

2019 SPRING

CUSTOMER SUCCESS REPORT



CALL TRACKING & ANALYTICS SOFTWARE CATEGORY



An aerial photograph of a city skyline at night, featuring numerous skyscrapers with illuminated windows. A semi-transparent white rectangular box is overlaid on the left side of the image, containing the title and two paragraphs of text. The city lights create a warm, golden glow against the dark sky.

CALL TRACKING & ANALYTICS SOFTWARE OVERVIEW

Call tracking & analytics software traces inbound telephone calls to their sources. Organizations can produce different 1-800 and local numbers for their pay-per-click keywords and campaigns, website locations, and ads, to track the sources that are providing the most calls. In addition, these software solutions present advanced interactive voice response and call routing features to qualify prospects and deliver granular reporting.

With call analytics software, you can manage and measure the inbound telephone channel, which includes landline and mobile phones. The system delegates call tracking numbers to help you measure, analyze, monitor, and report the caller's data. In addition, the software offers features that attribute, route, record, and track inbound calls.

Customer Success Report Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings. The overall Customer Success ranking is a weighted average based on 3 parts:

Content Score is affected by:

1. Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
2. Customer reference rating score
3. Year-over-year change in amount of customer references on FeaturedCustomers platform
4. Total # of profile views on FeaturedCustomers platform
5. Total # of customer reference views on FeaturedCustomers platform

Market Presence Score is affected by:

1. Social media followers including LinkedIn, Twitter, & Facebook
2. Vendor momentum based on web traffic and search trends
3. Organic SEO key term rankings
4. Company presence including # of press mentions

Company Score is affected by:

1. Total # of employees (based on social media and public resources)
2. Year-over-year change in # of employees over past 12 months
3. Glassdoor ranking
4. Venture capital raised

Customer Success Report Award Levels



Market Leader

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



Top Performer

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.



Rising Star

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.



2019 Customer Success Awards

Check out this list of the highest rated Call Tracking & Analytics Software software based on the FeaturedCustomers Customer Success Report.



CallRail

dialogtech

INVOKA

Marchex

Velocify



CallFire

CallSource

CallTrackingMetrics

convirza

Infinity

response tap

ringDNA

Ringostat



ActiveDEMAND

CALLCAP

freespee
the conversation cloud

mediahawk



ActiveDEMAND

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clearmotive



kw | KruegerWright

ABOUT ACTIVEDEMAND

ActiveDEMAND is an integrated marketing platform built for digital marketing agencies to help them easily create, execute, and track the performance of marketing campaigns for their clients. Digital agencies establish a competitive advantage by delivering and demonstrating real value to clients. As a scalable solution, small and large companies appreciate the flexibility of the ActiveDEMAND platform to accommodate each of their clients and easily scale as the business grows. ActiveDEMAND focuses on marketing automation specifically for digital marketing agencies and has seen client growth of 30-50% for each of the past 3 years.

37

Customer references from
happy ActiveDEMAND users

[VIEW ALL REFERENCES](#)

"The fact that we're able to actually track the performance of marketing initiatives and know what is working and what isn't is extremely valuable. Our demand generation budget isn't just going into a black hole, rather we can see how we have invested in a marketing infrastructure to grow our business."

Beverley Meehan
Chief Financial Officer, CETA

"If I had to say anything, it'd be that we've been thrilled with the service levels; that was an unexpected feature. We had a big snafu and you guys jumped all over it. You really won our loyalty that day. You guys have always gone the extra mile to help us out."

Tim Harms
Managing Director, Enliven

"I was impressed by the product capability and the customer service to explain it. I wish I had more time to learn from these guys they are leaders in this industry."

Jon J.
Entrepreneur, Max International

"It's a one-stop shop for all your marketing automation needs. I have not found any other platform that has all of the features that ActiveDemand does at the price they offer."

