Sales Acceleration Tools in the Salesforce Ecosystem

As Salesforce users look to purchase new sales acceleration software, they may want to consider the availability of integrations to ensure the new tool works seamlessly with their existing technology stack. Salesforce facilitates these integrations via the AppExchange, the online marketplace for Salesforce apps. G2’s Fall 2019 Grid® Report for Sales Acceleration Tools in the Salesforce Ecosystem features only the sales acceleration tools which offer a Salesforce AppExchange app.

Sales Acceleration Definition

Sales acceleration software is a family of applications that help businesses identify opportunities, communicate with customers, close deals faster, track the effectiveness of the sales team, and train salespeople to be better at every aspect of their jobs.

Sales acceleration can refer to anything that makes the sales process easier, faster, or more consistent. This covers a broad range of technologies, but the common thread in the category is that all of these applications are intended for use by salespeople first, and their managers second. They are tools for getting deals through the pipeline faster, and with a higher win probability.

G2 categories which are classified under Sales Acceleration software include:

- Conversation Intelligence Software
- Email Tracking Software
- Outbound Call Tracking Software
- Sales Coaching Software
- Sales Enablement Software
- Sales Engagement Software
- Salesforce CRM Document Generation Software
- Sales Performance Management Software
- Sales Training and Onboarding Software

Product Profile Tabs

Product profiles and detailed charts are included for Leaders and High Performers on the Grid®. Click the links below to see additional information about these products:


- High Performers: Spinify, PhoneBurner, SalesHood, LevelJump, Modus, Interseller, Dooly, SalesScreen, Consensus, Ebsta Inbox, Xvoyant, OneMob, Olono, Opensense and Komiko
Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem

The table below shows the Satisfaction and Market Presence scores that determine vendor placement on the Grid®. Only sales acceleration products which offer an app on the Salesforce AppExchange are included in the report. To learn more about each of the products, please see the product profile section.

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Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem (continued)

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### Leaders (continued)

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### High Performers

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Highspot has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 93% of users believe it is headed in the right direction, and users said they would be likely to recommend Highspot at a rate of 94%. Highspot is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

### Satisfaction Ratings

- **Quality of Support**: 94%
- **Ease of Use**: 94%
- **Meets Requirements**: 93%
- **Ease of Admin**: 92%
- **Ease of Doing Business With**: 97%
- **Ease of Setup**: 92%

### Top Industries Represented

- Marketing and Advertising: 78
- Computer Software: 72
- Internet: 67
- Information Technology and Services: 26
- Computer & Network Security: 8

### Highest-Rated Features

- **Content Storage**: 95%
- **Content Import**: 94%
- **Content Utilization**: 93%

### Lowest-Rated Features

- **Mobile Presentation**: 87%
- **Screenshare**: 88%
- **Reporting**: 89%

### Ownership

- **Highspot**

### HQ Location

- **Seattle, WA**

### Year Founded

- **2012**

### Employees (Listed On LinkedIn™)

- **322**

### Company Website

- [www.highspot.com](http://www.highspot.com)
Seismic has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Seismic at a rate of 91%. Seismic is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

**Satisfaction Ratings**

- Quality of Support: 95%
- Ease of Use: 91%
- Meets Requirements: 93%
- Ease of Admin: 84%
- Ease of Doing Business With: 94%
- Ease of Setup: 82%

**Top Industries Represented**

- Financial Services: 40
- Computer Software: 31
- Information Technology and Services: 30
- Investment Management: 12
- Insurance: 9

**Highest-Rated Features**

- Change Tracking / Audit Logs: 98%
- Process Automation: 97%
- System of Record Integration: 97%

**Lowest-Rated Features**

- Mobile Apps: 71%
- Policies and Controls: 79%
- System of Record Integration: 81%

**Ownership**

Seismic

**HQ Location**

San Diego, CA

**Year Founded**

2010

**Employees (Listed On LinkedIn™)**

693

**Company Website**

www.seismic.com
Showpad Content has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 93% of users believe it is headed in the right direction, and users said they would be likely to recommend Showpad Content at a rate of 90%. Showpad Content is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

**Satisfaction Ratings**
- Quality of Support: 92%
- Ease of Use: 91%
- Meets Requirements: 86%
- Ease of Admin: 88%
- Ease of Doing Business With: 91%
- Ease of Setup: 86%

**Highest-Rated Features**
- Content Storage: 90%
- Mobile Presentation: 90%
- Content Import: 89%

**Top Industries Represented**
- Medical Devices: 16
- Biotechnology: 15
- Building Materials: 13
- Sports: 13
- Automotive: 10

**Lowest-Rated Features**
- Collaborative Editorial Calendars / Scheduling Content: 71%
- Buyer Personas: 76%
- Integrations & APIs: 78%

**Ownership**
Showpad

**HQ Location**
Ghent, Belgium

**Year Founded**
2011

**Employees (Listed On LinkedIn™)**
474

**Company Website**
www.showpad.com
Guru has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend Guru at a rate of 91%. Guru is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

**Satisfaction Ratings**

- Quality of Support: 94%
- Ease of Use: 92%
- Meets Requirements: 92%
- Ease of Admin: 90%
- Ease of Doing Business With: 97%
- Ease of Setup: 90%

**Top Industries Represented**

- Internet: 92
- Computer Software: 61
- Information Technology and Services: 17
- Marketing and Advertising: 14
- Financial Services: 8

**Highest-Rated Features**

- Searchable: 95%
- Notifications: 94%
- User, Role, and Access Management: 94%

**Lowest-Rated Features**

- Templates: 80%
- Churn Risk: 82%
- Mobile Presentation: 82%

**Ownership**

Guru

**HQ Location**

Philadelphia, PA

**Year Founded**

2013

**Employees (Listed On LinkedIn™)**

154

**Company Website**

www.getguru.com
Playbooks has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend Playbooks at a rate of 89%. Playbooks is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking, Sales Engagement.

### Satisfaction Ratings

- **Quality of Support**: 93%
- **Ease of Use**: 89%
- **Meets Requirements**: 91%
- **Ease of Admin**: 89%
- **Ease of Doing Business With**: 96%
- **Ease of Setup**: 89%

### Top Industries Represented

- Marketing and Advertising: 51
- Computer Software: 46
- Information Technology and Services: 31
- Internet: 18
- Telecommunications: 15

### Highest-Rated Features

- **Notifications**: 98%
- **Email Platform Integration**: 97%
- **Email Scheduling**: 96%

### Lowest-Rated Features

- **Reporting/Dashboards**: 85%
- **User, Role, and Access Management**: 85%
- **Industry Research Availability**: 87%
Yesware has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 83% of users believe it is headed in the right direction, and users said they would be likely to recommend Yesware at a rate of 88%. Yesware is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Engagement.

**Satisfaction Ratings**
- Quality of Support: 86%
- Ease of Use: 89%
- Meets Requirements: 89%
- Ease of Admin: 87%
- Ease of Doing Business With: 86%
- Ease of Setup: 90%

**Top Industries Represented**
- Computer Software: 133
- Internet: 111
- Information Technology and Services: 83
- Marketing and Advertising: 69
- Financial Services: 20

**Highest-Rated Features**
- Email Tracking/Automation: 92%
- Open Rates: 90%
- Email Categorization: 89%

**Lowest-Rated Features**
- Mobile User Support: 46%
- Record Calls: 50%
- Generate Location: 60%

**Ownership**
- Yesware, Inc.

**HQ Location**
- Boston, MA

**Year Founded**
- 2010

**Employees (Listed On LinkedIn™)**
- 81

**Company Website**
- www.yesware.com
Nimble has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Nimble at a rate of 90%. Nimble is included in the following categories under the Sales Acceleration family of categories: Email Tracking.

