

TURN ON 

# HyperIntelligence

## TO SUPERCHARGE SALES

Discover HyperIntelligence, the zero-click solution that instantly empowers Sales teams with the answers they need—without having to dig through spreadsheets and databases. Whether you want to convert opportunities faster, or manage sales cycles in an agile manner, here are top reasons your team needs HyperIntelligence in 2022.

While it takes 8 touches on average to generate a conversion, **top sales performers only take an average of 5 touches.**

<https://99firms.com/blog/sales-statistics/#gref>

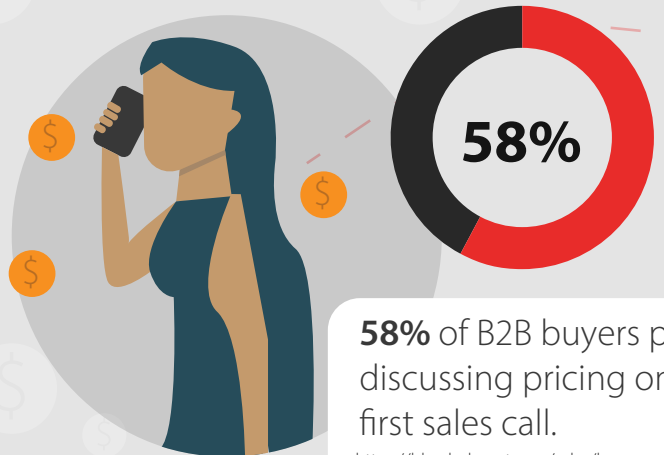


There's a reason why top performers make every interaction count. They have a better message—and a better value prop—which leads to higher conversions.

With HyperIntelligence, your sales force can instantly know your customer or prospects, their history with your organization, and the precise offer that's tailor-made for the moment. Empower reps to take action against their entire sales tech—including LinkedIn, SFDC, SalesLoft, Outreach, ZoomInfo, and more—from a single tool.

Buyers don't have time to waste. If your sales reps don't have immediate access to information that progresses a deal forward, they're not properly serving your customers or prospects.

Empower your reps to speak with confidence by accessing 360°, contextual customer data. With HyperIntelligence, the numbers and personalized offers they need are surfaced with zero clicks—directly in tools your reps already use.



**58%** of B2B buyers prefer discussing pricing on the first sales call.

<https://blog.hubspot.com/sales/buyers-speak-out-how-sales-needs-to-evolve>

**11 months**

Newly hired sales reps require an average of 10 weeks for training. However, they only become productive after roughly **11 months.**

<https://financesonline.com/sales-statistics/>

Selling your portfolio of products takes expertise—and the combination of extensive training programs with high industry turnover is a challenge you can't ignore.

Dramatically reduce training times and accelerate onboarding by arming your team with answers and next-best actions from day one.

If the information aggregated in your CRM isn't up to date, it's impacting your bottom line. Missing fields, invalid formatting, or outdated contact data inhibits your sales team from operating at full speed.

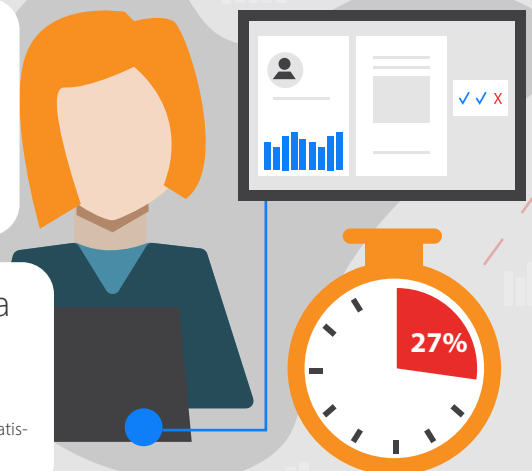
In 2021, the buyer journey is nonlinear. Touch points are captured across multiple systems, so HyperIntelligence delivers a snapshot of the information your team needs sourced from all of your systems. Unburden reps from having to constantly update databases; aggregate and deliver data for them into the places they work to do their job.

**25%** of the data in a typical sales database is inaccurate.

<https://www.internalre-sults.com/blog/4-signs-your-sales-data-base-needs-an-update>

Inaccurate contact data **wastes 27.3%** of sales reps' time each year.

<https://blog.zoominfo.com/sales-follow-up-statistics/>



It's time to empower your team with the answers, and the offers, that can close deals. Let us help you get started with HyperIntelligence at [www.microstrategy.com/hyperintelligence](http://www.microstrategy.com/hyperintelligence).

**MicroStrategy**  
Intelligence Everywhere