Andy Z.
Director of Inbound Marketing, Krueger Wright



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Aegis Living

Aptora®

HVAC
GROWTH STRATEGIES



ABOUT CALLCAP

Callcap is a Call Tracking and Monitoring solution for companies looking to improve ROI, marketing effectiveness and staff performance. Their suite of products help their clients decrease their costs, train their employees, and measure new marketing ventures immediately with the use of call tracking phone numbers and recorded call evaluation services

15

Customer references from
happy Callcap users

[VIEW ALL REFERENCES](#)

“Callcap’s Broadcast Text Messaging product is working so well to help fill our appointment calendar. It’s better than we ever imagined, allowing us to maximize our potential revenue!”

Courtney Wilkinson

VP of Administrative Operations, Minuteman Heating & Air

“I now have peace of mind knowing Callcap is providing visibility into our community! I can track all phone calls generated by marketing efforts and know how to improve our staff performance. This data immensely benefits our bottom line!”

Aegis Living

“Callcap comes in handy for me on an everyday basis. I love how I can record conversations to revert back to later on in time. That aspect can really help drive sales. From a management perspective, you can hear your employees conversations to ensure quality.”

Micro Quality Calibration, Inc.

“Being a lean company, it’s difficult for us to afford a system that will allow us to review and monitor calls. But since customers are our lifeblood, it’s important to make sure we are taking care of them best as we can. Callcap let’s us do that while at the same time letting me focus on growing the business.”

RedCat Racing
Redcat Racing



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ABOUT CALLFIRE

CallFire provides a reliable, enterprise-grade VoIP platform that powers voice broadcasts, call centers, call tracking, and text messaging campaigns. With a staff of 15 employees, CallFire has over 30,000 customers including political groups, non-profits, insurance agents, small business owners, and marketers. Headquartered in Santa Monica, CA, CallFire is dedicated to providing high-availability systems, intuitive user interfaces, furious developer support, and unparalleled customer care in order to transform how companies do business.

107

Customer references from
happy CallFire users

[VIEW ALL REFERENCES](#)

“We target contractors to invite them to work with our company, CallFire makes calling and contacting ‘live’ people swift and easy. I can usually get other tasks done between contacts which could never happen if I had to dial manually. It’s like having a secretary doing the redundant work for me.”

Scott Wilcoxon

Director of Affiliate Development, Clean Energy Group Alliance (CEGA)

“We like the fact that CallFire is always updating and improving to help us. We’ve never had any complaints.”

Chad Scheidecker

Information Systems Manager, Hallsdale-Powell Utility District

“For more than two years, Strategic Reflections has been enjoying the freedom, efficiency and affordability that CallFire’s Voice Broadcast solution provides.”

Jeremie Roberts

Strategic Reflections, Strategic Reflections Inc.

“I was able to teach other staff members how to use the system with a focus on controlling the speed of the dialers, We no longer have to manage the outbound calls because everything is automatic with CallFire. We can now use those resources to better assist our members.”

Lisa Hayes

Manager of member services, In-Shape Health Club



CallRail

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ABOUT CALLRAIL

CallRail provides call tracking and analytics to more than 100,000 companies and marketing agencies globally. CallRail's intuitive software helps data-driven marketers optimize the performance of their advertising campaigns, increase sales effectiveness, and improve customer retention.

122

Customer references from
happy CallRail users

[VIEW ALL REFERENCES](#)



"Without CallRail, it would make it very difficult for us to prove that our marketing campaigns have been successful. Using CallRail and click-to-call we've been able to increase birthday party and group event sales and prove that it's working, we wouldn't have locations feel confidence in spending more on ads without call analytics."

James Lindsay
CEO, SocialON



"That means using platforms like CallRail to drive results. As they allow for the kind of insights and engagement that traditionally a client would only receive from larger national or regional marketing firms. That type of agency has largely ignored our target client as their budgets are well below the minimum spend required by large agencies."

