

Grid[®] Report for Sales Acceleration Tools in the Salesforce Ecosystem

Fall 2019



Sales Acceleration Software

Contenders								—	Leaders
Niche									High Performers

Satisfaction

Market Presence

Grid[®] Scoring

(Sales Acceleration Software continues on next page)



Sales Acceleration Tools in the Salesforce Ecosystem

As Salesforce users look to purchase new sales acceleration software, they may want to consider the availability of integrations to ensure the new tool works seamlessly with their existing technology stack. Salesforce facilitates these integrations via the [AppExchange](#), the online marketplace for Salesforce apps. G2's Fall 2019 Grid® Report for Sales Acceleration Tools in the Salesforce Ecosystem features only the sales acceleration tools which offer a Salesforce AppExchange app.

Sales Acceleration Definition

Sales acceleration software is a family of applications that help businesses identify opportunities, communicate with customers, close deals faster, track the effectiveness of the sales team, and train salespeople to be better at every aspect of their jobs.

Sales acceleration can refer to anything that makes the sales process easier, faster, or more consistent. This covers a broad range of technologies, but the common thread in the category is that all of these applications are intended for use by salespeople first, and their managers second. They are tools for getting deals through the pipeline faster, and with a higher win probability.

G2 categories which are classified under Sales Acceleration software include:

- ▶ [Conversation Intelligence Software](#)
- ▶ [Email Tracking Software](#)
- ▶ [Outbound Call Tracking Software](#)
- ▶ [Sales Coaching Software](#)
- ▶ [Sales Enablement Software](#)
- ▶ [Sales Engagement Software](#)
- ▶ [Salesforce CRM Document Generation Software](#)
- ▶ [Sales Performance Management Software](#)
- ▶ [Sales Training and Onboarding Software](#)

Product Profile Tabs

Product profiles and detailed charts are included for Leaders and High Performers on the Grid®. Click the links below to see additional information about these products:

- ▶ Leaders: [Highspot](#), [Seismic](#), [Showpad Content](#), [Guru](#), [Playbooks](#), [Yesware](#), [Nimble](#), [Nintex Drawloop DocGen for Salesforce](#), [Groove](#), [Hoopla](#), [Showpad Coach](#), [Brainshark](#), [Ambition](#), [DocSend](#), [VanillaSoft](#), [Conga Document Generation](#), [Lessonly](#), [Mediafly](#), [LevelEleven](#), [Dialpad Talk](#), [ConnectLeader](#), [Datahug](#), [RingDNA](#), [ClearSlide](#), [ConnectAndSell](#), [Bloomfire](#), [Clearbit](#) and [SmartCloud Connect](#)
- ▶ High Performers: [Spinify](#), [PhoneBurner](#), [SalesHood](#), [LevelJump](#), [Modus](#), [Interseller](#), [Dooly](#), [SalesScreen](#), [Consensus](#), [Ebsta Inbox](#), [Xvoyant](#), [OneMob](#), [Olono](#), [Opensense](#) and [Komiko](#)



Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem

The table below shows the Satisfaction and Market Presence scores that determine vendor placement on the Grid®. Only sales acceleration products which offer an app on the Salesforce AppExchange are included in the report. To learn more about each of the products, please see the product profile section.

Leaders

	# of Reviews	Satisfaction	Market Presence	G2 Score
Highspot	302	96	99	98
Seismic	193	88	98	93
Showpad Content	220	86	98	92
Guru	255	91	79	85
Playbooks	238	80	85	83
Yesware	612	81	76	79
Nimble	243	86	63	75
Nintex Drawloop DocGen® for Salesforce	210	60	91	75
Groove	396	93	55	74
Hoopla	107	79	65	72
Showpad Coach	120	70	73	72
Brainshark	180	60	84	72
Ambition	161	75	68	71
DocSend	97	79	60	70
VanillaSoft	136	79	61	70
Conga Document Generation	231	76	64	70
Lessonly	45	79	58	69
Mediafly	37	67	72	69
LevelEleven	222	76	59	68

(Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem continues on next page)

* Products are ordered by G2 Score. Satisfaction score is used as a tiebreaker if two products have the same G2 Score.



Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem (continued)

The table below shows the Satisfaction and Market Presence scores that determine vendor placement on the Grid®. Only sales acceleration products which offer an app on the Salesforce AppExchange are included in the report. To learn more about each of the products, please see the product profile section.

Leaders (continued)

	# of Reviews	Satisfaction	Market Presence	G2 Score
Dialpad Talk	133	59	73	66
ConnectLeader	105	75	53	64
Datahug	44	57	70	63
RingDNA	97	73	51	62
ClearSlide	429	54	70	62
ConnectAndSell	120	60	60	60
Bloomfire	120	60	57	58
Clearbit	139	57	59	58
SmartCloud Connect	135	58	56	57

High Performers

Spinify	80	83	40	61
PhoneBurner	51	66	44	55
SalesHood	75	61	49	55
LevelJump	119	69	38	53
Modus	81	61	45	53
Interseller	39	65	36	51
Dooly	73	68	30	49
SalesScreen	16	65	30	47
Consensus	25	53	42	47

(Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem continues on next page)

* Products are ordered by G2 Score. Satisfaction score is used as a tiebreaker if two products have the same G2 Score.

Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem (continued)

The table below shows the Satisfaction and Market Presence scores that determine vendor placement on the Grid®. Only sales acceleration products which offer an app on the Salesforce AppExchange are included in the report. To learn more about each of the products, please see the product profile section.

High Performers (continued)

	# of Reviews	Satisfaction	Market Presence	G2 Score
Ebsta Inbox	73	52	41	47
Xvoyant	19	63	30	46
OneMob	13	58	24	41
Olono	25	52	29	40
Opensense	20	52	19	36
Komiko	57	51	16	33

Contenders

SpringCM	94	22	86	54
Qstream	65	48	57	53
Bridge	37	27	73	50
Conga Contract Management	149	41	56	49
Xactly Incent	32	27	71	49
People.ai	23	30	62	46
Call Box	75	27	53	40
Salesforce Engage	13	6	67	36
EverString	26	18	52	35
NewVoiceMedia Platform	11	1	60	30

(Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem continues on next page)

* Products are ordered by G2 Score. Satisfaction score is used as a tiebreaker if two products have the same G2 Score.



Grid® Scores for Sales Acceleration Tools in the Salesforce Ecosystem (continued)

The table below shows the Satisfaction and Market Presence scores that determine vendor placement on the Grid®. Only sales acceleration products which offer an app on the Salesforce AppExchange are included in the report. To learn more about each of the products, please see the product profile section.

Niche

	# of Reviews	Satisfaction	Market Presence	G2 Score
Mindmatrix	20	46	50	48
Tact	40	46	45	45
Altify	18	41	46	44
Riva CRM Integration	52	42	45	43
Veelo	11	33	49	41
Frontline Selling	22	32	46	39
DialSource	10	43	33	38
Gameffective	18	28	45	37
vPlaybook	18	29	44	36
Pitcher	17	36	33	34
ClientPoint	12	48	15	31
S-Docs	18	44	14	29
ContactMonkey	59	15	41	28
MassMailer	12	28	26	27
MarcomCentral	17	15	36	26
Vocus.io	10	33	13	23
CommercialTribe	17	4	40	22
Upland RO Innovation	10	1	41	21
WebMerge	18	28	8	18
Fileboard	13	21	16	18
SuMo Motivate	13	14	15	14

* Products are ordered by G2 Score. Satisfaction score is used as a tiebreaker if two products have the same G2 Score.



