# Koncert›
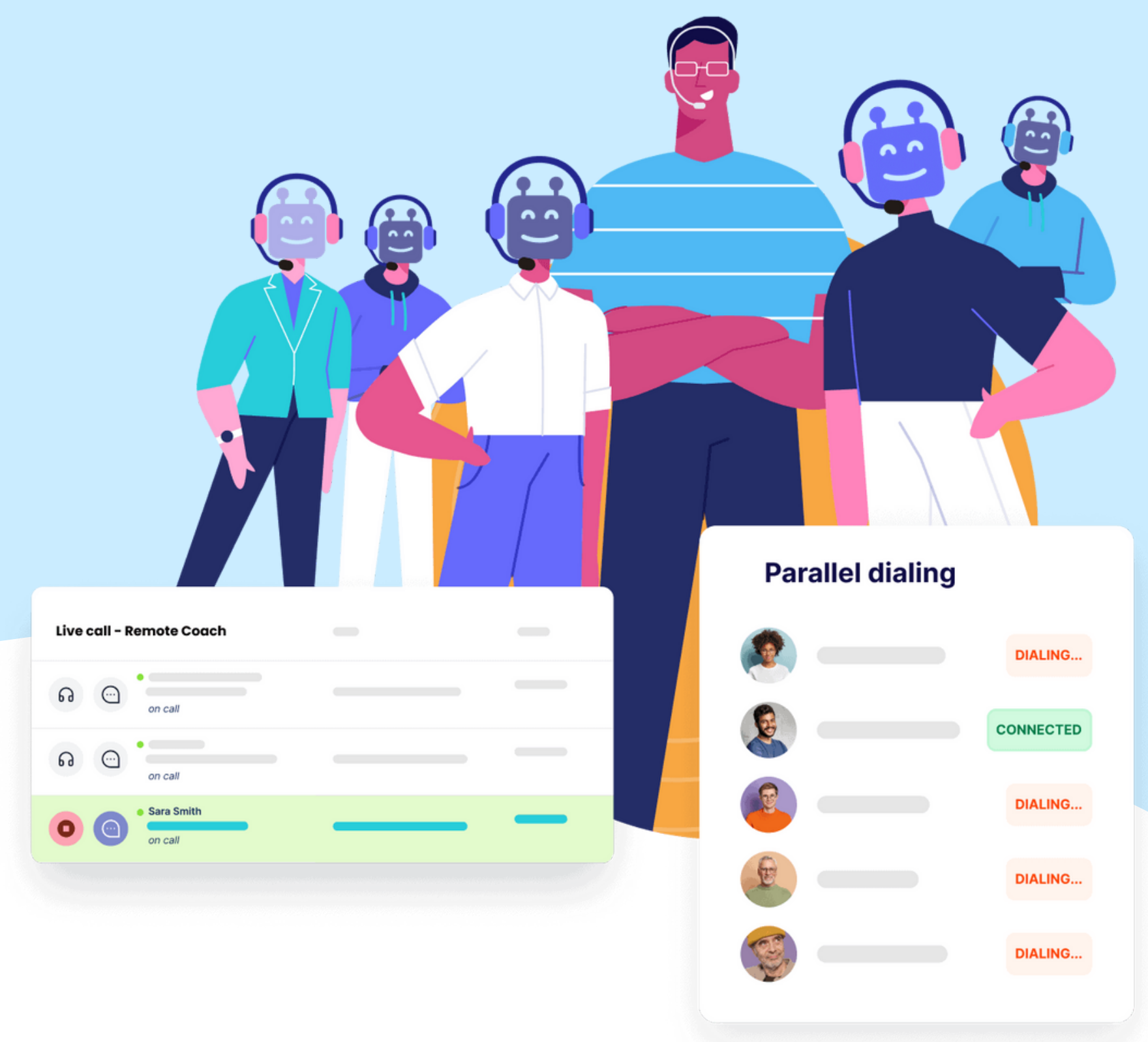
# AI Parallel Dialer

## Improve Sales Productivity Up to 10x

Koncert AI Parallel Dialer is an AI based multi-line dialing platform that drives live conversations and improves outbound calling productivity for business development, prospecting, and inside sales.

# Functionality

### List-Based Parallel Dialing

Across parallel lines, our AI filters through busy tones, fax tones, bad phone numbers, phone trees and voicemails. It detects live answered calls and quickly connects them to sales reps.

### Bi-Directional CRM Integration

Automatic, Bi-directional sync with Salesforce and other leading CRMs keeps data fresh, ensures accurate reporting, and saves time.

### Parallel Dialing Visibility, Call Navigation Visibility, and Control

Across parallel lines, our AI filters through busy tones, fax tones, bad phone numbers, phone trees and voicemails. It detects live answered calls and quickly connects them to sales reps.

### Remote Salesfloor

Remote Salesfloor is a unique feature designed to bring the traditional salesfloor workspace experience into the virtual realm, allowing your sales team to collaborate, connect, coach and engage like never before, all within a virtual environment.

Remote Coach is an audio only sales collaboration tool. Managers can monitor ongoing calls, and using Whisper Mode, can even coach the sales rep during the phone call without the prospect hearing.

### Real-Time Analytics and Reports

Many Pre-packaged reports and dashboards based on 10+ years of learning customer needs. Also, customized reports are easy to make, just for your needs. Reports can be viewed live or exported via CSV files or scheduled to receive via email.

### Quick Connect

Koncert's AI-powered Quick Connect allows for seamless conversations to give reps a fighting chance at setting a meeting when they are connected to their prospect. We achieve Quick Connect with ultra-low latency by embedding our own phone tech and AI in one network, that is, we don't use telephony APIs offered by companies like Twilio or Vonage as used by our competition.