Scott Freeborn
Co-Founder, FreeGren



"CallRail helps us better understand our products, our customer interactions and what's happening through our call center. Through that visibility, we can significantly boost the performance of every advertising dollar, while recapturing previously wasted spend to put back into our business."

David Gallmeier
Marketing and Development, Supply.com



"We've tried using just about every call tracking software out there, and for us there's no competition: CallRail has been the most reliable. There's nothing else out there that has the simplicity and reliability of CallRail."

Adam Walters
Digital Marketing Manager, Dignile



CallSource®

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COVINA VALLEY
KIA



ABOUT CALLSOURCE

CallSource, the originator of call tracking systems and services, ignited an industry with its founding in 1991. The company's wide variety of innovations and award-winning solutions continue to redefine the future of call tracking while paving new ways for businesses to recapture sales opportunities.

15

Customer references from
happy CallSource users

[VIEW ALL REFERENCES](#)

"This (Call Coaching) helps shed light on those areas of opportunity for development. Also, it helps fix the problem and save time down the road versus ignoring the problem and things are going to take more time."

Shannon Woolson
Call Center Manager, We Care Plumbing, Heating Air and Solar

"I would recommend CallSource to people who are dedicated to continuous improvement. We can spend lots of money generating leads, however, improving management of incoming leads is crucial. CallSource helps you to improve, teach, train and maximize productivity and profitability using your own incoming traffic."

Kendra Ochal
Executive Assistant, West Herr Automotive Group

"I would recommend CallSource to people who need to accurately measure marketing campaigns and employee performance. If your business depends on new customers calling your business and you spend \$100 or more to get a new customer, I think you would be foolish not to use CallSource."

Adrienne Cooper
Marketing Manager, Indiana Hearing Aid Company

"CallSource has helped us track specific marketing efforts, giving us a better negotiating position with various media outlets when it comes to setting prices for time and space."

Phil Clement
President, Daniels Energy



CallTrackingMetrics

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10Xfive™

advision

callbox

COMPOUND

DIGITALREACH

ABOUT CALLTRACKINGMETRICS

CallTrackingMetrics is the only digital platform that uses call tracking intelligence to inform contact center automation resulting in a more personalized customer experience across the lifecycle. Discover which marketing campaigns are generating leads and conversions, and use that data to automate call flows and power your contact center. More than 30,000 customers around the globe trust CallTrackingMetrics to manage communications for their marketing, sales, and service teams.

35

Customer references from happy
CallTrackingMetrics users

[VIEW ALL REFERENCES](#)

“I didn’t come from a technical background, but I found the whole process of purchasing and assigning tracking numbers to be comprehensive and straightforward. These tracking numbers can be set up and activated in a matter of minutes.”

Delphin Thebaud
Manager, Gutter Helmet

“We’ve been able to attribute a conversion rate close to 85% in terms of booking appointments — far above the industry average of 50% and below.”

Jon Ostenson
Co-Founder and Chief Executive Officer, 10Xfive

“Since CTM has so much to offer, my main advice would be to implement their features one-at-a-time. We entered the platform by porting in phone numbers only. Today, we are tracking our phone calls, sourcing phone calls, sending and receiving texts, and much more, all with CTM.”

Sami Badra
Marketing and Call Center Manager, Long Fence and Home

“Using CallTrackingMetrics has allowed our team to better optimize our campaigns to improve Return on Ad Spend and appeal better to our client’s needs. The setup is seamless and the integration with Google Analytics makes CTM an easy choice as our preferred Call and Phone Conversion Tracking Solution.”

Kenny Eisinger
Net Conversion



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ABOUT CONVIRZA

Convirza finds ingenious ways to use customer conversations to deliver remarkable business results. To address the growing demand for intelligence from phone interactions, Convirza's call analytics and automation platforms help sales, marketing and customer service analyze and act on calls to generate more revenue and improve customer experience.