### Satisfaction Ratings

<table>
<thead>
<tr>
<th>Feature</th>
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</thead>
<tbody>
<tr>
<td>Quality of Support</td>
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<tr>
<td>Ease of Use</td>
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</tr>
<tr>
<td>Meets Requirements</td>
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<tr>
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<td>90%</td>
</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>91%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>90%</td>
</tr>
</tbody>
</table>

### Top Industries Represented

- Marketing and Advertising: 32
- Information Technology and Services: 27
- Computer Software: 15
- Real Estate: 9
- Retail: 9

### Highest-Rated Features

- Performance and Reliability: 92%
- Search: 91%
- Contact & Account Management: 91%

### Lowest-Rated Features

- Reporting: 84%
- Reporting/Dashboards: 85%
- Customization: 85%

Ownership: Nimble  
HQ Location: Santa Monica, CA  
Year Founded: 2008  
Employees (Listed on LinkedIn™): 43  
Company Website: [www.nimble.com](http://www.nimble.com)
Nintex Drawloop DocGen for Salesforce

Nintex Drawloop DocGen for Salesforce has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 78% of users believe it is headed in the right direction, and users said they would be likely to recommend Nintex Drawloop DocGen for Salesforce at a rate of 83%. Nintex Drawloop DocGen for Salesforce is included in the following categories under the Sales Acceleration family of categories: Salesforce CRM Document Generation.

### Satisfaction Ratings

<table>
<thead>
<tr>
<th>Feature</th>
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</thead>
<tbody>
<tr>
<td>Quality of Support</td>
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<tr>
<td>Ease of Use</td>
<td>82%</td>
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<td>Meets Requirements</td>
<td>87%</td>
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<tr>
<td>Ease of Admin</td>
<td>80%</td>
</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>86%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>77%</td>
</tr>
</tbody>
</table>

### Top Industries Represented

- Non-Profit Organization Management: 27
- Financial Services: 26
- Computer Software: 20
- Information Technology and Services: 19
- Electrical/Electronic Manufacturing: 6

### Highest-Rated Features

- CRM Integration: 93%
- Custom Branding: 91%
- PDF Creation: 91%

### Lowest-Rated Features

- Engagement Tracking: 77%
- Collaborative Creation: 81%
- Assembly and Approval Workflows: 81%

### Ownership

- Nintex

### HQ Location

- Bellevue, WA

### Year Founded

- 2006

### Employees (Listed On LinkedIn™)

- 609

### Company Website

- [www.nintex.com](http://www.nintex.com)
Groove has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Groove at a rate of 94%. Groove is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking, Sales Engagement.

**Satisfaction Ratings**

- Quality of Support: 95%
- Ease of Use: 93%
- Meets Requirements: 94%
- Ease of Admin: 92%
- Ease of Doing Business With: 96%
- Ease of Setup: 92%

**Top Industries Represented**

- Computer Software: 69
- Education Management: 39
- Internet: 37
- Information Technology and Services: 35
- E-Learning: 21

**Highest-Rated Features**

- Email Tracking/Automation: 96%
- Task Management: 96%
- Integration to CRM/Marketing Automation: 96%

**Lowest-Rated Features**

- Website Personalization: 71%
- Lead Analysis: 87%
- Mobile User Support: 88%

**Ownership**

Groove

**HQ Location**

San Francisco, CA

**Year Founded**

2013

**Employees (Listed On LinkedIn™)**

50

**Company Website**

www.groove.co
Hoopla has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 79% of users believe it is headed in the right direction, and users said they would be likely to recommend Hoopla at a rate of 86%. Hoopla is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

### Satisfaction Ratings

- **Quality of Support**: 86%
- **Ease of Use**: 87%
- **Meets Requirements**: 89%
- **Ease of Admin**: 86%
- **Ease of Doing Business With**: 91%
- **Ease of Setup**: 85%

### Top Industries Represented

- Computer Software: 22
- Information Technology and Services: 12
- Internet: 11
- Marketing and Advertising: 10
- Financial Services: 4

### Highest-Rated Features

- Leaderboards: 93%
- TV Streaming: 92%
- Goal Setting: 89%

### Lowest-Rated Features

- Mobile: 80%
- Badges: 81%
- Data Import & Export Tools: 83%

### Ownership

**Hoopla**

### HQ Location

San Jose, CA

### Year Founded

2010

### Employees (Listed On LinkedIn™)

24

### Company Website

[hoopla.net](http://hoopla.net)
Showpad Coach has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 90% of users believe it is headed in the right direction, and users said they would be likely to recommend Showpad Coach at a rate of 89%. Showpad Coach is included in the following categories under the Sales Acceleration family of categories: Sales Training and Onboarding, Sales Performance Management, Sales Coaching.

### Satisfaction Ratings

- **Quality of Support**: 94%
- **Ease of Use**: 90%
- **Meets Requirements**: 90%
- **Ease of Admin**: 85%
- **Ease of Doing Business With**: 96%
- **Ease of Setup**: 89%

### Top Industries Represented

- Computer Software: 33
- Internet: 23
- Information Technology and Services: 14
- Marketing and Advertising: 11
- Management Consulting: 4

### Highest-Rated Features

- 24/7 Availability: 90%
- Triggers: 90%
- Behavior Monitoring: 90%

### Lowest-Rated Features

- Gamification: 70%
- Content Libraries: 74%
- Customization: 75%

### Ownership

- **Showpad**

### HQ Location

- **Ghent, Belgium**

### Year Founded

- **2011**

### Employees (Listed On LinkedIn™)

- **474**

### Company Website

- [www.showpad.com](http://www.showpad.com)
Brainshark has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 78% of users believe it is headed in the right direction, and users said they would be likely to recommend Brainshark at a rate of 84%. Brainshark is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Sales Coaching, Sales Training and Onboarding.

**Satisfaction Ratings**

- Quality of Support: 89%
- Ease of Use: 88%
- Meets Requirements: 89%
- Ease of Admin: 84%
- Ease of Doing Business With: 89%
- Ease of Setup: 83%

**Top Industries Represented**

- Computer Software: 30
- Insurance: 20
- Information Technology and Services: 16
- Hospital & Health Care: 7
- Financial Services: 6

**Highest-Rated Features**

- Live Presentation: 93%
- Mobile Presentation: 92%
- Coaching Materials: 91%

** Lowest-Rated Features**

- Advanced Search: 77%
- Templates: 78%
- Reporting: 78%

**Ownership**

Brainshark

**HQ Location**

Waltham, MA

**Year Founded**

1999

**Employees (Listed On LinkedIn™)**

244

**Company Website**

www.brainshark.com
Ambition has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend Ambition at a rate of 89%. Ambition is included in the following categories under the Sales Acceleration family of categories: Sales Coaching, Sales Performance Management.