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Playbooks	12	Clearbit	34
Yesware	13	SmartCloud Connect	35
Nimble	14	Spinify	36
Nintex Drawloop DocGen® for Salesforce	15	PhoneBurner	37
Groove	16	SalesHood	38
Hoopla	17	LevelJump	39
Showpad Coach	18	Modus	40
Brainshark	19	Interseller	41
Ambition	20	Dooly	42
DocSend	21	SalesScreen	43
VanillaSoft	22	Consensus	44
Conga Document Generation	23	Ebsta Inbox	45
Lessonly	24	Xvoyant	46
Mediafly	25	OneMob	47
LevelEleven	26	Olono	48
Dialpad Talk	27	Opensense	49
ConnectLeader	28	Komiko	50
Datahug	29		



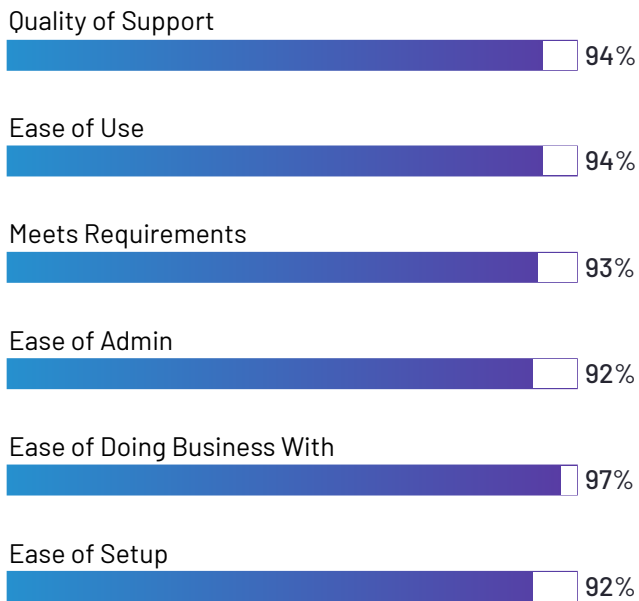
Highspot



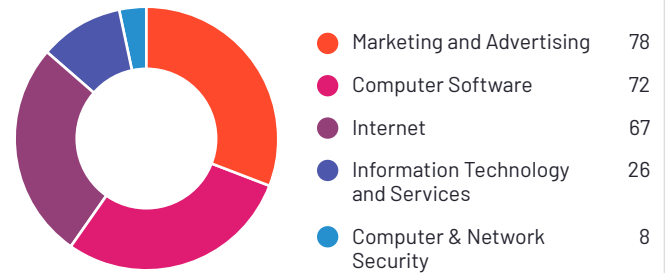
302 reviews

Highspot has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 93% of users believe it is headed in the right direction, and users said they would be likely to recommend Highspot at a rate of 94%. Highspot is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

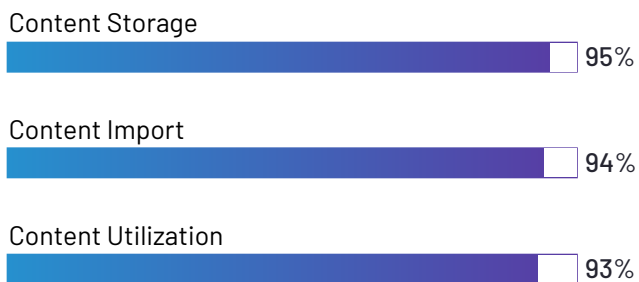
Satisfaction Ratings



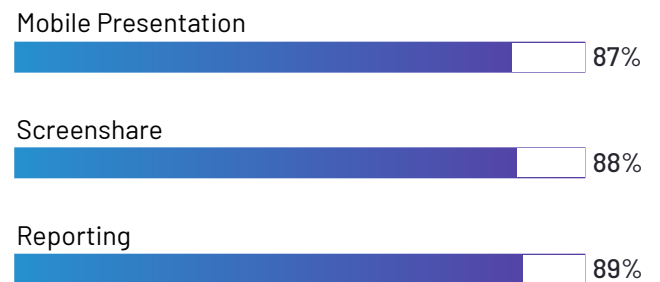
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Highspot



HQ Location
Seattle, WA



Year Founded
2012



Employees (Listed On LinkedIn™)
322



Company Website
www.highspot.com



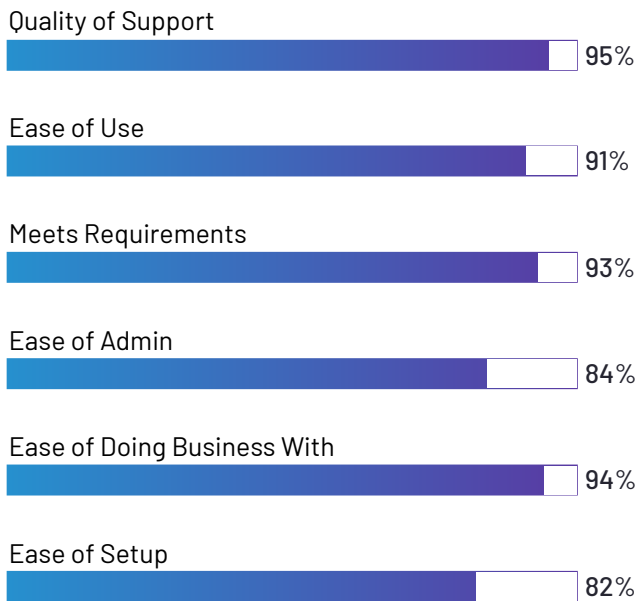
Seismic



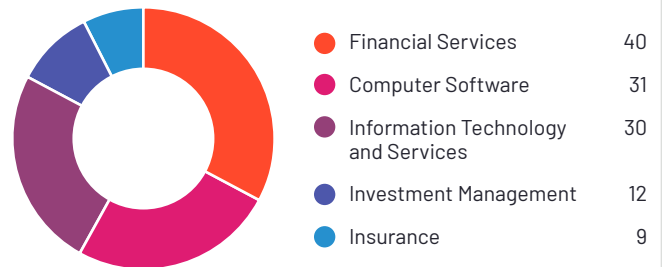
193 reviews

Seismic has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Seismic at a rate of 91%. Seismic is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

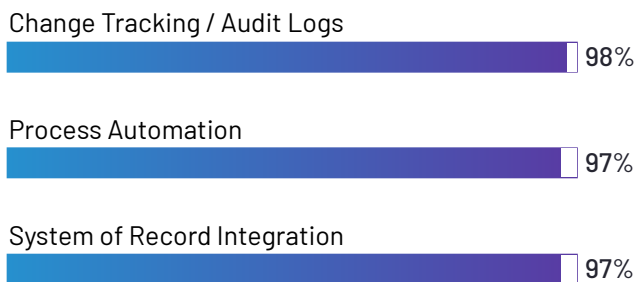
Satisfaction Ratings



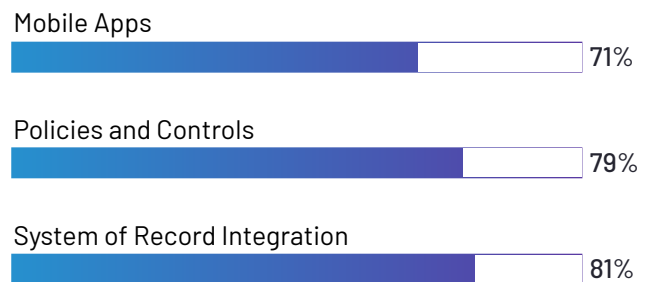
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Seismic



HQ Location
San Diego, CA



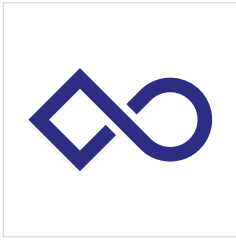
Year Founded
2010



Employees (Listed On LinkedIn™)
693



Company Website
www.seismic.com



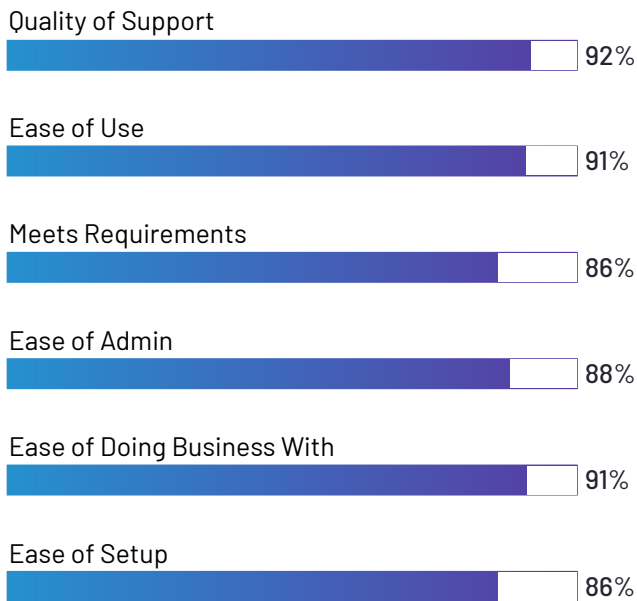
Showpad Content



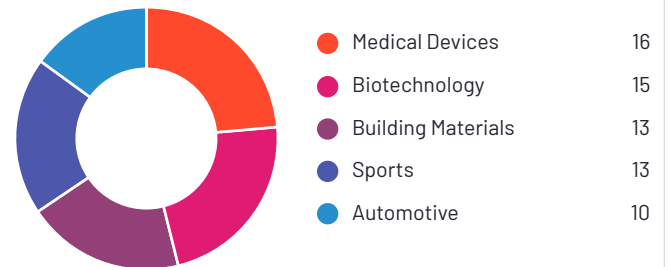
220 reviews

Showpad Content has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 93% of users believe it is headed in the right direction, and users said they would be likely to recommend Showpad Content at a rate of 90%. Showpad Content is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