22

Customer references from
happy Convirza users

[VIEW ALL REFERENCES](#)



"Convirza has streamlined and simplified our whole process. Our old call tracking company required quite a bit of time. We had to go to 5 or 6 different reports to get the data we needed, but now I've got them all right on one screen and I can track trends one way or another."

Jon Campbell
Doctor of Dental Surgery, Legacy Dental



"Convirza is extremely slick and easy-to-implement. To be frank, it is significantly better than any other call analytics solution on the market."

Justin Townsend
Owner and Chief Executive Officer, Navolutions



"The data is just amazing. We're excited about this data and look forward to leveraging it in different ways to continue to grow our revenue and customer loyalty."

Andrea Young
Marketing Manager, Wheeler Caterpillar Co.



"Convirza is revolutionizing marketing analytics and automation for search. This is data no one else provides anywhere."

Mike Layton
President, Stochastic Marketing, Stochastic Marketing



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Batteries + Bulbs



facebook

Google



ABOUT DIALOGTECH

Powered by AI, DialogTech attributes and analyzes consumer calls, showing agencies and enterprise marketers exactly how these conversations impact the customer journey. DialogTech provides the actionable data needed to generate more calls at a lower cost, understand what is being said on calls with your customer, personalize call experiences, and drive revenue.

122

Customer references from
happy DialogTech users

[VIEW ALL REFERENCES](#)

"Call tracking data from DialogTech gives Blue Fountain Media a competitive edge, DialogTech's call analytics and automation technology directly impact our search marketing campaigns and enables us to drive revenue growth for our clients."

Dan Morosi
Senior Marketing Specialist, Blue Fountain Media

"Insights from DialogTech have helped us reduce cost per acquisition (CPA) by 15%, which has been amazing. DialogTech has paid for itself several times over in CPA savings."

Kevin Budzynski
CMO, Monroe Engineering

"We chose DialogTech due to their flexibility and their programming expertise. They have helped us integrate our systems, streamline processes, and automate all of our call delivery."

Tim O'Neal
President and CEO, Dealer Product Services (DPS)

"We've reduced unanswered calls by 40% and increased caller-to-patient conversions rates. It's been amazing."

Nic Peterson
Vice President of Growth and Marketing, Action Urgent Care



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ABOUT FREESPEE

Freespee offers a cloud communication platform that makes marketing, sales and service teams better at what they do. The company powers millions of conversations and has become an integral tool for companies worldwide to better understand and bespoke consumer journeys and accelerate sales conversion. At Freespee they believe that every consumer deserves a personalised and fulfilling conversational experience. They do this by bridging the gap between a consumer's digital journey and the conversation through contextual data. Their platform enables best in class call tracking, unified communication tools, predictive call routing and automated sales and CRM workflows. With Freespee, you can track prospects from a campaign to the final sale.

17

Customer references from
happy Freespee users

[VIEW ALL REFERENCES](#)

"After implementing Freespee we have gained deeper insights in our digital customer journey and a much better understanding of which part of our digital budget actually drives leads. Those insights have brought us to the next level in terms of digital marketing maturity."

Anders Sjöberg
Head of Marketing and Communication, Anticimex Group

"Thanks to Freespee we are able to think beyond what we thought was possible. They have helped us with segmenting and routing callers along their omnichannel journey and help to build strategies that go beyond what we used to do."

Aline Ducret
Marketing Director, Club Med

"By integrating with Freespee we've been able to turn around and qualify what value we're offering back to our dealers."

Vik Barodia
Head of Motors, eBay

"Freespee is truly sensational, It's so cool to have a tool that finally lets me measure and adjust my marketing spend – take real action based on data, instead of relying on gut-feel."

