

LeanData & Slack Integration

Accelerate response times with instant and automatic notifications

Challenge

Go-to-market teams often don't know they have been assigned a new lead, contact, account, opportunity or case until it is too late. This can negatively impact not only time-to-first touch, conversion rates, and SLA agreements, but also revenue and the customer experience.

Solution

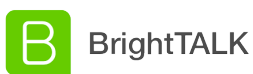
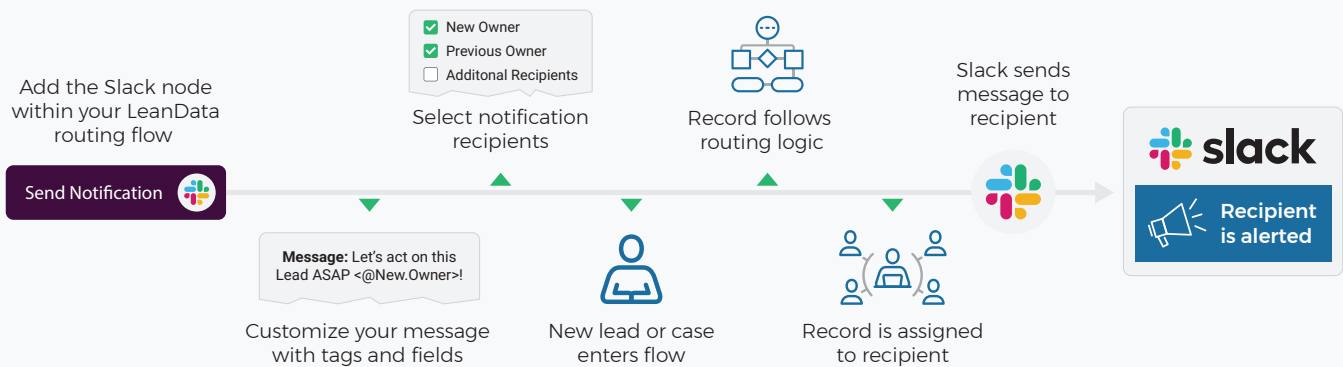
LeanData's integration with Slack provides the ability to automate push notifications that rapidly alert team members any time a record is assigned to them. By providing teams with access to another communication channel besides email to receive updates, individuals can respond faster. This results in faster time-to-revenue, stronger cross-functional relationships, and an improved customer experience.

Key Benefits

- Increase response times & conversion rates
- Achieve SLA targets
- Build stronger cross-functional relationships
- Grow revenue faster
- Improve the customer experience

How It Works

FlowBuilder, LeanData's visual routing tool, makes it easy to specify who and when someone should be notified via Slack as well as what message should be delivered at any point during the routing process.



“Having one place to see all of our inbound lead requests and all of our hand raises, each in a separate Slack channel en masse, has been very exciting.”

Tanya Dracolakis, Senior Marketing & Sales Operations Manager

Get Started Today

To learn more about how to optimize response times using instant notifications, visit us at leandata.com/contact-us

About Slack

Slack has transformed business communication. It's the leading channel-based messaging platform, used by millions to align their teams, unify their systems, and drive their businesses forward. Only Slack offers a secure, enterprise-grade environment that can scale with the largest companies in the world. It is a new layer of the business technology stack where people can work together more effectively, connect all their other software tools and services, and find the information they need to do their best work. Slack is where work happens.

Why LeanData?

Built upon the best-in-class matching technology, LeanData is the most simple, accurate, and actionable engagement analytics tool in the market.

LeanData provides the market's first Revenue Operations platform for accelerating revenue and growth in B2B. Standing at the center of Salesforce CRM, LeanData's family of solutions orchestrate and automate the go-to-market process to help revenue teams close more deals and drive more revenue, faster. Visit [leaddata.com](https://www.leaddata.com) to learn more about LeanData's revenue operations solutions for Lead-to-Account Matching, Routing, Engagement and Marketing Attribution. Or visit us on AppExchange.