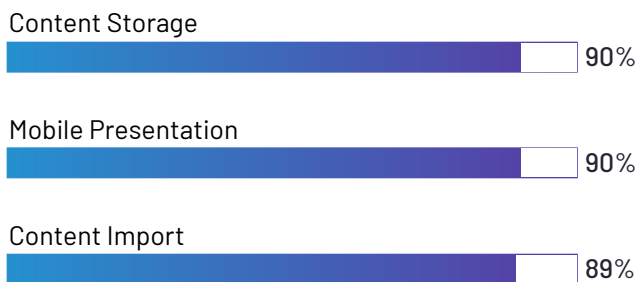
Satisfaction Ratings



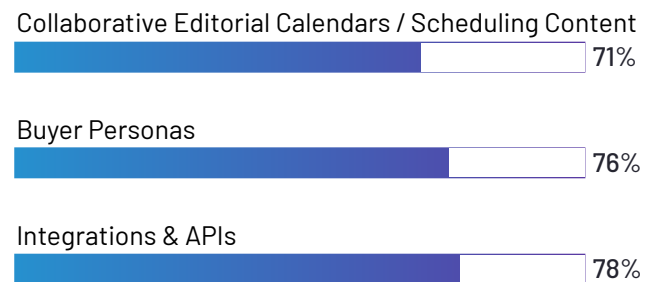
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Showpad



HQ Location
Ghent, Belgium



Year Founded
2011



Employees (Listed On LinkedIn™)
474



Company Website
www.showpad.com



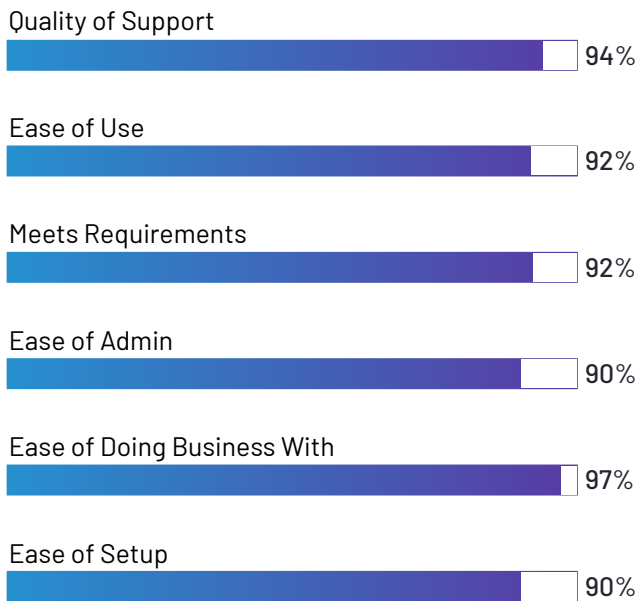
Guru



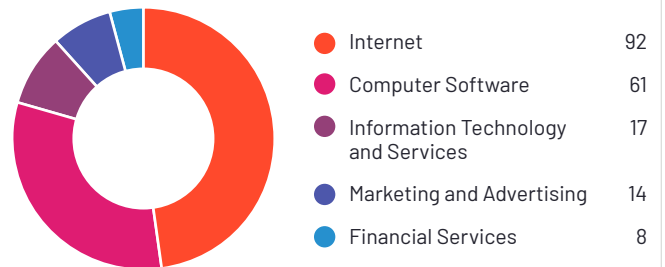
255 reviews

Guru has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend Guru at a rate of 91%. Guru is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

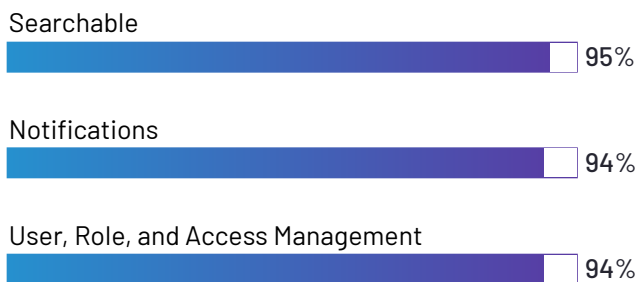
Satisfaction Ratings



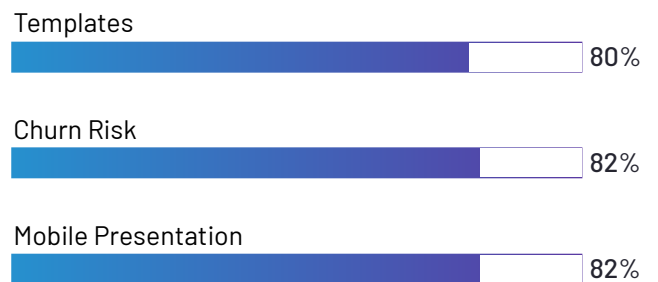
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Guru



HQ Location
Philadelphia, PA



Year Founded
2013



Employees (Listed On LinkedIn™)
154



Company Website
www.getguru.com



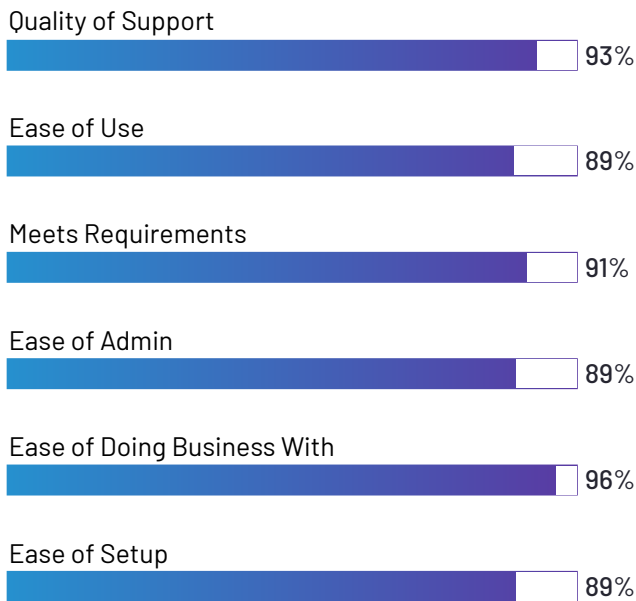
Playbooks



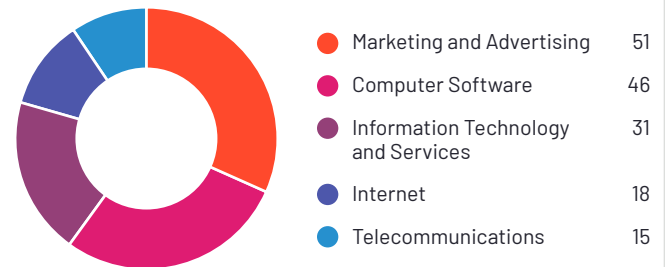
238 reviews

Playbooks has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend Playbooks at a rate of 89%. Playbooks is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking, Sales Engagement.

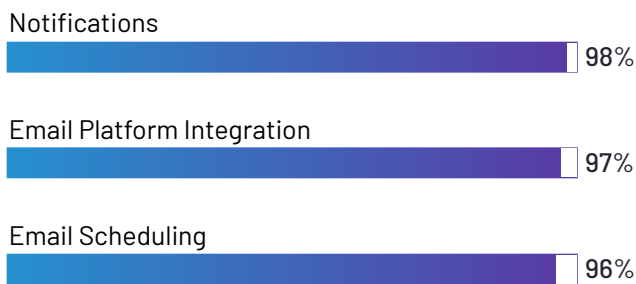
Satisfaction Ratings



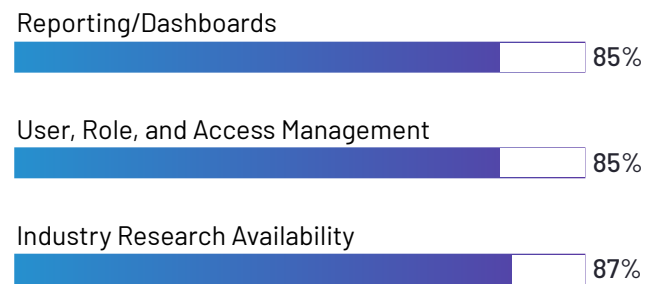
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Xant