Christopher Häggström
Online Marketing Manager, Euromaster



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ABOUT INFINITY TRACKING

Infinity is the leading call intelligence platform. Providing transformational business tools to gain intelligence from every conversation with prospects and customers. To drive more sales, optimise marketing and streamline operations. Incorporating the most advanced Universal Analytics integration available, Infinity will send phone call data into Google Analytics as well as custom dimensions about the call, such as call length, call rating or your own custom dimensions passed through from your website. If you want to know what a caller is interested in when you answer the phone, the 'Infinity Caller Insight App' makes this possible by providing real time information about incoming callers.

64

Customer references from
happy Infinity Tracking users

[VIEW ALL REFERENCES](#)

"This is an excellent product, really adding insight into campaigns. It can be slightly complicated to set up but thankfully there is an excellent support team on hand to help your integration. They are friendly and always respond very quickly."

Liam McNeillis
Digital Production Manager, BPP University

"Infinity truly is the best platform out there today. I really like the user friendly dashboards and navigation, the ease of setting up new campaigns and great customer support."

Sheri Pasqual
Founder & CEO, Strategy Media

"The real stand out and key difference is the customer support team - we have a dedicated support representative that has given great support and understanding and has enabled us to maintain and meet our nimble and flexible requirements."

Joe Bloomfield
Paid Digital, Data & Analytics Manager, HomeServe

"Infinity has totally changed our strategy. By identifying what PPC clicks have led to calls, our attribution model makes it clear what's working and driving customers. As a result, our conversion rate has notably improved, pushing down our cost-per-conversion. We didn't know how badly we needed Infinity until we saw how much we were missing, and the..."

Stephen Stone
Technical Solutions Architect, Internet Gardener



INVOCA[®]

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ABOUT INVOCA

Invoca is an AI-powered call tracking and analytics platform that helps marketers get campaign attribution and actionable data from inbound phone calls. Invoca delivers real-time call analytics to help marketers take informed actions based on data generated before and during a phone conversation. As a result, marketers can dramatically improve ROI by driving more revenue-generating calls, increasing conversion rates, personalizing the customer journey, and running more efficient campaigns. Invoca's platform integrates with Google Marketing Platform, Facebook, Adobe Experience Cloud, and Salesforce Sales and Marketing Clouds.

105

Customer references from
happy Invoca users

[VIEW ALL REFERENCES](#)

"With Invoca we've transformed an online conversion experience with a throughput of less than 5% into a phone call that closes in the high 60% range."

Russell Bangert
Director of Digital Marketing, Dish

"We are able to identify exactly which paid keywords are driving inbound calls to our business."

Dan Williams
Chief Revenue Officer, 3 Day Blinds

"Implementing Invoca at University Hospitals was one of the biggest wins of our department in 2018, and it gave us the data needed to significantly improve performance."

Matthew Eaves
Vice President of Digital Marketing, University Hospitals

"Since getting involved with Invoca, our call volume has grown about 650%, which I actually can't believe. And more importantly, our revenue has grown about tenfold, so about 1,000%."

Neil Rubin
Vice President, Rank Media



Marchex®

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ABOUT MARCHEX

Marchex knows that your best customers are calling. From simple call tracking to omnichannel call attribution across search, social, and display, Marchex lets marketing teams stop the guess work, connecting online-to-offline data to better understand what drives a customer to convert. With keyword-level call tracking, marketers can improve the ROI from click-to-call advertising, and Marchex integrates with leading analytics and advertising platforms. Marchex is also the provider of award-winning speech analytics technology, using conversational A.I. to understand the nuances of customer calls and create the most outstanding customer experience possible.

48

Customer references from
happy Marchex users

[VIEW ALL REFERENCES](#)



"Marchex allows us to reach new mobile advertising channels with phone calls that actually convert. We've seen a 14:1 return on ad spend with Marchex."

InterContinental Hotels Group (IHG)



"I look at the relationship that we have with Marchex as an example of what a strategic partnership should be. It's collaborative. It's responsive. It's all the things I want to have in a partnership."

