

## Identify and Prioritize Outbound Dialing Lists

Koncert AI helps your sales reps and business development reps have quality connects and conversations with target prospects.

### FUNCTIONALITY

#### Dial Your Best Leads First

AI uses your ideal profile to score and prioritize the leads in your outbound calling lists for improved lead quality and improved contactability.

#### Define Your Target Profile

Take charge of the data pattern associated with data signals that are relevant to your business.

#### Adjusted Weight Scale

Once you've defined your target profile, you can apply more importance to one type of data signal by adjusting the weight scale.

#### List Sorting

Sort your dialing lists by Predictive Lead Score in descending order.

#### Refreshed Data

AI will re-sort your dialing lists every 15 minutes during calling sessions, as email and phone numbers continually change.

#### Data Enrichment

View and purchase data consumed by AI directly into your CRM with Data Genie® data enrichment.



### 3 Essential Data Criteria

AI uses these pieces of data criteria to sort and prioritize your outbound calling lists.

#### Does the Contact Still Work There?

- Verify your target contact data.

#### Is There a Direct Dial Number?

- AI compares your list data to a database and prioritizes the records with direct phone numbers.

#### Are You Calling at the Best Time?

- Determine the best leads to call at the time you're calling with calling stats aggregated from millions of phone calls.