

LeanData & Sales Engagement Integrations

Boost sales productivity and speed to lead with orchestrated, relevant engagements

As a revenue team professional, you have two primary levers to push and pull upon to affect your speed to lead.



The Challenge Behind Representative Response Time

Manually adding the right leads and contacts to any SEP cadence or sequence is a time-consuming process that creates delays and increases your organization's time to first touch. Even more so, negotiating meeting times through back-and-forth emails drains productivity and pulls your reps away from selling activities. This results in increased customer acquisition costs, negative buyer experiences and reduced lead conversion.

The Solution for Quicker Response Times

LeanData Routing seamlessly integrates with leading SEPs like Salesloft, Outreach and Salesforce Sales Engagement, as well as AI scheduling solutions like Kronologic, to instantly orchestrate the most relevant engagements at exactly the right time. With simple drag-and-drop nodes, you can instantly assign records to the right rep and leverage contextual information to add them to the right cadence or sequence, or kick-off Kronologic's AI to automatically negotiate a meeting time.

Manual processes are prone to delays and errors. Combining the power of LeanData Routing with these leading solutions ensures your sales team accelerates speed to lead, strengthens prospect engagement, increases lead conversion, and shortens time to revenue.

Your lead response time – aka, your speed to lead – is mission critical. Consider these statistics:

78%

of customers buy from the company that responds to their inquiry first

(Lead Connect)

7x

more likely to qualify leads when reaching out within an hour as opposed to just one hour later

(Harvard Business Review)

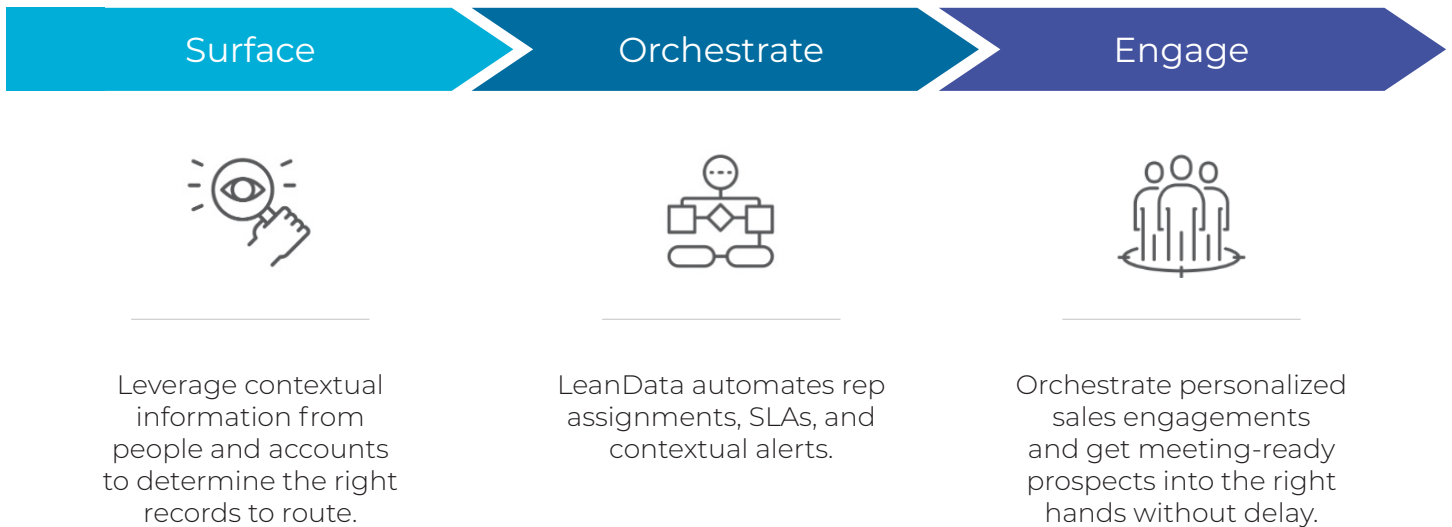
391%

increase in lead conversions when responding within one minute

(Velocity)

How LeanData's Integrations with SEPs & AI Scheduling Solutions Work

FlowBuilder, LeanData's visual drag-and-drop interface in its Routing solution, makes it simple to determine which leads or contacts to route to specific engagement sequences or cadences, as well as the right rep for carrying out those engagement steps. Pair this by triggering Kronologic's AI to automate meeting time negotiation so your reps never drop an opportunity!



Proven Results with Over 800 Customers



[Request Demo](#)

Get Started Today:

Visit [LeanData.com](https://www.leandata.com) to learn more about LeanData's go-to-market operations solutions for Automated Scheduling, 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 people, processes and plays needed to transform buyer signals into buying decisions. LeanData is inspiring a global movement among its 800+ customers and community of 5,000+ OpsStars worldwide, empowering them with revenue operations excellence that translates into compelling buyer experiences and competitive advantage.