**Satisfaction Ratings**

- **Quality of Support**: 93%
- **Ease of Use**: 90%
- **Meets Requirements**: 89%
- **Ease of Admin**: 84%
- **Ease of Doing Business With**: 95%
- **Ease of Setup**: 84%

**Top Industries Represented**

- Logistics and Supply Chain: 35
- Internet: 24
- Computer Software: 22
- Financial Services: 10
- Marketing and Advertising: 10

**Highest-Rated Features**

- Leaderboards: 94%
- Video Record: 93%
- Behavior Monitoring: 93%

**Lowest-Rated Features**

- Mobile: 73%
- Social Collaboration Integration: 82%
- Custom Competitions: 85%

**Ownership**
- Ambition

**HQ Location**
- Chattanooga, TN

**Year Founded**
- 2013

**Employees (Listed On LinkedIn™)**
- 43

**Company Website**
- ambition.com
DocSend has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend DocSend at a rate of 95%. DocSend is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

**Satisfaction Ratings**

- Quality of Support: 95%
- Ease of Use: 94%
- Meets Requirements: 92%
- Ease of Admin: 93%
- Ease of Doing Business With: 92%
- Ease of Setup: 93%

**Top Industries Represented**

- Computer Software: 21
- Internet: 14
- Marketing and Advertising: 8
- Events Services: 6
- Financial Services: 4

**Highest-Rated Features**

- Templates: 100%
- CPQ Integration: 100%
- E-Signature Integration: 100%

**Lowest-Rated Features**

- Mobility: 75%
- Template Library: 75%
- Mobile Apps: 77%

**Ownership**

DocSend

**HQ Location**

San Francisco, CA

**Year Founded**

2013

**Employees (Listed On LinkedIn™)**

43

**Company Website**

www.docsend.com
VanillaSoft has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend VanillaSoft at a rate of 90%. VanillaSoft is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management, Outbound Call Tracking, Sales Engagement.

**Satisfaction Ratings**

- **Quality of Support**: 90%
- **Ease of Use**: 94%
- **Meets Requirements**: 94%
- **Ease of Admin**: 90%
- **Ease of Doing Business With**: 95%
- **Ease of Setup**: 87%

**Top Industries Represented**

- Marketing and Advertising: 32
- Insurance: 18
- Education Management: 17
- Higher Education: 9
- Financial Services: 8

**Highest-Rated Features**

- Workflow: 97%
- Content Management: 97%
- Click-to-Call: 97%

**Lowest-Rated Features**

- Commission Calculator: 76%
- Badges: 78%
- Goal Setting: 79%

**Ownership**

VanillaSoft

**HQ Location**

Plano, TX

**Year Founded**

2005

**Employees (Listed On LinkedIn™)**

57

**Company Website**

[www.vanillasoft.com](http://www.vanillasoft.com)
Conga Document Generation has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 85% of users believe it is headed in the right direction, and users said they would be likely to recommend Conga Document Generation at a rate of 88%. Conga Document Generation is included in the following categories under the Sales Acceleration family of categories: Salesforce CRM Document Generation.

### Satisfaction Ratings

- **Quality of Support**: 90%
- **Ease of Use**: 84%
- **Meets Requirements**: 91%
- **Ease of Admin**: 82%
- **Ease of Doing Business With**: 90%
- **Ease of Setup**: 78%

### Top Industries Represented

- Information Technology and Services: 33
- Computer Software: 23
- Financial Services: 16
- Marketing and Advertising: 10
- Non-Profit Organization Management: 10

### Highest-Rated Features

- CRM Integration: 95%
- PDF Creation: 94%
- Online Document Creation: 92%

### Lowest-Rated Features

- Collaborative Creation: 80%
- Rich Media: 84%
- Alerts and Notifications: 85%

---

**Ownership**

Conga

**HQ Location**

Broomfield, CO

**Year Founded**

2006

**Employees (Listed On LinkedIn)**

571

**Company Website**

conga.com
Lessonly has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Lessonly at a rate of 95%. Lessonly is included in the following categories under the Sales Acceleration family of categories: Sales Training and Onboarding, Sales Coaching.

### Satisfaction Ratings

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Quality of Support</td>
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<tr>
<td>Meets Requirements</td>
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<tr>
<td>Ease of Admin</td>
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</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>99%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>93%</td>
</tr>
</tbody>
</table>

### Top Industries Represented

- Marketing and Advertising: 8
- Computer Software: 7
- Retail: 7
- Financial Services: 5
- Information Technology and Services: 4

### Highest-Rated Features

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leaderboard</td>
<td>100%</td>
</tr>
<tr>
<td>Real-Time Updates</td>
<td>100%</td>
</tr>
<tr>
<td>24/7 Availability</td>
<td>99%</td>
</tr>
</tbody>
</table>

### Lowest-Rated Features

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gamification</td>
<td>62%</td>
</tr>
<tr>
<td>Customization</td>
<td>84%</td>
</tr>
<tr>
<td>Instructor-Led Training</td>
<td>85%</td>
</tr>
</tbody>
</table>

### Ownership

- Lessonly

### HQ Location

- Indianapolis, IN

### Year Founded

- 2012

### Employees (Listed On LinkedIn™)

- 151

### Company Website

- [www.lessonly.com](http://www.lessonly.com)
Mediafly has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 95% of users believe it is headed in the right direction, and users said they would be likely to recommend Mediafly at a rate of 91%. Mediafly is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

### Satisfaction Ratings

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<td>89%</td>
</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>98%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>90%</td>
</tr>
</tbody>
</table>

### Top Industries Represented

- Consumer Goods: 4
- Information Technology and Services: 3
- Marketing and Advertising: 3
- Pharmaceuticals: 3
- Staffing and Recruiting: 3

### Highest-Rated Features

- Digital Rights Management: 100%
- Images: 100%
- Video: 100%

### Lowest-Rated Features

- Contact Data Accuracy: 71%
- Messaging: 74%
- Data Segmentation/Filtering: 79%
LevelEleven has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend LevelEleven at a rate of 89%. LevelEleven is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management, Sales Coaching.

### Satisfaction Ratings

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<td>Ease of Admin</td>
<td>85%</td>
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<tr>
<td>Ease of Doing Business With</td>
<td>94%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>84%</td>
</tr>
</tbody>
</table>

### Top Industries Represented

- Computer Software: 41
- Information Technology and Services: 33
- Internet: 14
- Marketing and Advertising: 14
- Hospital & Health Care: 12

### Highest-Rated Features

- Commission Calculator: 100%
- Competition: 95%
- Leaderboards: 95%

### Lowest-Rated Features

- Playbook Creation: 76%
- Notifications: 79%
- Social Collaboration Integration: 80%

---

Ownership: LevelEleven

HQ Location: Detroit, MI

Year Founded: 2012

Employees (Listed On LinkedIn™): 34

Company Website: leveleleven.com
Dialpad Talk has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 82% of users believe it is headed in the right direction, and users said they would be likely to recommend Dialpad Talk at a rate of 82%. Dialpad Talk is included in the following categories under the Sales Acceleration family of categories: Outbound Call Tracking.

