

# How Vast Networks Uses Veloxly to Grow Sales

Sales team makes their number faster, easier.



## NEW MARKET. NEW TALENT. NEW SALES CHALLENGES.

In business since 1993, Vast Networks made a strategic sales move five years ago when they expanded their reach from government and education markets to commercial markets.

After taking a sound first step in their new market roadmap, Vast Networks made another strategic move by hiring a commercial sales team and installing the most powerful CRM—*Salesforce*.

New sales challenges were presented to management when they discovered three critical issues:

- Low Salesforce Adoption
- Only 1 New Sale a Month
- Poor Sales Funnel Reporting

## VAST NETWORK IMPROVES SALES CAPABILITIES WITH VELOXY.

After integrating Veloxly with Salesforce and empowering the commercial sales team with *Veloxly Engage* and *Mobile*, Vast Networks experienced their greatest month in the history of the company.

Only one month later, Vast Networks experienced another common Veloxly benefit—exponential growth—with a great increase in funnel size, sales, revenue, sales engagement and Salesforce adoption.



Vast Networks is 1 of 1,000+ Veloxly fans!

**MONTH 1**

- Funnel Size Grew by 300%
- New Deals Sold Up to 8
- Salesforce Funnel Visibility

**MONTH 2**

- Funnel Size Grew to \$70K
- New Deals Sold Up to 11
- Email Engagement Up 50%

MONTH 1	MONTH 2
	
<b>+200%</b>	<b>+400%</b>
NEW REVENUE	NEW SALES

*"The combination of Veloxly with Salesforce puts my Business on Steroids. I would have missed an opportunity last week if I did not have Veloxly. I was looking through my leads in the Veloxly App and noticed a customer that I did not have an open activity on. They were near the end of their contract, I reached out to close the deal."*

- Sales Executive at Vast Networks

