

September 6, 2006 - InsideSales.com introduces JabberDog, a voice broadcast feature suite integrated in to its Hosted CRM Application

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Springville, UT. – September 6, 2006 – InsideSales.com, a leading provider of on-demand customer relationship management (CRM) products and services, today introduced JabberDog, a new voice broadcast feature suite. JabberDog is an enhancement to the InsideSales.com CTI (computer telephony integration) functionality to provide telephony automation to marketing, sales and customer support capabilities to the InsideSales.com Hosted CRM. This new solution offers a fully-integrated voice messaging system to deliver direct personal, interactive voice messages to an audience and get immediate response.

The InsideSales.com JabberDog feature suite is fully integrated in to all areas of the InsideSales.com Hosted CRM application. It includes to following features:

- Create voice broadcast initiatives from any contact list within the CRM (leads, prospects, customers, contacts, deals, cases, etc.)
- Record your own messages with no length restriction from anywhere.
- Tailor messages for voice mail or live-answer scenarios.
- Call multiple numbers per contact.
- Use your own caller ID
- Schedule voice broadcasting times to maximize response and respect privacy.
- Define the number of outbound phone lines.
- Schedule ‘one-off’ follow up messages based offset days or triggers within the CRM.
- Set up call transfers for immediate call-to-action response.
- Inbound/Transfer call screening.
- Contacts can request email information via the message.
- Collect contacts message if agents are not available
- Track progress and results on-line.
- Fully integrated ‘Do Not Contact’ capability with contact opt-out feature.

“I am very excited to introduce this new suite of tools to our customers and prospects. These features will help our customers grow and scale without adding overhead and significant expense,” explained David Elkington, CEO of InsideSales.com. “Because it is fully integrated into our Hosted CRM, JabberDog required little training, and can be generating results in minutes.”

The JabberDog Voice Messaging Suite was created for multiple industries and company types. It can be effectively used for announcements, customer surveys, event notifications, fraud alerts, collections, disaster recovery, surveys, payment reminders, service interruptions, service calls, customer sales, appreciation events and lead generation.

InsideSales.com’s JabberDog is available as part of the core suite of InsideSales.com’s hosted CRM application. To find out more, visit www.insidesales.com, contact InsideSales.com directly at 1-866-DIALER 0 (866-342-5370), or speak with one of InsideSales.com’s Channel Partners. Product information as well as a complete listing of InsideSales.com’s hosted CRM application modules and features can be found at www.insidesales.com.

For more information on InsideSales.com, call David Elkington at (801) 853-4090 or visit www.insidesales.com

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About InsideSales.com

InsideSales.com is the first provider of on-demand sales automation and customer management software to integrate a powerful suite of marketing tools that include dialers, voice messaging and nearly two dozen other productivity-enhancing 'power tools'. These innovative solutions have made InsideSales.com the sales, customer, and lead management solution for over 200 companies world-wide. Customers include Franklin-Covey Public Seminar Division and Whisper Creek Log Homes. InsideSales.com products are proven to measurably increase sales, provide managers with timely and effective analytics, and increase overall customer satisfaction - all within one complete system, at a cost nearly 30 percent less than the closest competitors.

Nestled in the foothills of the Wasatch Mountains in Springville, Utah, the company recently expanded its corporate offices, continuing the drive to become the number one inside sales and marketing solution for small- to mid-sized organizations. Contact us now and see how you can enhance the effectiveness of your sales initiatives and increase customer satisfaction.

[You can find this press release here](#)