

## WHY MORE REVENUE TEAMS ARE BREAKING UP WITH CHILI PIPER

And Why They're Choosing LeanData Instead.

### THE SHORT VERSION?

Chili Piper can't keep up.

That's why companies like Cognism, Rebuy, Lattice, Remote, and Spekit ripped and replaced it with LeanData.

You don't have time for manual fixes, misrouted leads, or support that ghosts you.

LeanData solves those problems — permanently.

# 1.



### MATCHING THAT ACTUALLY WORKS

- LeanData's fuzzy matching engine uses six fields and tiebreakers to hit **95% accuracy**
- No more matching logic that dumps hot leads into the wrong queue, or nowhere at all.

**"Chili's matching was broken. We lost 50+ demo requests in 36 hours."**

Marketing Ops Manager,  
SaaS company

# 2.



### FLOWS THAT DON'T BREAK UNDER PRESSURE

LeanData's FlowBuilder is the most flexible in the business.

- Branching decision trees
- Multi-step logic
- No-code updates
- Supports ABM, SLG, PLG, and Buying Groups Motions

**"Chili's routing logic was so limiting it made our flows more complex, not less."**

Marketing Ops Manager, SaaS company

# 3.



## VISIBILITY YOU DON'T HAVE TO PRAY FOR

LeanData gives you **Salesforce-native audit logs**, clear error messages, and routing insights. You'll fix things before leads slip through the cracks.

"We couldn't troubleshoot errors without Chili's CSM. LeanData BookIt lets us fix things fast ourselves."

Salesforce Admin, HR software

# 4.



## SALESFORCE-NATIVE. PERIOD.

LeanData keeps everything inside Salesforce.

- No risky data transfers
- No API quota nightmares.
- Just **seamless, secure** orchestration and reporting.

"Chili's routing logic was so limiting it made our flows more complex, not less."

Marketing Ops Manager, SaaS company

# 5.



## SUPPORT THAT SHOWS UP

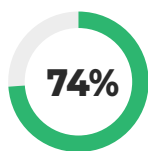
LeanData's customer success team doesn't just answer tickets. They partner with you. No risky data transfers

- 97% customer satisfaction after go-live
- Fast response times
- A proactive approach to helping you scale and evolve

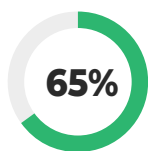
"We submitted feature requests to Chili Piper for years. LeanData shipped ours in weeks."

Marketing Ops Director, SaaS company

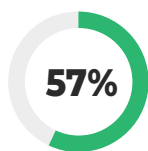
## BY THE NUMBERS: TEAMS THAT SWITCHED FROM CHILI PIPER



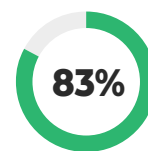
saved time on admin tasks  
(Ops, BDRs, AEs, CSMs)



increased meeting  
assignment accuracy



improved meeting  
assignment speed



achieved ROI **within days or weeks** after switching to LeanData

**The Bottom Line:** If you want basic scheduling, Chili Piper might work.

If you want to **stop worrying about lead routing and start focusing on revenue**, LeanData's the only choice.

**STOP DUCT-TAPING YOUR REVENUE PROCESS. START SCALING IT. MAKE THE SWITCH.**



REQUEST A DEMO

LEANDATA.COM