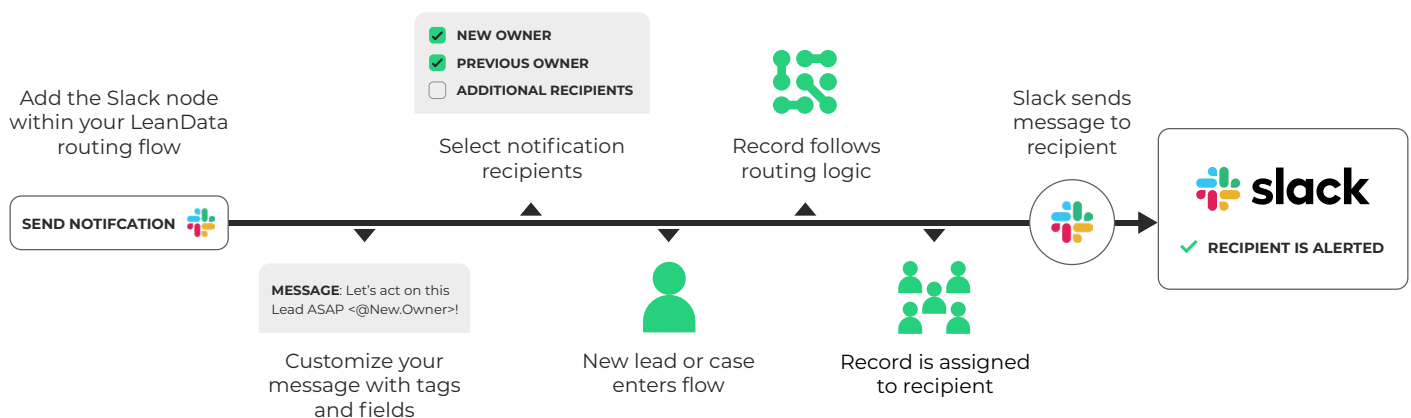
LeanData's integration with Slack provides the ability to automate push notifications that rapidly alert team members any time a record is assigned to them. By providing teams with immediate alerts via Slack, they can respond faster. This results in faster time-to-revenue, stronger cross-functional relationships, and an improved customer experience.

KEY BENEFITS

- Increase response times & conversion rates
- Achieve SLA targets
- Build stronger cross-functional relationships
- Grow revenue faster
- Improve the customer experience

How It Works

FlowBuilder, LeanData's visual routing tool, makes it easy to specify who and when someone should be notified via Slack as well as what message should be delivered at any point during the routing process.

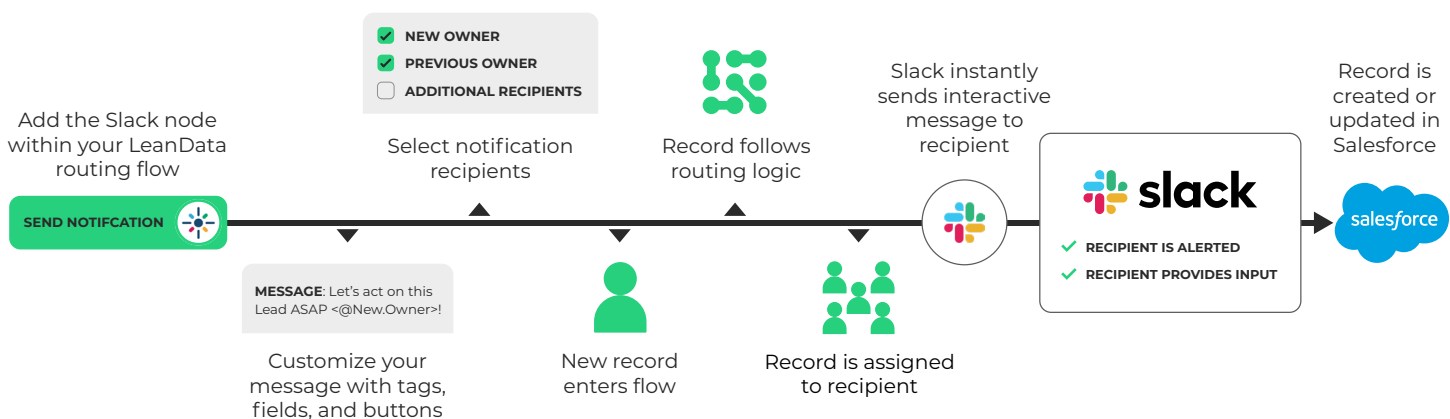


Slack Action Notification

LeanData's Slack Action Notifications take the Slack integration further, unlocking more productivity and alignment across your entire revenue team. Custom action buttons can be added to any Slack notification so that Salesforce records can be created or updated from directly within Slack.

This eliminates time-consuming context-switching for your sales reps, improves process adherence for operations teams, and accelerates pipeline by alerting deal rooms to immediate action they need to take.

- Update any routed or matched record
- Customize prescribed action buttons
- Leverage context from any record referenced in your process
- Provide suggested values to help reps complete updates faster
- Automatically track SLAs with an expiration for each alert



GET STARTED TODAY

Visit LeanData.com to learn more about LeanData's go-to-market operations solutions for Matching, Routing, Scheduling and Buying Groups, or visit us on [AppExchange](https://AppExchange.com).

REQUEST A DEMO

Why LeanData?

LeanData is the leading platform for AI GTM Orchestration, sitting at the intersection of AI agents, human sellers, and the systems they share. As the connective tissue across the entire revenue lifecycle, LeanData ensures every signal, whether AI-generated, system-triggered, or human-driven, is routed, actioned, and governed with the same rigor. The result is faster, cleaner execution and the ability to adapt GTM motions with agility without coding. More than 1,000 leading companies and a community of 5,000+ OpsStars rely on LeanData to translate GTM strategy into coordinated execution across customer acquisition, adoption, account retention and expansion.