### Enterprise-Grade CallerID Reputation Management

Easily purchase and refresh Caller IDs with Caller ID Management.Koncert provides a Heat Map to let our customers see potential over-usage of each Caller ID. Purchase new caller IDs with just a couple of clicks. Use Area Based Mapping capability to automatically localize the Caller ID based on your prospects area codes.

### Parking Lot for Review

Koncert's AI includes a sophisticated rules engine that will quarantine uncallable numbers based on system activity, into a Parking Lot of numbers that can be reclassified or eliminated based on your needs

### Visibility & Control

Koncert provides Visibility & Control so a rep can deselect upcoming prospects in real-time that might not be right for that session. The rep can also schedule a prospect to be called later. This feature is available in all Koncert Dialer platforms.

### SOC 2 Certified, Data Privacy Compliant

SOC 2 certification signifies that Koncert has implemented the systems to ensure security, availability, confidentiality, and overall privacy of customer data. Koncert also meets TCPA regulations.

### Superior AI Technology

Our better AI technology ensures a much higher level of accuracy in recognizing live answers over voicemails. See immediate information on the prospect who answers. Be instantly prepared for every call.

# AI Parallel Dialer

## Dialing Solutions For

- BDRs, SDRs, XDRs
- Inside Sales Representatives

## Productivity

- Increase vs Manual Dialing: Up to 10x
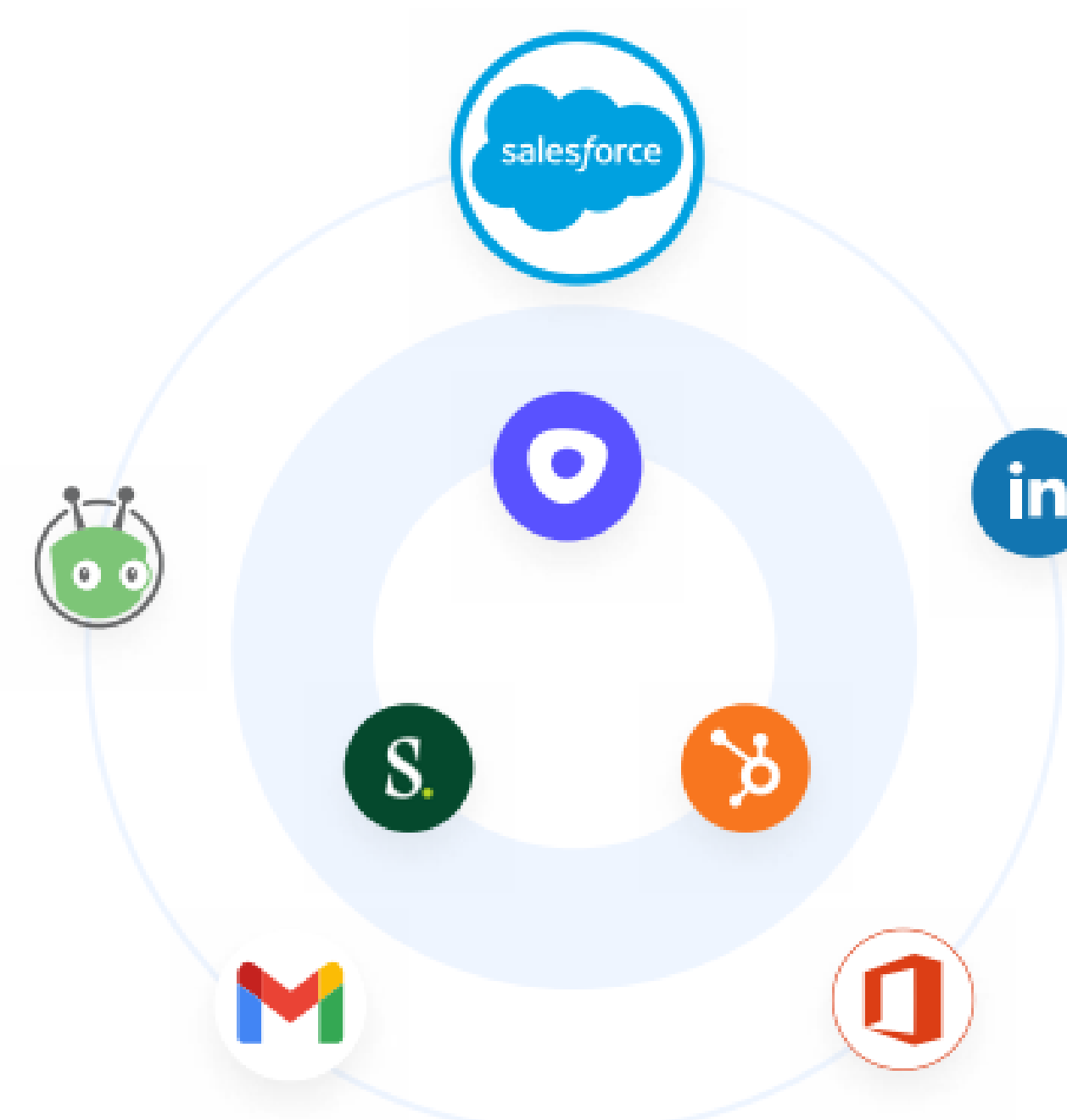- Dialing: A day's worth of dials in just one hour

## SaaS Subscription Model

Flexible pricing includes automatic upgrades, CRM integration, customer success and technical support.

## Dialing Characteristics

- High Dialing Volume
- More Conversations

## Out of the Box CRM Integration

**Ready to get started?**

**Request Demo**