



SaaS Company

Doubled meeting booking rate and saved 15+ hours per week per SDR.

Horlio transformed our sales process. We're saving 15+ hours per SDR a week and our meeting booking rate has doubled. It's the highest ROI tool in our tech stack, period.

— Alex B., VP of Sales, SaaS Company

The Challenge:

Our highly-paid SDR team was spending over 70% of their time on low-value, manual prospecting with poor results. Cold outreach on LinkedIn was yielding low acceptance rates, and our pipeline growth was slow and unpredictable.

The Horlio Solution:

We deployed Horlio's AI Agent across our SDR team. The Agent completely automated the top-of-funnel: sourcing leads with Smart Search, prioritizing them with AI Lead Scoring, and warming them up with the "Comment-First" strategy. This freed up our SDRs to focus exclusively on handling the high-intent conversations Horlio generated.



+300%

MEETINGS BOOKED



70%

ACCEPTANCE RATE



-15 hrs/wk

MANUAL WORK