Chuck Tilton

Director, Agency & Partner Operations, CDK Global



"When General Motors rolled out Marchex Speech Analytics, we were amazed at the insights it provided. We are using this product every day to better understand our sales agent behaviors and to improve our customers' buying experience."

Jim Bechtell

VP & GM, Suburban Buick GMC



"With Marchex Speech Analytics, we can leverage the agent script tracking report to measure every call to understand what calls were getting handled correctly. We get actionable data that helps us train stores and agents to optimize sales performance and this is improving our bottom line. Only Marchex can economically measure every incoming call at the..."

Mo Khalid

VP of Operations, Meineke Car Care Centers



mediahawk

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bamboo nine

BARCHESTER
Celebrating life

creditfix
helping you deal with debt

F&C
Investments

LIGHTHOUSE

ABOUT MEDIAHAWK

Mediahawk call tracking provides the clarity and insight necessary to advertise in the right places, increasing your ROI as a direct result. Their solution supports multi-channel marketing activity with products that enable you to pinpoint your highest performing advertising campaigns.

23

Customer references from
happy Mediahawk users

[VIEW ALL REFERENCES](#)

"For one client, when we started using Mediahawk, we were able to generate five times as many calls - without increasing ad spend. You can imagine how happy the client was!"

Justin Deaville
Managing Director, Receptional

"Before using Mediahawk I couldn't understand how our incoming calls were being dealt with. Now we can train our staff more effectively where needed. We can also track to see what response our marketing efforts are getting so we can cut things that don't work and do more of what does."

Owner
Adrian Mullish

"Since using Mediahawk, we have had a 98% retention rate due to the ability to prove that we as an agency generate incoming calls (leads) for our clients. We're able to tell clients that we use a call tracking provider with software that can tell you which keywords are definitely driving calls."

Chris Rivera
Campaign Director, Bamboo Nine

"The easy to use dashboard and superior customer service of Mediahawk made them the clear choice for us we are loving the insights."

Matthew Jackson
Digital Marketing Manager, Stowe Family Law



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ABOUT RESPONSETAP

ResponseTap came about over a few beers in a university bar, and a conversation between Ross and Richard about the disconnect between online and offline customer journeys. Within two years, they had launched their campaign level tracking project, the first in Europe to be integrated with Google Analytics. Two years later and visitor level tracking was live, the business had 100 customers and ResponseTap had joined the Telegraph's Tech Start-Up 100 most promising technology start-ups in Europe. Today, having raised £4m in funding, the business has 80 staff, 50 new customers every month, offices in London, Manchester and Atlanta, and billions of web visits, phone calls and associated transactions processed every day.

39

Customer references from
happy ResponseTap users

[VIEW ALL REFERENCES](#)

"Since implementing ResponseTap, we've noticed a significant increase in the number of relevant leads coming through to the sales desk. As a result, conversion has become a much quicker and easier process as well as more frequent."

Dannielle Harris
Business Development, AlldayPA

"ResponseTap's data has been invaluable in the development of our search strategy for Florida4less and enabled us to make smarter decisions about where to place our efforts for maximum Return on Investment."

Martin Woods
SEO Manager, Blueclaw

"Using ResponseTap's data, we've been able to make that vital link between paid-search keywords and phone calls which has really taken our digital marketing strategy to the next level. We are now able to make much smarter decisions about campaigns and where to focus our efforts to get the maximum ROI."

Marcus Evangelou
Digital Marketing Development Manager, Aviva

"ResponseTap has been fundamental to our marketing success over the past 2 years. The visibility we have of how patients find and engage with us has changed the way we market and significantly improved our overall marketing performance."

Marisel Chavez
Director of Marketing, Mount Sinai Medical Center



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ABOUT RINGDNA

RingDNA maximizes sales performance for inside sales teams by transforming one of the most important and yet most neglected technologies - the phone. - Outbound sales teams make more calls to the best leads. - Inbound sales teams optimize incoming call conversions. - Marketers discover which campaigns drive the most valuable calls. RingDNA is the only inside sales & marketing platform made 100% for Salesforce customers by Salesforce experts, providing the industry's best and easiest CRM integration.

