LeanData & Cloudingo Integration

Power your GTM plays with trusted data and automated processes

The Challenge with Data Quality and Revenue

The impact of bad data can be hard to quantify, but the effects can be felt every day in wasted productivity and lack of trust in reporting. This is felt most acutely by both Revenue Operations, as they try to scale processes, and by Sales, as they try to navigate duplicate and inaccurate records.

- Constant triage
- Wasted time & resources

- Lack of trust in processes
- Inaccurate reporting

- Missed opportunities
- Poor customer experiences

$15 Mil
lost on average per year due to poor data quality

(Gartner)

20-30%
of revenue is lost due to inefficient processes

(IDC)

34%
of rep time is spent on selling

(Salesforce)

The Solution for Scalable, Trusted Revenue Processes

Say goodbye to manual data triage, and hello to stronger customer engagements. The LeanData & Cloudingo Integration puts you in control of your customer data and how it is actioned across your revenue teams.

Build your Revenue Operations processes around clean, accurate data to connect your buyers with the right sellers at exactly the right time.

Identify the Right Duplicates > Merge Duplicates & Correct Formatting > Accurately Route Records > Trigger the Right Seller Activities

LeanData
Experts in Revenue Orchestration

cloudingo
Experts in Deduplication & Data Cleansing

LeanData

Enhance Data Quality & Trust

Accurately identify and merge duplicate Leads and Contacts in real time. Specify how each field is handled in the process to ensure your reps are always acting on reliable data.

Maximize Rep Efficiency & Accelerate Speed-to-Lead

Eliminate time wasted on manual duplicate triage and enable reps to immediately act on data they trust by merging duplicates as soon as they are identified.
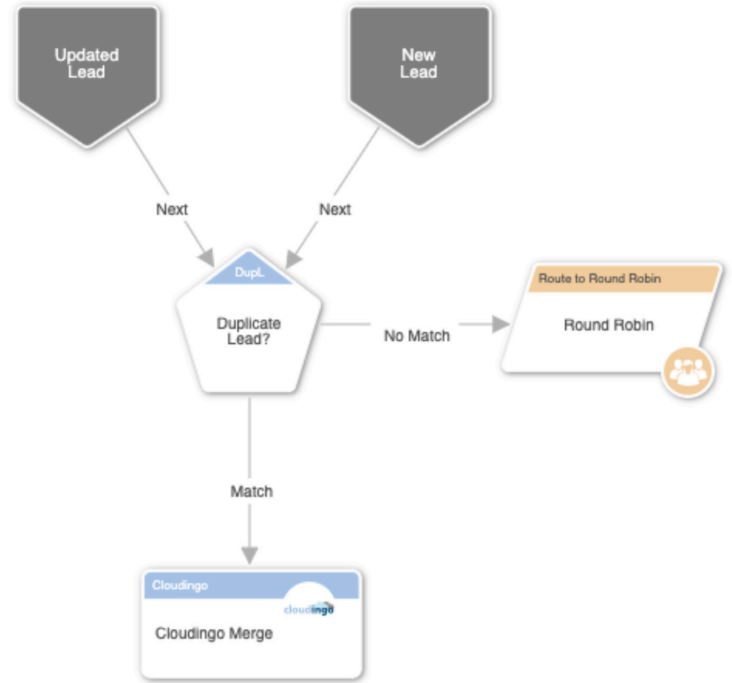
Achieve Operations Excellence & Drive Growth

Build trust in data and processes

Increase sales productivity

Improve speed to lead

Automate revenue processes with confidence

Get Started Today:

Request Demo

Visit 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 plays, people and processes needed to transform buying signals into buying decisions. LeanData is inspiring a global movement among its 1,000 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!