HQ Location
Provo, UT



Year Founded
2004



Employees (Listed On LinkedIn™)
300



Company Website
xant.ai



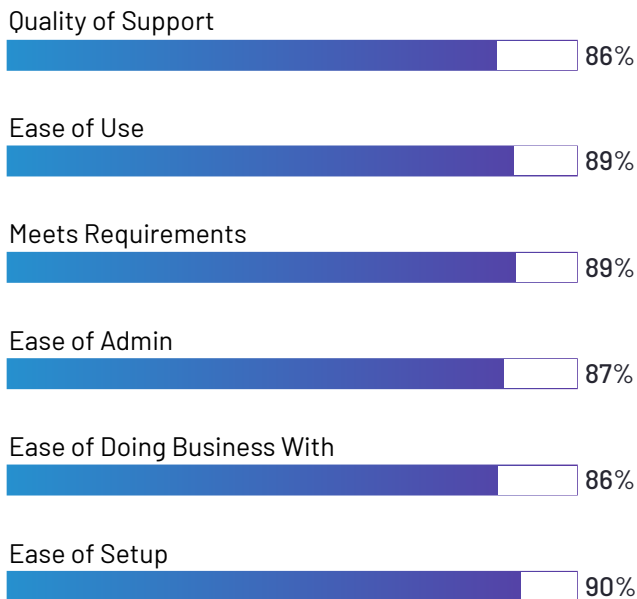
Yesware



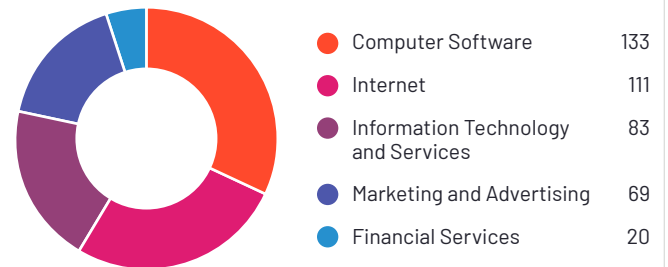
612 reviews

Yesware has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 83% of users believe it is headed in the right direction, and users said they would be likely to recommend Yesware at a rate of 88%. Yesware is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Engagement.

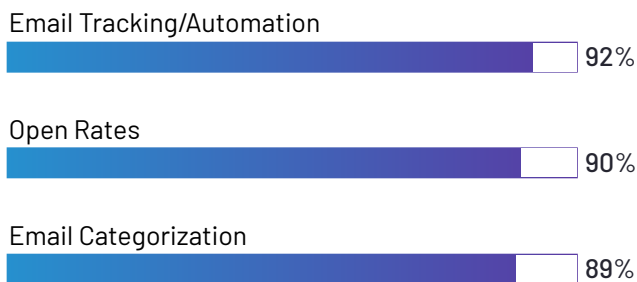
Satisfaction Ratings



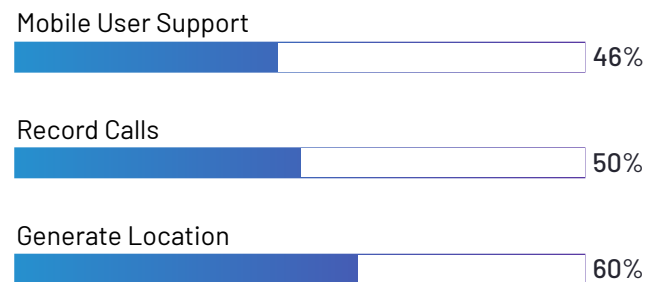
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Yesware, Inc.



HQ Location
Boston, MA



Year Founded
2010



Employees (Listed On LinkedIn™)
81



Company Website
www.yesware.com



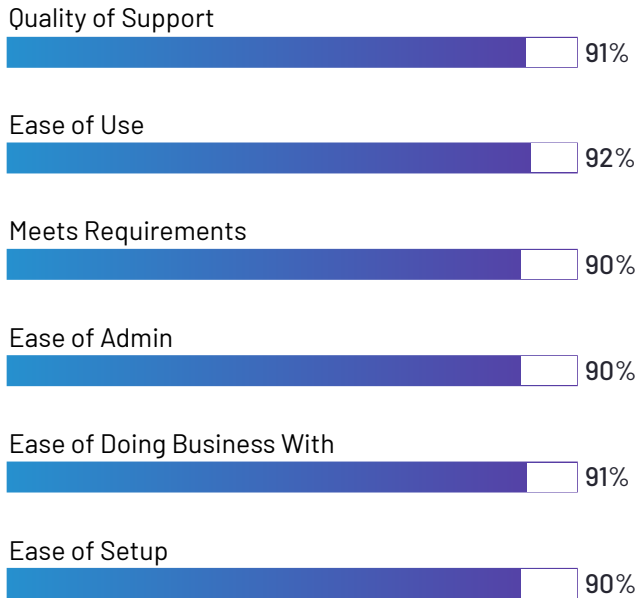
Nimble



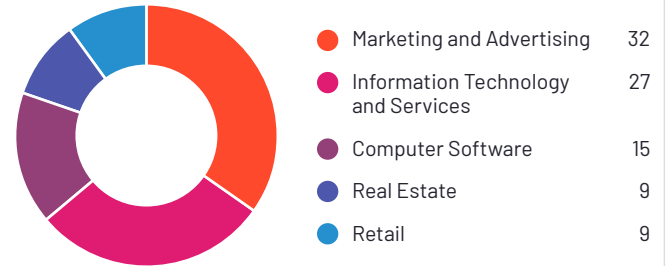
243 reviews

Nimble has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Nimble at a rate of 90%. Nimble is included in the following categories under the Sales Acceleration family of categories: Email Tracking.

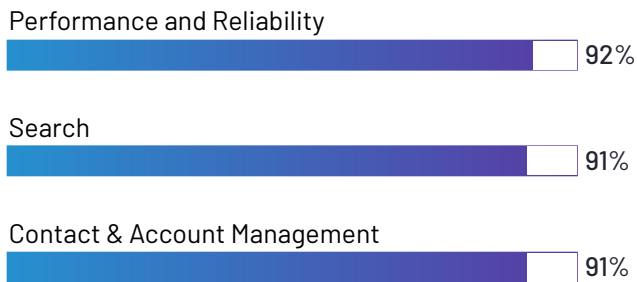
Satisfaction Ratings



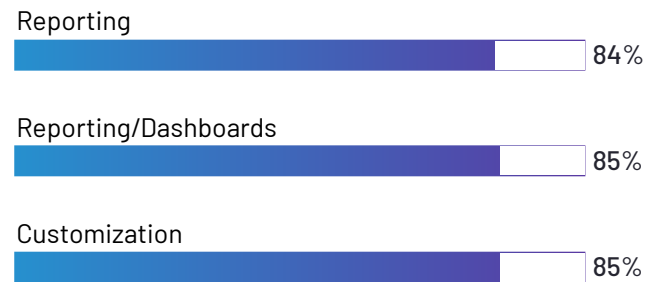
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Nimble



HQ Location
Santa Monica, CA



Year Founded
2008



Employees (Listed On LinkedIn™)
43



Company Website
www.nimble.com



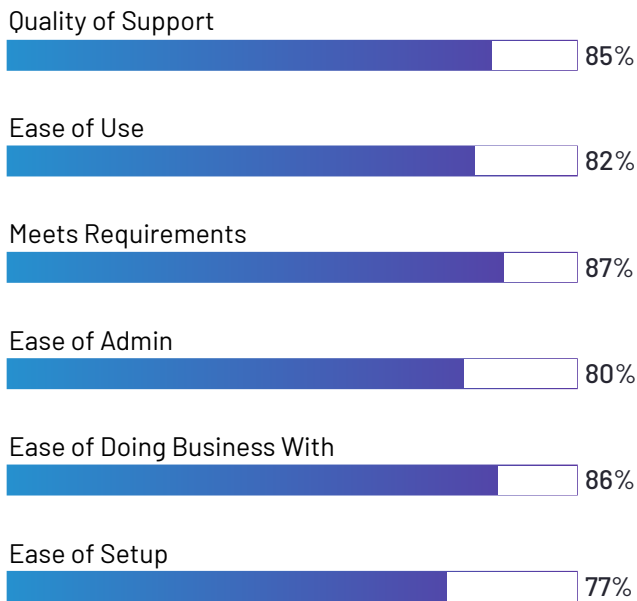
Nintex Drawloop DocGen for Salesforce



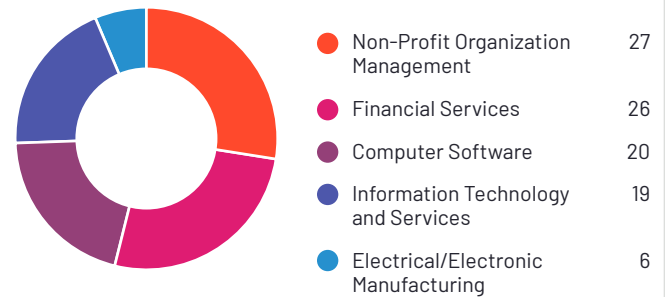
210 reviews

Nintex Drawloop DocGen for Salesforce has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 79% of users believe it is headed in the right direction, and users said they would be likely to recommend Nintex Drawloop DocGen for Salesforce at a rate of 83%. Nintex Drawloop DocGen for Salesforce is included in the following categories under the Sales Acceleration family of categories: Salesforce CRM Document Generation.

