



InsideSales.com releases its next generation Power/Ratio dialer integrated into its Hosted CRM Application.

Sales Team Automation, June 09, 2006

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InsideSales.com, a leading provider of on-demand customer relationship management (CRM) products and services, today announced they have enhanced released the next generation of their Power and Ratio dialer. The next generation of the InsideSales.com Dialer increases management visibility into dialing initiatives, simplifies the agent interface, enables advanced lead management strategies, and adds new features.

PR9.NET June 09, 2006 - Springville, UT – InsideSales.com, a leading provider of on-demand customer relationship management (CRM) products and services, today announced they have enhanced released the next generation of their Power and Ratio dialer. The next generation of the InsideSales.com Dialer increases management visibility into dialing initiatives, simplifies the agent interface, enables advanced lead management strategies, and adds new features.

Building the newly-developed dialer allows insidesales.com to pursue new market segments. In the increasingly competitive hosted dialer market, the new dialer adds friendly management capabilities that fit well into larger companies' business models.

Inisdesales.com founder, Dave Elkington said, "It's not that the new dialer is better than the old, the issue is control for managers. The new dialer allows more robust monitoring and reporting as well as the ability for managers to create and assign calling campaigns to sales representatives; and those are only three of many new functionalities."

Whatever the business model, current customers have been able to double and in some cases triple their call productivity per sales representative and all in the confine of an easy-to-use customer relationship management (CRM) system.

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About Sales Team Automation

About InsideSales.com and Sales Team Automation, LLC.

Sales Team Automation is a leading provider of advanced on-demand applications and services that help businesses better communicate with their customers, partners and employees. Sales Team Automation's insidesales.com solution provides integrated sales force automation, customer service and support, marketing automation, order management, and analytics to help companies meet the challenges of effective communication with customers, partners and employees.

Sales Team Automation offers a unique value proposition to small and mid-sized organizations looking to enhance the effectiveness of their sales initiatives. From our intuitive and simple-to-use Web-enabled interface to our robust reporting and forecasting abilities, Sales Team Automation provides comprehensive SFA tools at close to 30 percent less than other Web-based SFA applications.

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