**Satisfaction Ratings**
- Quality of Support: 82%
- Ease of Use: 88%
- Meets Requirements: 87%
- Ease of Admin: 85%
- Ease of Doing Business With: 83%
- Ease of Setup: 86%

**Top Industries Represented**
- Computer Software: 11
- Marketing and Advertising: 10
- Real Estate: 10
- Information Technology and Services: 8
- Staffing and Recruiting: 8

**Highest-Rated Features**
- Desk-to-Desk Calls: 92%
- VOIP Number: 92%
- Phone Calls: 92%

**Lowest-Rated Features**
- Artificial Intelligence: 60%
- Call Analysis: 60%
- Customer Scoring: 64%

**Ownership**
- Dialpad

**HQ Location**
- San Francisco, CA

**Year Founded**
- 2014

**Employees (Listed On LinkedIn™)**
- 482

**Company Website**
- Dialpad.com
ConnectLeader has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend ConnectLeader at a rate of 93%. ConnectLeader is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking, Sales Engagement.

### Satisfaction Ratings

<table>
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<tr>
<td>Ease of Admin</td>
<td>88%</td>
</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>97%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>85%</td>
</tr>
</tbody>
</table>

### Highest-Rated Features

- Account Identification: 100%
- Customization: 100%
- Email Platform Integration: 100%

### Lowest-Rated Features

- Automated Emails: 77%
- Generate Location: 83%
- Email Tracking/Automation: 89%

### Top Industries Represented

- Information Technology and Services: 34
- Computer Software: 29
- Computer & Network Security: 7
- Computer Hardware: 4
- Electrical/Electronic Manufacturing: 3

### Ownership

ConnectLeader LLC

### HQ Location

Salem, NH

### Year Founded

N/A

### Employees (Listed On LinkedIn™)

70

### Company Website

www.connectleader.com
Datahug has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 98% of users believe it is headed in the right direction, and users said they would be likely to recommend Datahug at a rate of 89%. Datahug is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

**Satisfaction Ratings**

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</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>96%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>89%</td>
</tr>
</tbody>
</table>

**Top Industries Represented**

- Computer Software: 17
- Internet: 14
- Information Technology and Services: 5
- Legal Services: 3
- Construction: 1

**Highest-Rated Features**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commission Calculator</td>
<td>100%</td>
</tr>
<tr>
<td>Goal Setting</td>
<td>100%</td>
</tr>
<tr>
<td>Leaderboards</td>
<td>93%</td>
</tr>
</tbody>
</table>

**Lowest-Rated Features**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Messaging</td>
<td>74%</td>
</tr>
<tr>
<td>Search</td>
<td>74%</td>
</tr>
<tr>
<td>Custom Reports</td>
<td>81%</td>
</tr>
</tbody>
</table>

**Ownership**

SAP

**HQ Location**

Walldorf, Germany

**Year Founded**

1972

**Employees (Listed On LinkedIn™)**

128,617

**Company Website**

[www.sap.com](http://www.sap.com)
RingDNA has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 93% of users believe it is headed in the right direction, and users said they would be likely to recommend RingDNA at a rate of 90%. RingDNA is included in the following categories under the Sales Acceleration family of categories: Conversation Intelligence, Sales Performance Management, Outbound Call Tracking, Sales Coaching.

**Satisfaction Ratings**
- Quality of Support: 95%
- Ease of Use: 94%
- Meets Requirements: 94%
- Ease of Admin: 93%
- Ease of Doing Business With: 99%
- Ease of Setup: 91%

**Top Industries Represented**
- Computer Software: 22
- Financial Services: 16
- Internet: 11
- Information Technology and Services: 8
- Real Estate: 6

**Highest-Rated Features**
- Competition: 100%
- Computer-Telephony Integration (CTI): 100%
- Concurrent Calling: 100%

**Lowest-Rated Features**
- Badges: 79%
- Video Record: 79%
- Playbook Creation: 80%

**Ownership**
- RingDNA

**HQ Location**
- Los Angeles, CA

**Year Founded**
- 2012

**Employees (Listed On LinkedIn™)**
- 61

**Company Website**
- [www.ringdna.com](http://www.ringdna.com)
ClearSlide has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 75% of users believe it is headed in the right direction, and users said they would be likely to recommend ClearSlide at a rate of 82%. ClearSlide is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Enablement, Sales Engagement.

**Satisfaction Ratings**

- Quality of Support: 81%
- Ease of Use: 85%
- Meets Requirements: 84%
- Ease of Admin: 82%
- Ease of Doing Business With: 80%
- Ease of Setup: 85%

**Top Industries Represented**

- Internet: 78%
- Computer Software: 70%
- Marketing and Advertising: 59%
- Information Technology and Services: 36%
- E-Learning: 14%

**Highest-Rated Features**

- Content Management: 93%
- Email Tracking/Automation: 91%
- Slideshow: 90%

**Lowest-Rated Features**

- SEO: 76%
- Version Control: 76%
- Scheduling: 78%

**Ownership**

Corel Corporation

**HQ Location**

Ottawa, Canada

**Year Founded**

1985

**Employees (Listed On Linkedin™)**

683

**Company Website**

www.corel.com
ConnectAndSell has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 88% of users believe it is headed in the right direction, and users said they would be likely to recommend ConnectAndSell at a rate of 83%. ConnectAndSell is included in the following categories under the Sales Acceleration family of categories: Outbound Call Tracking.

**Satisfaction Ratings**
- Quality of Support: 86%
- Ease of Use: 87%
- Meets Requirements: 89%
- Ease of Admin: 87%
- Ease of Doing Business With: 92%
- Ease of Setup: 83%

**Top Industries Represented**
- Computer Software: 36
- Information Technology and Services: 28
- Transportation/Trucking/Railroad: 8
- Marketing and Advertising: 5
- E-Learning: 3

**Highest-Rated Features**
- Click-to-Call: 89%
- Record Calls: 89%
- Automated Voicemails: 88%

**Lowest-Rated Features**
- Automated Emails: 76%
- Sorts Prospects: 80%
- Information Locator: 83%

**Ownership**
ConnectAndSell

**HQ Location**
Denver, CO

**Year Founded**
2007

**Employees (Listed On LinkedIn™)**
96

**Company Website**
www.connectandsell.com
Bloomfire has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 80% of users believe it is headed in the right direction, and users said they would be likely to recommend Bloomfire at a rate of 87%. Bloomfire is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

**Satisfaction Ratings**

- Quality of Support: 89%
- Ease of Use: 90%
- Meets Requirements: 88%
- Ease of Admin: 88%
- Ease of Doing Business With: 90%
- Ease of Setup: 89%

**Top Industries Represented**

- Internet: 14
- Computer Software: 13
- Marketing and Advertising: 13
- Information Technology and Services: 6
- Telecommunications: 6

**Highest-Rated Features**

- Public vs Private: 95%
- Performance and Reliability: 94%
- Content Creation: 93%

**Lowest-Rated Features**

- Instant Messaging: 60%
- Employee Pulse Surveys: 71%
- Mobility: 73%

**Ownership**

- Bloomfire

**HQ Location**

- Austin, TX

**Year Founded**

- 2010

**Employees (Listed On LinkedIn™)**

- 58

**Company Website**

- www.bloomfire.com
Clearbit has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 83% of users believe it is headed in the right direction, and users said they would be likely to recommend Clearbit at a rate of 88%. Clearbit is included in the following categories under the Sales Acceleration family of categories: Sales Engagement.