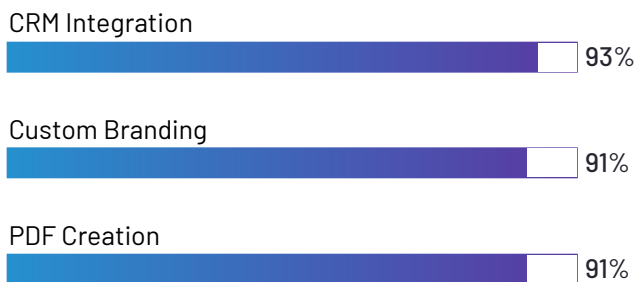
Satisfaction Ratings



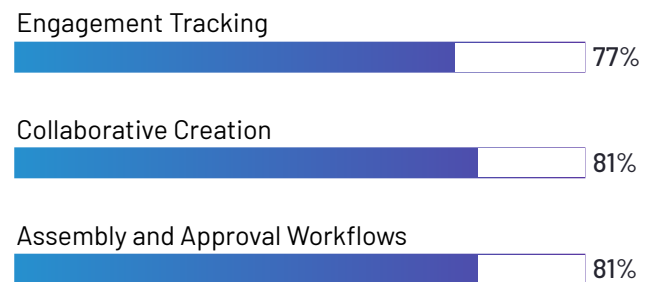
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Nintex



HQ Location
Bellevue, WA



Year Founded
2006



Employees (Listed On LinkedIn™)
609



Company Website
www.nintex.com



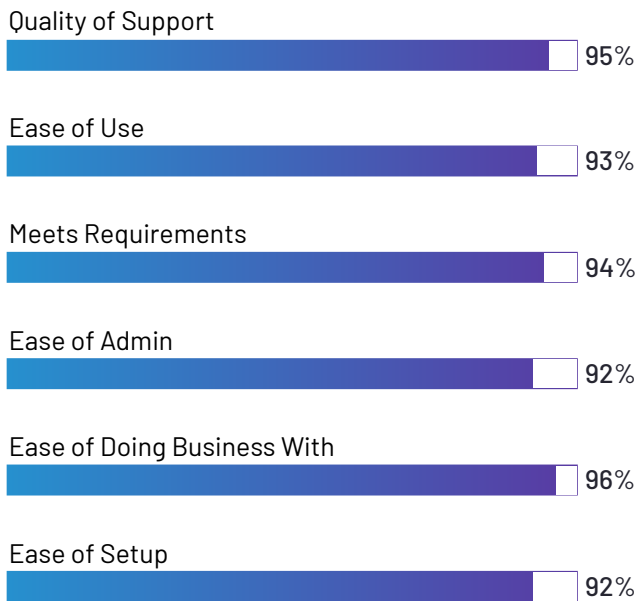
Groove



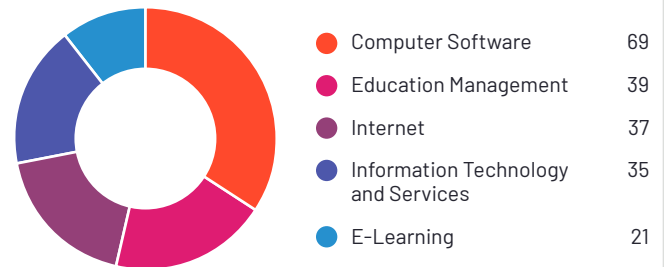
396 reviews

Groove has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Groove at a rate of 94%. Groove is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking, Sales Engagement.

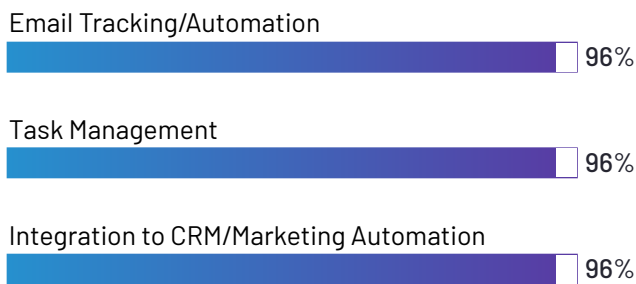
Satisfaction Ratings



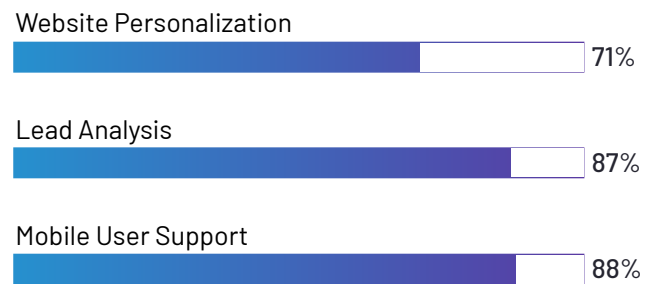
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Groove



HQ Location
San Francisco, CA



Year Founded
2013



Employees (Listed On LinkedIn™)
50



Company Website
www.groove.co



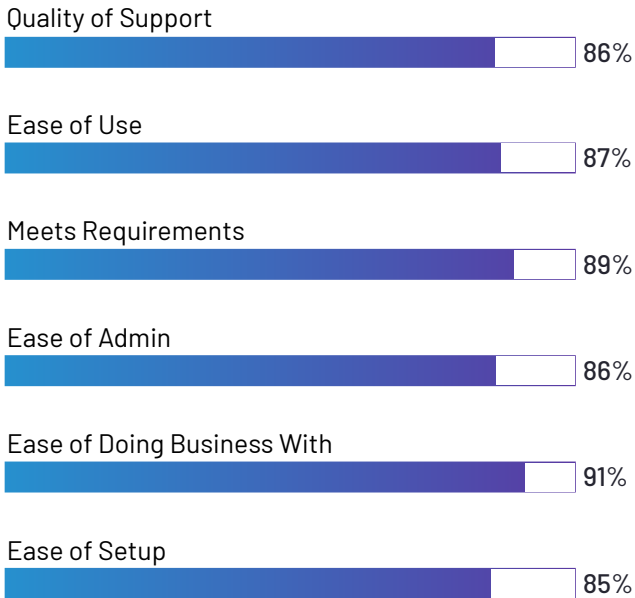
Hoopla



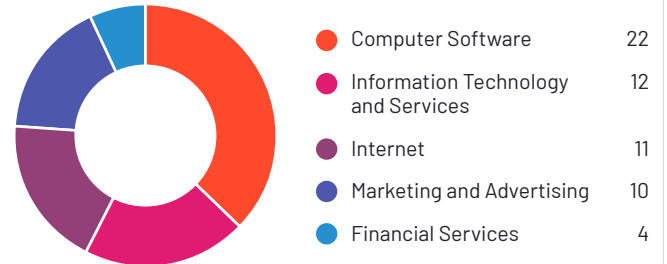
107 reviews

Hoopla has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 79% of users believe it is headed in the right direction, and users said they would be likely to recommend Hoopla at a rate of 86%. Hoopla is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

Satisfaction Ratings



Top Industries Represented




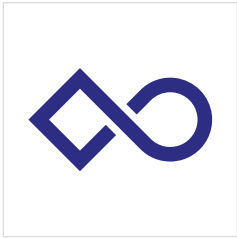
Highest-Rated Features



Lowest-Rated Features



 <p>Ownership Hoopla</p>	 <p>HQ Location San Jose, CA</p>	 <p>Year Founded 2010</p>	 <p>Employees (Listed On LinkedIn™) 24</p>	 <p>Company Website hoopla.net</p>
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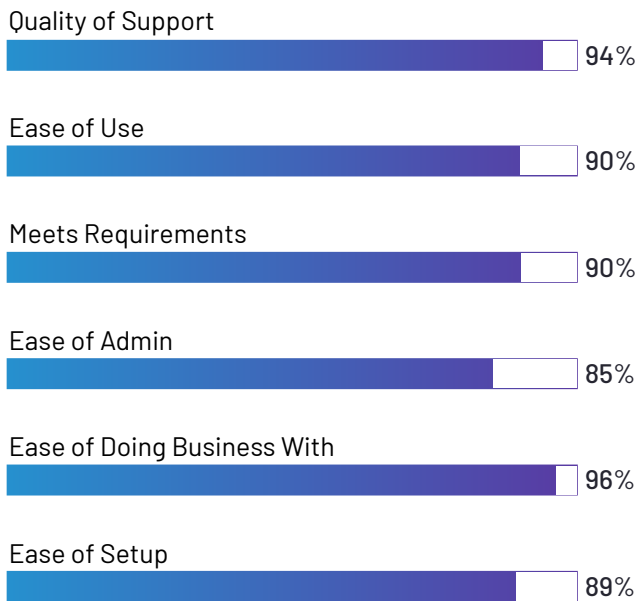
Showpad Coach



