

LeanData Enterprise Growth Solutions

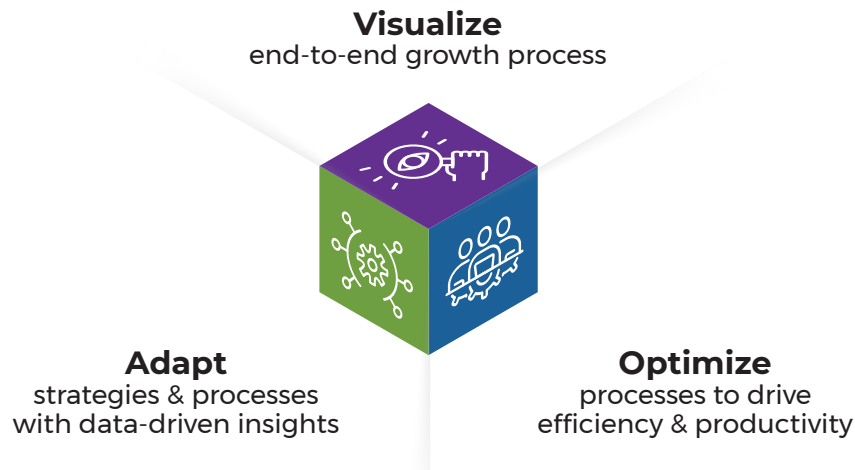
Transform Your Customer Journey for Peak Organizational Performance

Enterprises face pressure to digitally transform, streamline business processes and create competitive advantages in order to build customer experiences that meet rising expectations. As lifelines of the organization, increasingly complex growth strategies and processes are scrutinized for return on investment, and must overcome many mission-critical challenges, including wasted marketing leads, unproductive sales reps, and a lack of account-level visibility - all of which hurt conversion rates and revenue.

Optimize Your Growth Plays with LeanData's Automated Revenue Orchestration

LeanData solves growth challenges with the only enterprise-grade, Salesforce-native portfolio of solutions that automate workflows to provide the transparency, speed and control your team needs to scale your revenue processes.

- Easily direct where your leads, contacts and other records go and how quickly they're actioned
- Fix data and assignment issues fast when leads or other records get stuck
- Automate routing workflows and easily make changes when needed
- Visualize engagement with each account and identify what's driving interaction



Reduce time researching leads and accounts by

70%

Reduce time to route leads by

90%

Increase inbound conversion

15%

with faster lead routing

“Now that we have LeanData, we can make changes in a week that would've taken us months previously. We're much more flexible, we can move faster, and we can adapt to market conditions.”

Michael Fedynyshyn, Senior Manager,
Sales Operations & Strategy at Zoom

Proven Results with Over 800 Customers

LeanData Matching



Ensure your data is accurate and actionable

- Use LeanData's best-in-class lead-to-account matching solution to connect data and build holistic contextual account overviews, leaving no lead behind and empowering your team to accelerate revenue.
- Define your own match tiebreakers and ensure multiple account matches, complex parent-child account hierarchies and duplicate account matches are handled the way your business dictates.

LeanData Routing



Deliver the right data to the right people at the right time, every time

- Increase in-market agility by building, tracking and updating even the most complex routing flows with LeanData's unique drag-and-drop interface.
- Scale process automation by empowering each business unit to independently manage its unique plays and processes.
- Accelerate speed to lead and improve productivity with service level agreement (SLA) automation & tracking.

LeanData Engagement



Gain complete visibility into how every account engages across the entire customer journey

- Prioritize where Sales and Marketing invest with transparency into account engagement, without time-consuming data collection and analyses.
- Optimize campaigns and outreach with detailed visibility into which efforts result in more engagement.
- Accelerate revenue with visibility into the entire account journey, driving team alignment.

“LeanData has been a huge help in everything from updating leads, matching to accounts, assigning owners, to integrating mass amounts of data. I cannot express enough how much LeanData has improved our operation efficiency. I highly recommend utilizing LeanData!”

Connor Young, Data Analyst, VMWare

Key Integration Partners



Request Demo

Get Started Today:

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

Why LeanData?

Today's growth leaders power their B2B selling with LeanData, the gold standard in modern revenue orchestration and an essential element of the modern RevTech stack. The LeanData Revenue Orchestration Platform, powered by No-Code Automation, simplifies and accelerates coordination of all the plays, people and processes needed to transform buying signals into buying decisions. LeanData is inspiring a global movement among its 800 customers and community of 5,000+ Ops Stars worldwide, empowering them with revenue operations excellence that translates into compelling buyer experiences and competitive advantage. Join the movement!