**Satisfaction Ratings**

- Quality of Support: 86%
- Ease of Use: 92%
- Meets Requirements: 88%
- Ease of Admin: 93%
- Ease of Doing Business With: 90%
- Ease of Setup: 92%

**Top Industries Represented**

- Computer Software: 26
- Marketing and Advertising: 20
- Information Technology and Services: 17
- Internet: 16
- Telecommunications: 6

**Highest-Rated Features**

- Enterprise Scalability: 98%
- Internationalization: 98%
- Performance and Reliability: 97%

**Lowest-Rated Features**

- Conversions: 76%
- News/People Alerts: 79%
- Mobile Data Integration: 80%

**Ownership**

Clearbit

**HQ Location**

San Francisco, CA

**Year Founded**

2014

**Employees (Listed On LinkedIn)**

97

**Company Website**

clearbit.com
SmartCloud Connect

SmartCloud Connect has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend SmartCloud Connect at a rate of 88%. SmartCloud Connect is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Engagement.

Satisfaction Ratings

- Quality of Support: 86%
- Ease of Use: 87%
- Meets Requirements: 90%
- Ease of Admin: 82%
- Ease of Doing Business With: 91%
- Ease of Setup: 83%

Top Industries Represented

- Computer Software: 13
- Information Technology and Services: 13
- Marketing and Advertising: 13
- Financial Services: 11
- Legal Services: 5

Highest-Rated Features

- CRM Integration: 95%
- Email Tracking/Automation: 93%
- Data Masking: 92%

Lowest-Rated Features

- Breadth of Connectors: 73%
- Data Chunker: 74%
- Templates: 76%

Ownership: Invisible
HQ Location: Mountain View, CA
Year Founded: 2005
Employees (Listed On LinkedIn™): 95
Company Website: www.invisible.io

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Spinify has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 90% of users believe it is headed in the right direction, and users said they would be likely to recommend Spinify at a rate of 88%. Spinify is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

**Satisfaction Ratings**

- Quality of Support: 92%
- Ease of Use: 89%
- Meets Requirements: 90%
- Ease of Admin: 90%
- Ease of Doing Business With: 94%
- Ease of Setup: 91%

**Top Industries Represented**

- Marketing and Advertising: 14
- Financial Services: 11
- Real Estate: 11
- Automotive: 5
- Telecommunications: 5

**Highest-Rated Features**

- CRM Integration: 100%
- Data Import & Export Tools: 98%
- Social Collaboration Integration: 98%

**Lowest-Rated Features**

- Integration: 87%
- Competition Templates: 87%
- Notifications: 87%

**Ownership**
Spinify

**HQ Location**
Phillip ACT, Australia

**Year Founded**
2016

**Employees (Listed On Linkedin™)**
5

**Company Website**
spinify.com
PhoneBurner

PhoneBurner has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 98% of users believe it is headed in the right direction, and users said they would be likely to recommend PhoneBurner at a rate of 93%. PhoneBurner is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking.

**Satisfaction Ratings**

- Quality of Support: 95%
- Ease of Use: 94%
- Meets Requirements: 95%
- Ease of Admin: 91%
- Ease of Doing Business With: 94%
- Ease of Setup: 89%

**Top Industries Represented**

- Financial Services: 8
- Real Estate: 8
- Banking: 4
- Marketing and Advertising: 4
- Information Technology and Services: 3

**Highest-Rated Features**

- Attachment Activity: 100%
- Voice Broadcast: 100%
- Call Recording: 99%

**Lowest-Rated Features**

- API / Integrations: 84%
- Information Locator: 90%
- Sorts Prospects: 90%

**Ownership**

PhoneBurner, Inc.

**HQ Location**

Ladera Ranch, CA

**Year Founded**

2008

**Employees (Listed On LinkedIn™)**

32

**Company Website**

www.phoneburner.com
SalesHood has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend SalesHood at a rate of 90%. SalesHood is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Sales Performance Management, Sales Training and Onboarding.

### Satisfaction Ratings

- **Quality of Support**: 94%
- **Ease of Use**: 86%
- **Meets Requirements**: 89%
- **Ease of Admin**: 84%
- **Ease of Doing Business With**: 93%
- **Ease of Setup**: 88%

### Top Industries Represented

- **Computer Software**: 38
- **Telecommunications**: 8
- **Information Technology and Services**: 7
- **Marketing and Advertising**: 5
- **Internet**: 4

### Highest-Rated Features

- **Leaderboard**: 89%
- **Knowledge Base**: 88%
- **Coaching Materials**: 87%

### Lowest-Rated Features

- **Custom Reports**: 60%
- **Reporting**: 60%
- **Goal Setting**: 61%

---

**Ownership**
SalesHood Inc

**HQ Location**
San Francisco, CA

**Year Founded**
2013

**Employees (Listed On LinkedIn™)**
50

**Company Website**
www.saleshood.com
LevelJump has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 82% of users believe it is headed in the right direction, and users said they would be likely to recommend LevelJump at a rate of 86%. LevelJump is included in the following categories under the Sales Acceleration family of categories: Sales Coaching, Sales Enablement, Sales Performance Management, Sales Training and Onboarding.

### Satisfaction Ratings

- **Satisfaction Ratings**
  - Quality of Support: 92%
  - Ease of Use: 86%
  - Meets Requirements: 89%
  - Ease of Admin: 89%
  - Ease of Doing Business With: 98%
  - Ease of Setup: 90%

### Top Industries Represented

- Computer Software: 43
- Real Estate: 23
- Sports: 17
- Telecommunications: 16
- Marketing and Advertising: 15

### Highest-Rated Features

- Leaderboard: 91%
- Leaderboards: 90%
- Video Record: 90%

### Lowest-Rated Features

- Account-Based Engagement: 81%
- Live Presentation: 81%
- Advanced Search: 82%

### Ownership

- LevelJump Software

### HQ Location

- Toronto, Canada

### Year Founded

- 2014

### Employees (Listed On LinkedIn™)

- 13

### Company Website

- www.leveljumpsoftware.com
Modus has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 88% of users believe it is headed in the right direction, and users said they would be likely to recommend Modus at a rate of 85%. Modus is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

### Satisfaction Ratings

- **Quality of Support**: 90%
- **Ease of Use**: 89%
- **Meets Requirements**: 88%
- **Ease of Admin**: 89%
- **Ease of Doing Business With**: 92%
- **Ease of Setup**: 88%

### Top Industries Represented

- Medical Devices: 24
- Machinery: 10
- Automotive: 7
- Construction: 5
- Biotechnology: 4

### Highest-Rated Features

- **Mobile Presentation**: 90%
- **Live Presentation**: 88%
- **Content Import**: 87%

### Lowest-Rated Features

- **Reporting**: 75%
- **Lead Quality**: 76%
- **Lead Scoring**: 77%

---

Ownership: Modus Engagement

HQ Location: Minneapolis, MN

Year Founded: 2013

Employees (Listed On LinkedIn™): 46

Company Website: gomodus.com
Interseller has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 98% of users believe it is headed in the right direction, and users said they would be likely to recommend Interseller at a rate of 93%. Interseller is included in the following categories under the Sales Acceleration family of categories: Email Marketing, Sales Engagement.

