

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 telecom 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 NETWORKS IMPROVES SALES CAPABILITIES WITH VELOXY.

After integrating Veloxly with Salesforce and empowering the commercial sales team with Veloxly, Vast Networks experienced **exponential growth in funnel size, sales, revenue, sales engagement** and **Salesforce adoption**.

At the end of year one, they had **closed \$120,000** in new deals. The sales team of five reps averaged two more deals a month by eliminating downtime, data entry, and other non-selling activity! Sales was the new MVP at Vast Networks, and still is to this day.

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



+200%

NEW REVENUE

MONTH 2



+400%

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