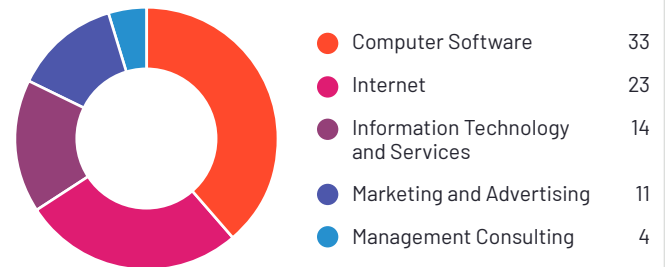
120 reviews

Showpad Coach has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 90% of users believe it is headed in the right direction, and users said they would be likely to recommend Showpad Coach at a rate of 89%. Showpad Coach is included in the following categories under the Sales Acceleration family of categories: Sales Training and Onboarding, Sales Performance Management, Sales Coaching.

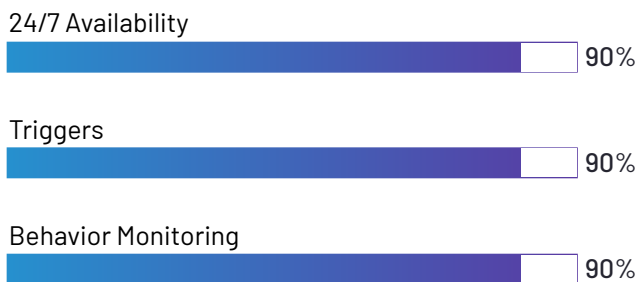
Satisfaction Ratings



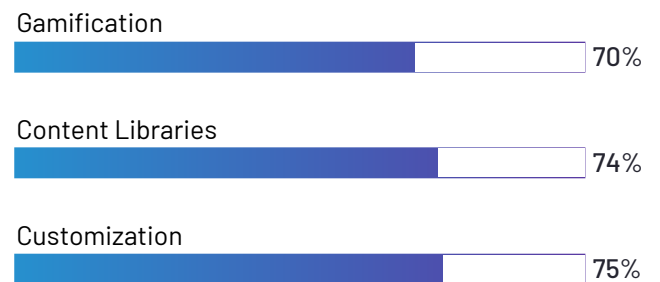
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Showpad



HQ Location
Ghent, Belgium



Year Founded
2011



Employees (Listed On LinkedIn™)
474



Company Website
www.showpad.com



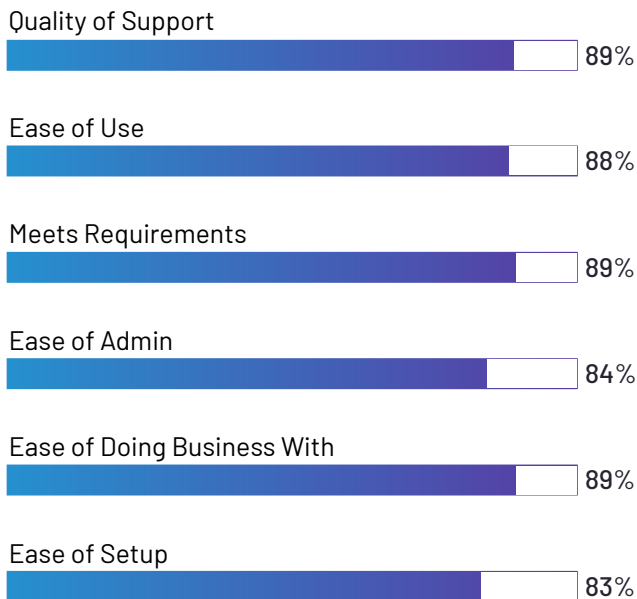
Brainshark



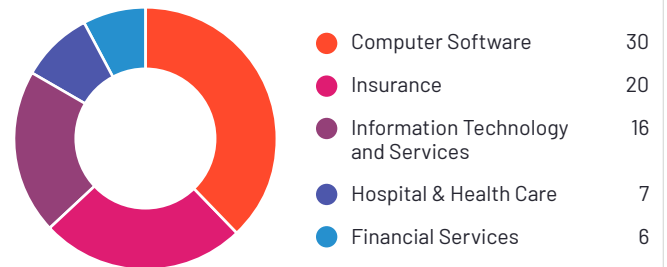
180 reviews

Brainshark has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 78% of users believe it is headed in the right direction, and users said they would be likely to recommend Brainshark at a rate of 84%. Brainshark is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Sales Coaching, Sales Training and Onboarding.

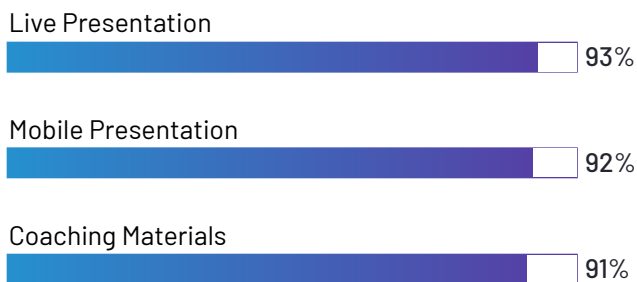
Satisfaction Ratings



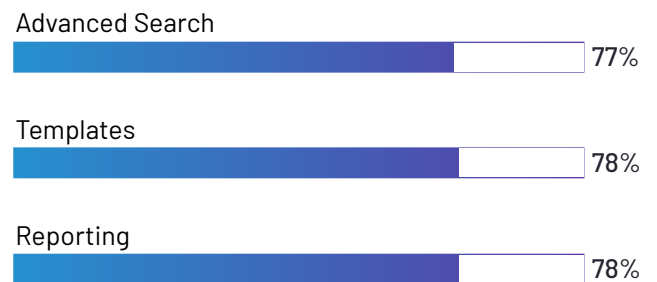
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Brainshark



HQ Location
Waltham, MA



Year Founded
1999



Employees (Listed On LinkedIn™)
244



Company Website
www.brainshark.com



Ambition

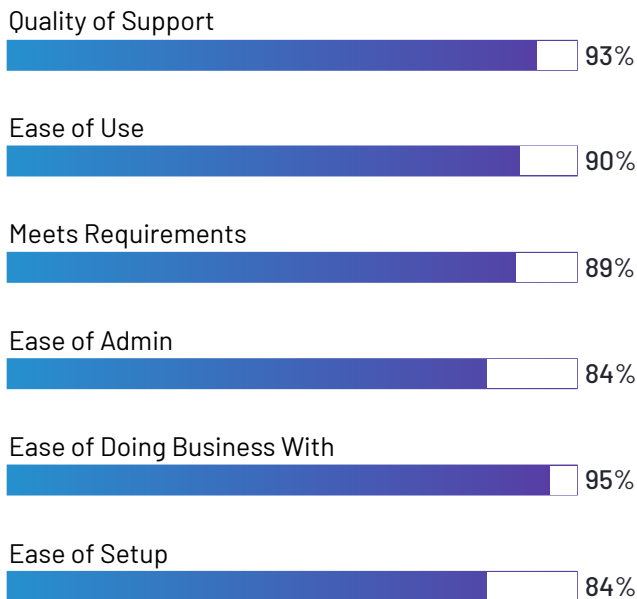
AMBITION



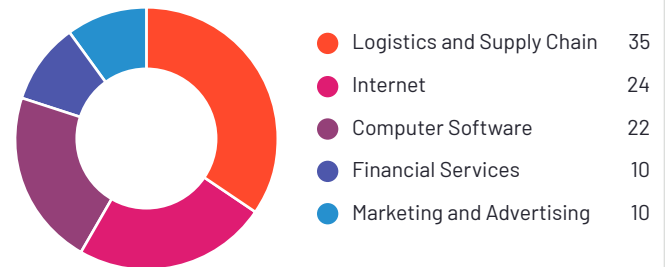
161 reviews

Ambition has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend Ambition at a rate of 89%. Ambition is included in the following categories under the Sales Acceleration family of categories: Sales Coaching, Sales Performance Management.