### Satisfaction Ratings

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality of Support</td>
<td>97%</td>
</tr>
<tr>
<td>Ease of Use</td>
<td>97%</td>
</tr>
<tr>
<td>Meets Requirements</td>
<td>95%</td>
</tr>
<tr>
<td>Ease of Admin</td>
<td>96%</td>
</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>97%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>94%</td>
</tr>
</tbody>
</table>

### Top Industries Represented

- Internet: 6
- Computer Software: 5
- Staffing and Recruiting: 5
- Marketing and Advertising: 4
- Education Management: 2

### Highest-Rated Features

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blacklist and Whitelist</td>
<td>100%</td>
</tr>
<tr>
<td>Domain Reputation</td>
<td>100%</td>
</tr>
<tr>
<td>Open Rate</td>
<td>100%</td>
</tr>
</tbody>
</table>

### Lowest-Rated Features

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social Media Integration</td>
<td>71%</td>
</tr>
<tr>
<td>Other Outreach Options</td>
<td>74%</td>
</tr>
<tr>
<td>Task Management</td>
<td>81%</td>
</tr>
</tbody>
</table>

Ownership: Interseller  
HQ Location: Newport Beach, CA  
Year Founded: 1998  
Employees (Listed on LinkedIn™): 3  
Company Website: www.interseller.io
Dooly has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Dooly at a rate of 95%. Dooly is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Sales Engagement.

### Satisfaction Ratings

- **Quality of Support**: 97%
- **Ease of Use**: 96%
- **Meets Requirements**: 95%
- **Ease of Admin**: 70%
- **Ease of Doing Business With**: 98%
- **Ease of Setup**: 99%

### Top Industries Represented

- Computer Software: 26
- Information Technology and Services: 15
- Internet: 13
- Marketing and Advertising: 7
- Construction: 1

### Highest-Rated Features

- Live Presentation: 100%
- Screenshare: 100%
- CRM Integration: 98%

### Lowest-Rated Features

- Mobile: 74%
- Alerts: 80%
- Reporting: 81%

### Ownership

Dooly

### HQ Location

Vancouver, Canada

### Year Founded

2016

### Employees (Listed On LinkedIn™)

13

### Company Website

www.dooly.ai
SalesScreen has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users believe it is headed in the right direction, and users said they would be likely to recommend SalesScreen at a rate of 98%. SalesScreen is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

**Satisfaction Ratings**

- **Quality of Support**: 95%
- **Ease of Use**: 91%
- **Meets Requirements**: 97%
- **Ease of Admin**: 97%
- **Ease of Doing Business With**: 100%
- **Ease of Setup**: 95%

**Top Industries Represented**

- Insurance: 4
- Entertainment: 2
- Health, Wellness and Fitness: 2
- Hospital & Health Care: 2
- Automotive: 1

**Highest-Rated Features**

- Dashboards: 98%
- Badges: 98%
- Integration: 96%

**Lowest-Rated Features**

- Profiles: 90%
- Behavior Monitoring: 90%
- Custom Reports: 90%

**Ownership**

- Dogu AS

**HQ Location**

- Trondheim, Norway

**Year Founded**

- 2011

**Employees (Listed On LinkedIn™)**

- 25

**Company Website**

- [www.dogu.io](http://www.dogu.io)
Consensus has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 83% of users believe it is headed in the right direction, and users said they would be likely to recommend Consensus at a rate of 90%. Consensus is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

**Satisfaction Ratings**

- **Quality of Support**: 87%
- **Ease of Use**: 92%
- **Meets Requirements**: 92%
- **Ease of Admin**: 95%
- **Ease of Doing Business With**: 97%
- **Ease of Setup**: 92%

**Top Industries Represented**

- Computer Software: 10
- Information Technology and Services: 3
- Outsourcing/Offshoring: 3
- Human Resources: 2
- Building Materials: 1

**Highest-Rated Features**

- Screenshare: 95%
- Alerts: 93%
- Content Utilization: 91%

**Lowest-Rated Features**

- Templates: 77%
- Mobile Presentation: 79%
- Content Creation: 81%

**Ownership**

- Consensus

**HQ Location**

- Orem, UT

**Year Founded**

- 2013

**Employees (Listed On LinkedIn™)**

- 40

**Company Website**

- demochimp.com
Ebsta Inbox has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 86% of users believe it is headed in the right direction, and users said they would be likely to recommend Ebsta Inbox at a rate of 92%. Ebsta Inbox is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Enablement, Sales Engagement.
Xvoyant has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Xvoyant at a rate of 98%. Xvoyant is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management, Sales Coaching.

### Satisfaction Ratings

- **Quality of Support**: 99%
- **Ease of Use**: 94%
- **Meets Requirements**: 97%
- **Ease of Admin**: 93%
- **Ease of Doing Business With**: 99%
- **Ease of Setup**: 93%

### Top Industries Represented

- Banking: 9
- Environmental Services: 2
- Events Services: 2
- Marketing and Advertising: 2
- Construction: 1

### Highest-Rated Features

- Coaching Card: 98%
- Scorecard: 97%
- Playbook Creation: 97%

### Lowest-Rated Features

- Coaching Materials: 93%
- Real-Time Updates: 94%
- Leaderboard: 96%
OneMob has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users believe it is headed in the right direction, and users said they would be likely to recommend OneMob at a rate of 95%. OneMob is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

### Satisfaction Ratings

- **Quality of Support**: 95%
- **Ease of Use**: 94%
- **Meets Requirements**: 97%
- **Ease of Admin**: 95%
- **Ease of Doing Business With**: 95%
- **Ease of Setup**: 91%

### Top Industries Represented

- Sports: 7
- Computer Networking: 2
- Computer Software: 2
- Entertainment: 1
- Financial Services: 1

### Highest-Rated Features

- **Content Utilization**: 100%
- **Account-Based Engagement**: 96%
- **Alerts**: 96%

### Lowest-Rated Features

- **Advanced Search**: 83%
- **Reporting**: 88%
- **Content Storage**: 92%

---

Ownership: OneMob

HQ Location: San Francisco, CA

Year Founded: 2014

Employees (Listed on LinkedIn™): 29

Company Website: www.onemob.com
Olono has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Olono at a rate of 98%. Olono is included in the following categories under the Sales Acceleration family of categories: Sales Engagement.

**Satisfaction Ratings**

- Quality of Support: 98%
- Ease of Use: 94%
- Meets Requirements: 95%
- Ease of Admin: 93%
- Ease of Doing Business With: 98%
- Ease of Setup: 91%

**Top Industries Represented**

- Computer Software: 10
- Information Technology and Services: 10
- Accounting: 2
- Computer & Network Security: 2
- Financial Services: 1

**Highest-Rated Features**

- CRM Integration: 99%
- Interactive Dashboards: 98%
- Live Forecasting: 98%

**Lowest-Rated Features**

- Calls and Voice: 88%
- Other Outreach Options: 89%
- Workflow Performance: 90%
Opensense has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Opensense at a rate of 95%. Opensense is included in the following categories under the Sales Acceleration family of categories: Email Tracking.

