LeanData & Microsoft Teams Integration

Accelerate response times with instant and automatic notifications

Challenge

Quick response times are crucial for revenue generation and compelling customer experiences. However, with the many tasks revenue teams manage on a daily basis, it's easy to miss new leads, accounts and other records that require timely follow up. This not only disrupts time to first touch, but also negatively impacts conversion rates, SLA agreements and the buyer experience.

Solution

LeanData's integration with Microsoft Teams provides the ability to automate instant notifications that rapidly alert team members any time a record is assigned to them. Notifications can also be customized with relevant information to guide your reps' next best action. The result? Faster time-to-revenue, greater SLA compliance and an improved buying experience.

How It Works

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

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 800 customers and community of 5,000+ OpsStars worldwide, empowering them with revenue operations excellence that translates into compelling buyer experiences and competitive advantage. Join the movement!