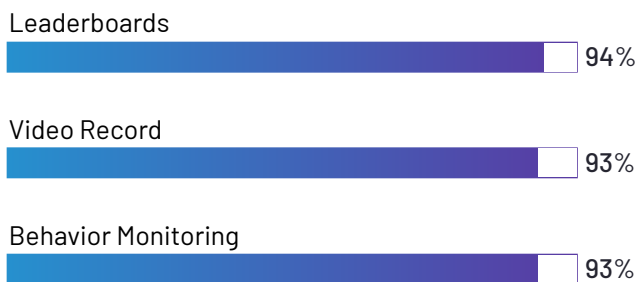
Satisfaction Ratings



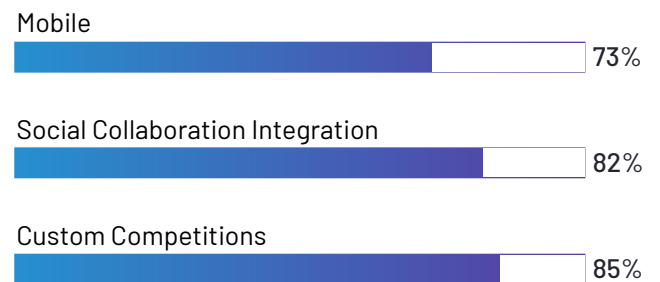
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Ambition



HQ Location
Chattanooga, TN



Year Founded
2013



Employees (Listed On LinkedIn™)
43



Company Website
ambition.com



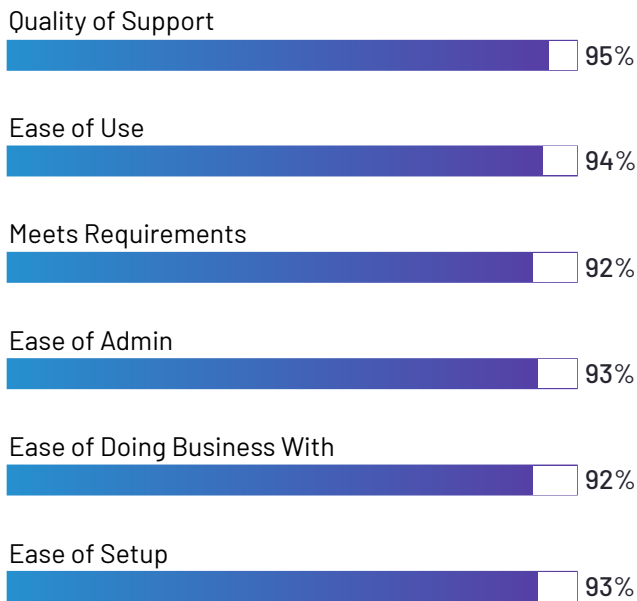
DocSend



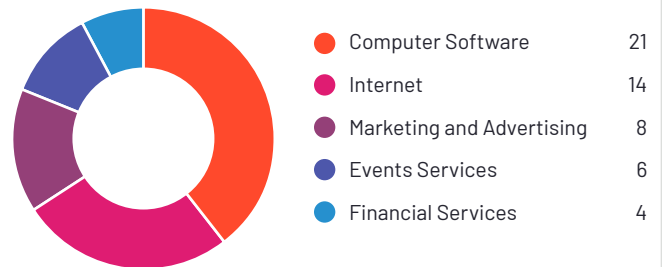
97 reviews

DocSend has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend DocSend at a rate of 95%. DocSend is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

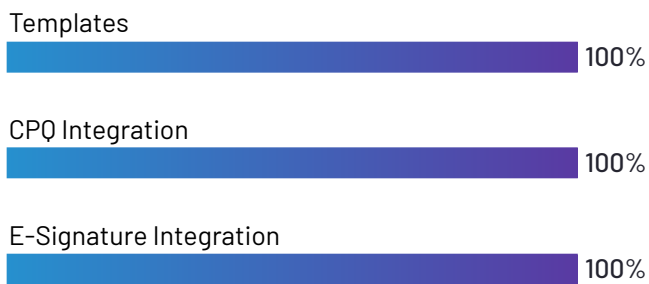
Satisfaction Ratings



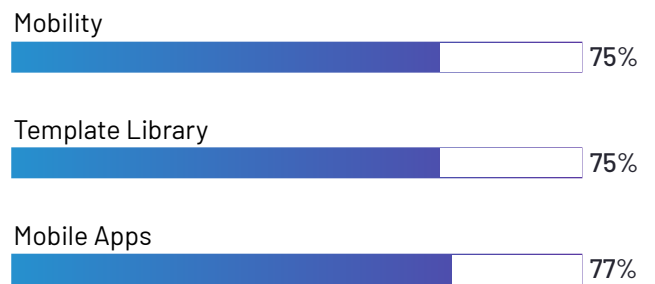
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
DocSend



HQ Location
San Francisco, CA



Year Founded
2013



Employees (Listed On LinkedIn™)
43



Company Website
www.docsend.com



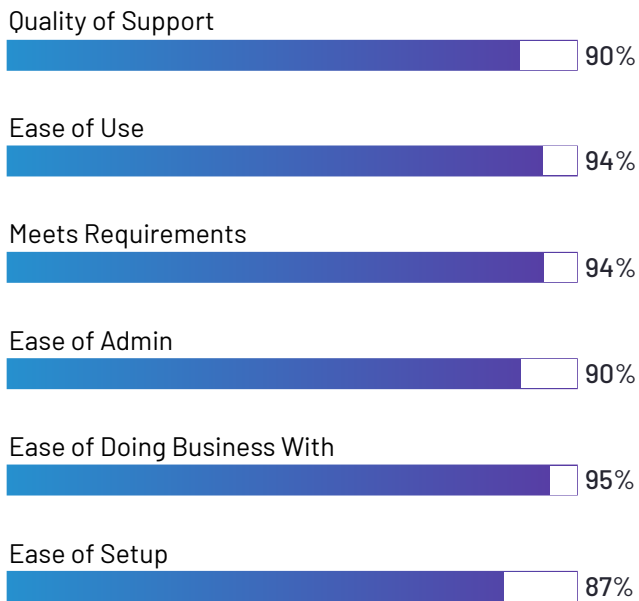
VanillaSoft



136 reviews

VanillaSoft has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend VanillaSoft at a rate of 90%. VanillaSoft is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management, Outbound Call Tracking, Sales Engagement.

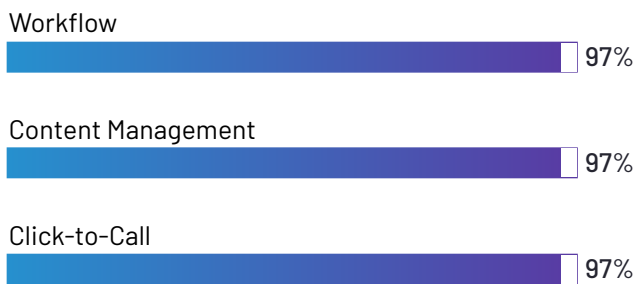
Satisfaction Ratings



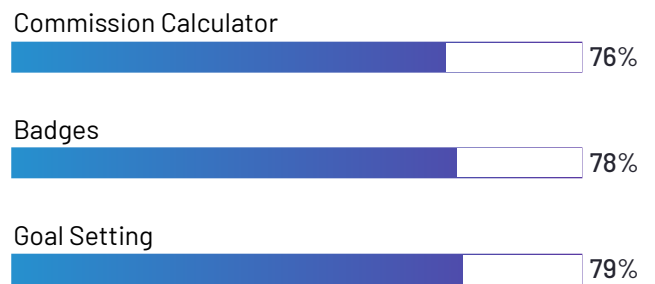
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
VanillaSoft