### Satisfaction Ratings

- **Quality of Support**: 96%
- **Ease of Use**: 86%
- **Meets Requirements**: 98%
- **Ease of Admin**: 90%
- **Ease of Doing Business With**: 96%
- **Ease of Setup**: 83%

### Top Industries Represented

- Computer Software: 6
- Information Technology and Services: 4
- Marketing and Advertising: 2
- Commercial Real Estate: 1
- Environmental Services: 1

### Highest-Rated Features

- Email Platform Integration: 93%
- Email Scheduling: 93%
- Email Categorization: 91%

### Lowest-Rated Features

- Buyer Personas: 71%
- Templates: 76%
- Content Creation Tools: 86%

### Ownership

- **Opensense (formerly SenderGen)**

### HQ Location

- San Francisco, CA

### Year Founded

- 2013

### Employees (Listed On LinkedIn™)

- 21

### Company Website

- www.opensense.com
Komiko has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 89% of users believe it is headed in the right direction, and users said they would be likely to recommend Komiko at a rate of 84%. Komiko is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Email Tracking, Sales Coaching.

**Satisfaction Ratings**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality of Support</td>
<td>91%</td>
</tr>
<tr>
<td>Ease of Use</td>
<td>89%</td>
</tr>
<tr>
<td>Meets Requirements</td>
<td>92%</td>
</tr>
<tr>
<td>Ease of Admin</td>
<td>86%</td>
</tr>
<tr>
<td>Ease of Doing Business With</td>
<td>91%</td>
</tr>
<tr>
<td>Ease of Setup</td>
<td>92%</td>
</tr>
</tbody>
</table>

**Top Industries Represented**

- Computer Software: 21
- Information Technology and Services: 9
- Internet: 5
- Telecommunications: 3
- Financial Services: 2

**Highest-Rated Features**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Search</td>
<td>97%</td>
</tr>
<tr>
<td>Templates</td>
<td>96%</td>
</tr>
<tr>
<td>Leaderboard</td>
<td>94%</td>
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</tbody>
</table>

**Lowest-Rated Features**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Notifications</td>
<td>80%</td>
</tr>
<tr>
<td>Churn Risk</td>
<td>81%</td>
</tr>
<tr>
<td>Custom Triggers</td>
<td>83%</td>
</tr>
</tbody>
</table>

**Additional Information**

- **Ownership**: Komiko
- **HQ Location**: Redmond, WA
- **Year Founded**: 2015
- **Employees (Listed On LinkedIn™)**: 10
- **Company Website**: [www.komiko.com](http://www.komiko.com)
### Additional Data for Sales Acceleration Tools in the Salesforce Ecosystem

The table below highlights implementation and deployment data as indicated in real user reviews on G2.

#### Implementation

<table>
<thead>
<tr>
<th></th>
<th>Deployment</th>
<th>Implementation Time</th>
<th>Implementation Method</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Cloud</td>
<td>On-Premises</td>
<td>Avg. Months to Go Live</td>
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<tr>
<td>Highspot</td>
<td>77%</td>
<td>23%</td>
<td>1.4</td>
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<tr>
<td>Seismic</td>
<td>85%</td>
<td>15%</td>
<td>4.1</td>
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<tr>
<td>Showpad Content</td>
<td>60%</td>
<td>40%</td>
<td>1.9</td>
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<tr>
<td>Guru</td>
<td>84%</td>
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<tr>
<td>Playbooks</td>
<td>56%</td>
<td>44%</td>
<td>1.7</td>
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<td>Yesware</td>
<td>67%</td>
<td>33%</td>
<td>0.4</td>
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<tr>
<td>Nimble</td>
<td>56%</td>
<td>44%</td>
<td>1.4</td>
</tr>
<tr>
<td>Nintex Drawloop DocGen® for Salesforce</td>
<td>76%</td>
<td>24%</td>
<td>1.6</td>
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<tr>
<td>Groove</td>
<td>63%</td>
<td>37%</td>
<td>0.8</td>
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<tr>
<td>Hoopla</td>
<td>67%</td>
<td>33%</td>
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<tr>
<td>Showpad Coach</td>
<td>76%</td>
<td>24%</td>
<td>1.4</td>
</tr>
<tr>
<td>Brainshark</td>
<td>70%</td>
<td>30%</td>
<td>3.3</td>
</tr>
<tr>
<td>Ambition</td>
<td>78%</td>
<td>22%</td>
<td>1.6</td>
</tr>
<tr>
<td>DocSend</td>
<td>72%</td>
<td>28%</td>
<td>N/A</td>
</tr>
<tr>
<td>VanillaSoft</td>
<td>54%</td>
<td>46%</td>
<td>0.7</td>
</tr>
<tr>
<td>Conga Document Generation</td>
<td>83%</td>
<td>17%</td>
<td>1.4</td>
</tr>
<tr>
<td>Lessonly</td>
<td>72%</td>
<td>28%</td>
<td>1.3</td>
</tr>
<tr>
<td>Mediafly</td>
<td>73%</td>
<td>27%</td>
<td>2.8</td>
</tr>
</tbody>
</table>

*(Additional Data for Sales Acceleration Tools in the Salesforce Ecosystem continues on next page)*

*N/A is displayed when fewer than five responses were received for the question or when data is not publicly available.*
**Additional Data** for Sales Acceleration Tools in the Salesforce Ecosystem (continued)

The table below highlights implementation and deployment data as indicated in real user reviews on G2.

### Implementation

<table>
<thead>
<tr>
<th>Tool</th>
<th>Deployment</th>
<th>Implementation Time</th>
<th>Implementation Method</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cloud</td>
<td>On-Premises</td>
<td>Avg. Months to Go Live</td>
</tr>
<tr>
<td>LevelEleven</td>
<td>83%</td>
<td>17%</td>
<td>0.9</td>
</tr>
<tr>
<td>Dialpad Talk</td>
<td>67%</td>
<td>33%</td>
<td>0.9</td>
</tr>
<tr>
<td>ConnectLeader</td>
<td>65%</td>
<td>35%</td>
<td>0.4</td>
</tr>
<tr>
<td>Datahug</td>
<td>84%</td>
<td>16%</td>
<td>0.5</td>
</tr>
<tr>
<td>RingDNA</td>
<td>82%</td>
<td>18%</td>
<td>0.4</td>
</tr>
<tr>
<td>ClearSlide</td>
<td>79%</td>
<td>21%</td>
<td>1.3</td>
</tr>
<tr>
<td>ConnectAndSell</td>
<td>78%</td>
<td>22%</td>
<td>0.7</td>
</tr>
<tr>
<td>Bloomfire</td>
<td>79%</td>
<td>21%</td>
<td>1.2</td>
</tr>
<tr>
<td>Clearbit</td>
<td>62%</td>
<td>38%</td>
<td>0.7</td>
</tr>
<tr>
<td>SmartCloud Connect</td>
<td>74%</td>
<td>26%</td>
<td>1.9</td>
</tr>
<tr>
<td>Spinify</td>
<td>63%</td>
<td>37%</td>
<td>1.9</td>
</tr>
<tr>
<td>PhoneBurner</td>
<td>71%</td>
<td>29%</td>
<td>0.2</td>
</tr>
<tr>
<td>SalesHood</td>
<td>98%</td>
<td>2%</td>
<td>0.8</td>
</tr>
<tr>
<td>LevelJump</td>
<td>83%</td>
<td>17%</td>
<td>1</td>
</tr>
<tr>
<td>Modus</td>
<td>67%</td>
<td>33%</td>
<td>3.1</td>
</tr>
<tr>
<td>Interseller</td>
<td>71%</td>
<td>29%</td>
<td>N/A</td>
</tr>
<tr>
<td>Dooly</td>
<td>100%</td>
<td>0%</td>
<td>N/A</td>
</tr>
<tr>
<td>SalesScreen</td>
<td>60%</td>
<td>40%</td>
<td>0.7</td>
</tr>
</tbody>
</table>