40

Customer references from
happy RingDNA users

[VIEW ALL REFERENCES](#)

"RingDNA's Salesforce integration exceeded other products we looked at. We can see not only which marketing efforts are driving the most calls, but also the calls that result in the most revenue."

David Hines
Director of Operations, Rapid Screenings Center

"RingDNA is essential to our sales and marketing engine, speeding our sales cycles and giving marketing visibility into the investments that deliver ROI."

Andrea Massey
Senior Vice President, RealPage

"We gain insight into which marketing efforts are working to get the most inbound calls, helping us ensure no leads fall through the cracks. RingDNA helps us generate more sales and revenue."

Neel Dhingra
Mortgage Banker, All Western Mortgage

"RingDNA's extraordinary sales coaching tools have been integral to our new rep training program."

Evan Hanson
VP Sales, iCracked



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ABOUT RINGOSTAT

Ringostat is a call analytics service. It helps to determine the effectiveness of advertising channels and control the quality of a sales department's work. Ringostat is an official application in Google Analytics Apps Gallery. It integrates with web analytics services (Google Analytics, Owox BI, Kissmetrics etc.), CRM-systems and other tools. Thanks to the API and webhooks, it's easy to integrate Ringostat with any other platform.

26

Customer references from happy Ringostat users

[VIEW ALL REFERENCES](#)

"Without call tracking, we couldn't evaluate the impact of advertising on lead acquisition. For example, in some regions, people preferred to call instead of leaving their contacts on the website. If we wouldn't know about phone conversions, we could disable some regions and reduce the client's sales."

Artem Lazarev
PPC Expert, Promo

"Ringostat is cool! It has dynamic number insertion, a callback widget, detailed call statistics. Even if you miss the call you won't lose the customer, because you can call him back, and even know which ad campaign or keyword brought the customer to your website. In general, you get a solid understanding of the performance of each ad channel. I..."

Zarina Shaymahanova
Marketing Specialist, DIGIS AV

"All of the telephone system in company is based on Ringostat. Automation of telephone processes, statistics collection, complete accounting data, quick access to all necessary information - is the foundation of established business processes. Process for telephony we use Ringostat and we are very happy for that!"

Alexander Beznosenko
CCO, Netpeak

"I can readily recommend this service. After a month of use, we filtered the sources of referrals to our site and stopped paying the low-conversion ones."

Praktiker



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ABOUT VELOCIFY

Velocify is a market-leading provider of cloud-based intelligent sales software, designed for high-velocity sales environments. Velocify helps sales teams keep pace with the speed of opportunity and increase revenue by driving rapid lead response, increased selling discipline, improved productivity, and actionable selling insights. The company has helped more than 1,500 companies across a variety of industries improve customer acquisition practices and sales performance. Velocify was recently recognized as one of the fastest growing companies in North America by Deloitte and a Best Place to Work by the Los Angeles Business Journal.

111

Customer references from
happy Velocify users

[VIEW ALL REFERENCES](#)

"With Velocify my agents can effectively manage prospects from inquiry-to-quote- to-close. Velocify puts the focus back on selling by taking the guesswork out of sales process and follow-up."

Ryan McClintock
Co-Founder and CEO, Kanopy Insurance

"Velocify helps us keep prospective students well-informed on the recruiting process, which helps us to enroll the right students for our school."

Jennifer Van
Senior admissions advisor, Tricoci University

"We've increased the ROI on many of our lead sources by identifying leads that had less follow-up and remarketing to them."

Brigitte Marshall
Director of Marketing, LSI Mortgage

"The company now closes 30% more retention loans than it did without these tools."

Jayson Hardie
Partner & Founder, Homestead Financial Mortgage