



4 Ways Revenue Teams Win with LeanData

Learn how revenue teams use LeanData to streamline operations, improve lead response time, and drive pipeline growth.

1

Time Saved Managing Routing Rules

Adapt to Change without Missing a Beat

Sales teams evolve constantly - new reps, new territories, new product launches.

The right lead routing solution adapts **quickly** to change.



Customer Wins & Outcomes

Manual lead assignments
45% ↓

55 hrs
saved weekly

Decreased manual lead assignments

zendesk

Change Implementation



Reduced from months to one week

zoom

Routing Updates



Slashed from weeks to hours

intercom

2

Improved Sales Team Productivity

Focus on Selling, Not Fixing Processes

Common issues that kill productivity:

- Delayed response times
- Leads assigned to the wrong reps
- Missed upsell opportunities



Customer Wins & Outcomes

Time to Research

78% ↓

Reduced SDR research time

snowflake

90% ↓



Decrease in duplicate records

toast

Data Quality

91% ↑



Fewer leads with insufficient data

Castlight

3

Accelerated Lead Response Time

Speed to Lead: The Game Changer

Fast response times boost conversions. Responding within 5 minutes = **21x more likely** to convert the lead.



Customer Wins & Outcomes

Lead Response Time

90 min → 10 min

Reduced from 90 min. to 10 min.

pendo



400% ↑



Improvement in response time

BombBomb

Lead Response Time

5 days → 1 day

Reduced from five days to one

TRIFACTA

4

Growth in Pipeline and Revenue

Poor lead processes hinder growth.

LeanData helps create scalable, predictable pipeline.



Customer Wins & Outcomes



60% ↑

Increase in pipeline

sense



133% ↑



Large increase in pipeline

CYBRARY



2x ↑

Twice the conversion rates

toast

Work Smarter with LeanData

Learn how LeanData can help your team work smarter and hit growth targets.

[Request a Demo](#)