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### Implementation

<table>
<thead>
<tr>
<th></th>
<th>Deployment</th>
<th>Implementation Time</th>
<th>Implementation Method</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cloud</td>
<td>On-Premises</td>
<td>Avg. Months to Go Live</td>
</tr>
<tr>
<td>Consensus</td>
<td>90%</td>
<td>10%</td>
<td>1.4</td>
</tr>
<tr>
<td>Ebsta Inbox</td>
<td>75%</td>
<td>25%</td>
<td>0.6</td>
</tr>
<tr>
<td>Xvoyant</td>
<td>50%</td>
<td>50%</td>
<td>5.6</td>
</tr>
<tr>
<td>OneMob</td>
<td>33%</td>
<td>67%</td>
<td>N/A</td>
</tr>
<tr>
<td>Olono</td>
<td>89%</td>
<td>11%</td>
<td>1.3</td>
</tr>
<tr>
<td>Opensense</td>
<td>64%</td>
<td>36%</td>
<td>1.5</td>
</tr>
<tr>
<td>Komiko</td>
<td>81%</td>
<td>19%</td>
<td>0.6</td>
</tr>
</tbody>
</table>

*N/A is displayed when fewer than five responses were received for the question or when data is not publicly available.*
Grid® Methodology

Grid® Rating Methodology

The Grid® represents the democratic voice of real software users, rather than the subjective opinion of one analyst. G2 rates products from the Sales Acceleration family of categories algorithmically based on data sourced from product reviews shared by G2 users and data aggregated from online sources and social networks.

Technology buyers can use the Grid® to help them quickly select the best products for their businesses and to find peers with similar experiences. For vendors, media, investors, and analysts, the Grid® provides benchmarks for product comparison and market trend analysis.

Grid® Scoring Methodology

G2 rates products and vendors based on reviews gathered from our user community, as well as data aggregated from online sources and social networks. We apply a unique algorithm (v3.0) to this data to calculate the Satisfaction and Market Presence scores in real time. The Grid® Report for Sales Acceleration Tools in the Salesforce Ecosystem | Fall 2019 is based on scores calculated using the G2 algorithm v3.0 from reviews collected through September 04, 2019. The report represents an aggregate of scores received for each product across all Sales Acceleration subcategories in which they appear. To learn more about the categories in this space, please visit the Sales Acceleration page.

Only sales acceleration products which offer an app in the Salesforce AppExchange have been included in this report.

Satisfaction

The Satisfaction rating is affected by the following:

- Customer satisfaction with end user-focused product attributes based on user reviews
- Popularity and statistical significance based on the number of reviews received by G2
- Quality of reviews received (reviews that are more thoroughly completed will be weighted more heavily)
- Age of reviews (more-recent reviews provide relevant and up-to-date information that is reflective of the current state of a product)
- Customers’ satisfaction with administration-specific product attributes based on user reviews
- Overall customer satisfaction and Net Promoter Score® (NPS) based on ratings by G2 users

Note: Each product’s Satisfaction score is calculated as the weighted average of their category-specific scores and weighted review counts.

(Grid® Methodology continues on next page)

**Net Promoter, Net Promoter System, Net Promoter Score, NPS and the NPS-related emoticons are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.
Grid® Methodology (continued)

Market Presence

The Market Presence score is affected by the following:

- Market presence is a combination of 15 metrics from G2’s reviews, publicly available information, and third-party sources
- Both the software vendors and the individual products are measured on various criteria. The criteria are listed in order of importance. Products metric receive greater weight than vendor metrics

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Measured For</th>
<th>Metrics</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Product</td>
<td></td>
</tr>
<tr>
<td>Number of Employees</td>
<td>√</td>
<td>Employee Count (based on social networks and public sources)</td>
</tr>
<tr>
<td>Reviews</td>
<td>√</td>
<td>Review Count (weighted by recency)</td>
</tr>
<tr>
<td>Web Presence</td>
<td>√</td>
<td></td>
</tr>
<tr>
<td>Social Presence</td>
<td>√</td>
<td></td>
</tr>
<tr>
<td>Growth</td>
<td>√</td>
<td>Employee Growth, Web Presence Growth</td>
</tr>
<tr>
<td>Vendor Age</td>
<td>√</td>
<td></td>
</tr>
<tr>
<td>Employee Satisfaction and Engagement</td>
<td>√</td>
<td></td>
</tr>
</tbody>
</table>

- Each input is normalized by category and segment. This means that scores are relative to other products in the category/segment and may change from segment to segment
- The scores are then scaled from 0-100

Grid® Categorization Methodology

Making G2 research relevant and easy for people to use as they evaluate and select business software products is one of our most important goals. In support of that goal, organizing products and software companies in a well-defined structure that makes capturing, evaluating, and displaying reviews and other research in an orderly manner is a critical part of the research process.

To manage the process of categorizing the software products and the related reviews in the G2 community, G2 follows a publicly available categorization methodology. All products appearing on the Grid® have passed through G2’s categorization methodology and meet G2’s category standards.

Many terms that appear regularly across G2 and are used to aid in product categorization warrant a definition to facilitate buyer understanding. These terms may be included within reviews from the G2 community or in executive summaries for products included on the Grid®. A list of standard definitions is available to G2 users to eliminate confusion and ease the buying process.
Grid® Methodology (continued)

Rating Changes and Dynamics
The ratings in this report are based on a snapshot of the user reviews and social data collected by G2 up through September 04, 2019. The ratings may change as the products are further developed, the vendors grow, and as additional opinions are shared by users. G2 updates the ratings on its website in real time as additional data is received, and this report will be updated as significant data is received. By improving their products and support and/or by having more satisfied customer voices heard, Contenders may become Leaders and Niche vendors may become High Performers.

Trust
Keeping our ratings unbiased is our top priority. We require the use of a LinkedIn account or verified business email address to validate a G2 user’s identity and employer. We also validate users by partnering with vendors and organizations to securely authenticate users through select platforms. We do not allow users to review their current or former employers’ products, or those of their employers’ competitors. Additionally, all reviews are manually checked by our team after our algorithm filters out reviews that don’t meet our submission requirements. All reviews must pass our moderation process before they are published.

Our G2 staff does not add any subjective input to the ratings, which are determined algorithmically based on data aggregated from publicly available online sources and social networks. Vendors cannot influence their ratings by spending time or money with us. Only the opinion of real users and data from public sources factor into the ratings.

Grid® Inclusion Criteria
The Sales Acceleration Grid® combines products from all of its subcategories into a single report. The report features products from any subcategory of Sales Acceleration with at least 10 reviews from real users of the product. Inviting other users, such as colleagues and peers, to join G2 and share authentic product reviews will accelerate this process.

If a product is not yet listed on G2 and it fits the market definition of one of the subcategories, then users are encouraged to suggest its addition to one of the subcategories of Sales Acceleration category.

Product Profiles
Product profiles and detailed charts are included for Leaders and High Performers.