

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.

5 Reasons Customers Made the Switch

1

Matching That *Actually Works*

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

— Marketing Ops Manager, SaaS company

- 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.



2

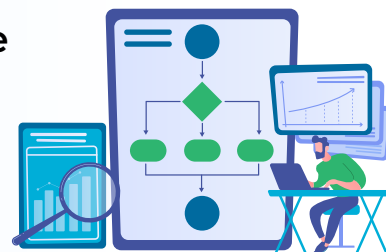
Flows That Don't Break Under Pressure

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

— Marketing Ops Manager, SaaS company

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

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



Build it once. Adapt it fast. No developers required.

3

Visibility You Don't Have to Pray For

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

— Salesforce Admin, HR software

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



4

Salesforce-Native. Period.

"Chili Piper not being Salesforce-native cost us time and security headaches."

— Ops Leader, Mid-Market Tech Company

LeanData keeps everything inside Salesforce.

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



5

Support That Shows Up

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

— Marketing Ops Director, SaaS company

LeanData's customer success team doesn't just answer tickets. **They partner with you.**

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



By the Numbers: Teams That Switched from Chili Piper



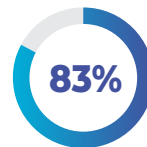
saved time on admin tasks
(Ops, BDRs, AEs, CSMs)



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.

[Request a Demo](#)

Stop duct-taping your revenue process.
Start scaling it. Make the switch.