HQ Location
Plano, TX



Year Founded
2005



Employees (Listed On LinkedIn™)
57



Company Website
www.vanillasoft.com



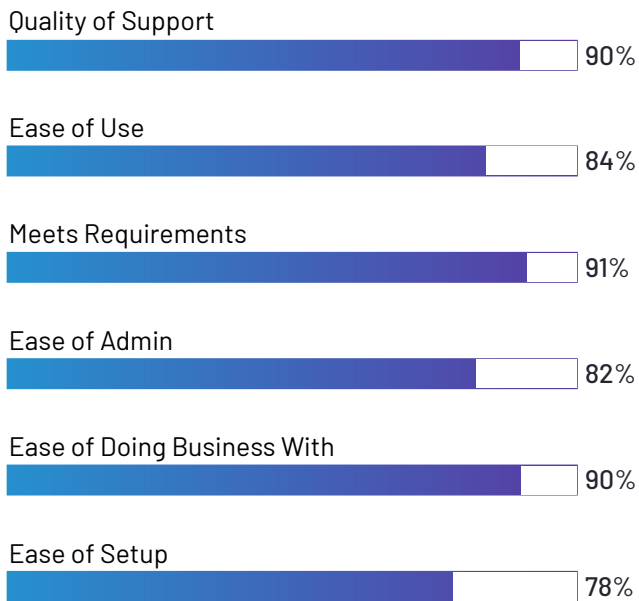
Conga Document Generation



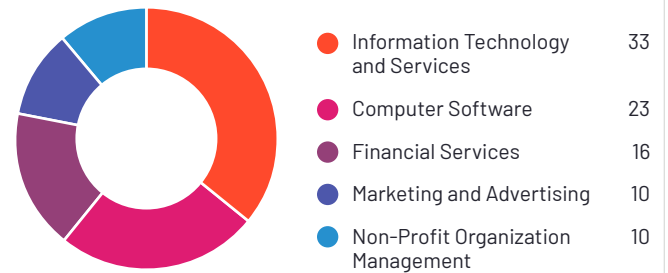
231 reviews

Conga Document Generation has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 85% of users believe it is headed in the right direction, and users said they would be likely to recommend Conga Document Generation at a rate of 88%. Conga Document Generation is included in the following categories under the Sales Acceleration family of categories: Salesforce CRM Document Generation.

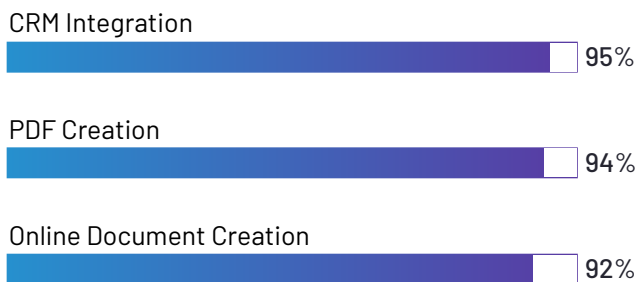
Satisfaction Ratings



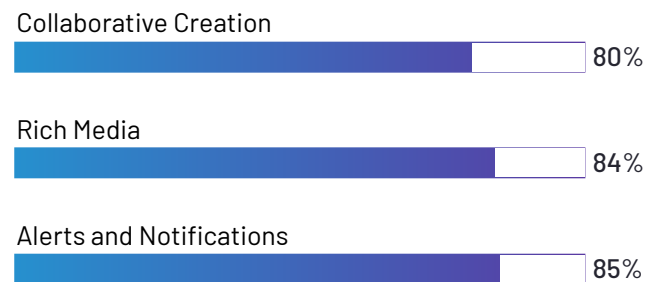
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Conga



HQ Location
Broomfield, CO



Year Founded
2006



Employees (Listed On LinkedIn™)
571



Company Website
conga.com



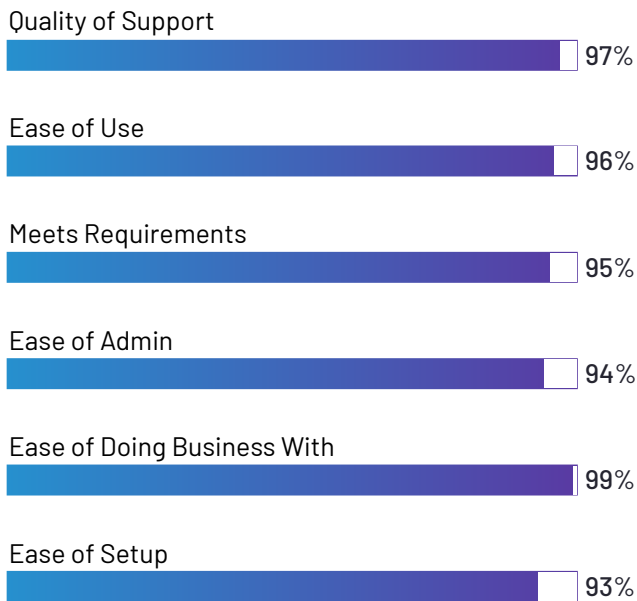
Lessonly

45 reviews

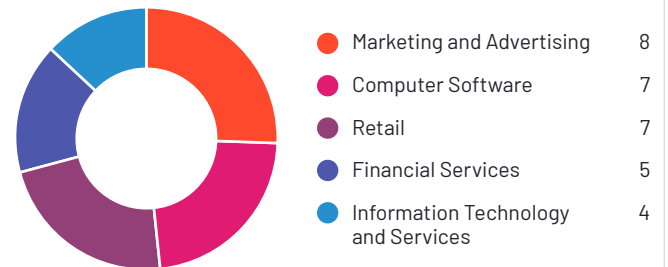
Leader
DREAMFORCE
2019

Lessonly has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Lessonly at a rate of 95%. Lessonly is included in the following categories under the Sales Acceleration family of categories: Sales Training and Onboarding, Sales Coaching.

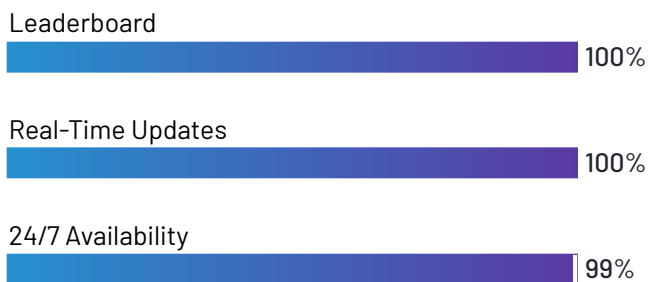
Satisfaction Ratings



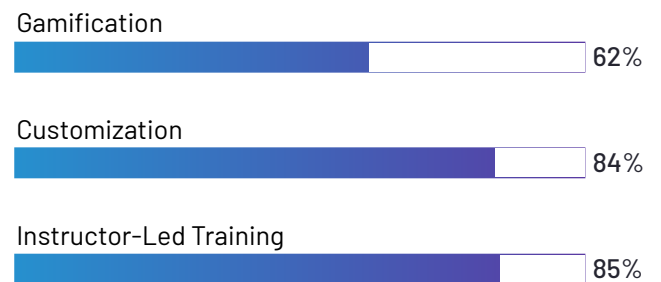
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Lessonly



HQ Location
Indianapolis, IN



Year Founded
2012



Employees (Listed On LinkedIn™)
151



Company Website
www.lessonly.com



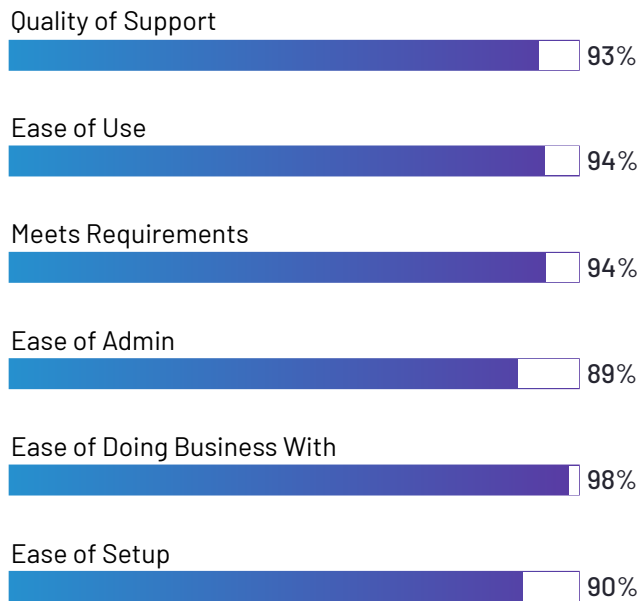
Mediafly



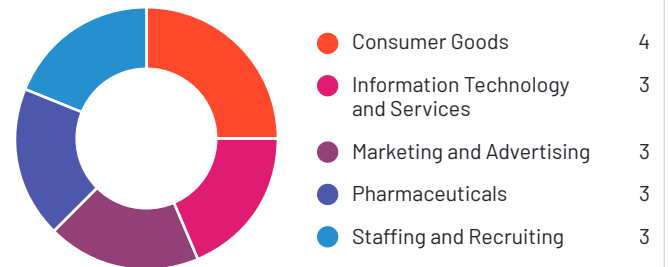
37 reviews

Mediafly has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 95% of users believe it is headed in the right direction, and users said they would be likely to recommend Mediafly at a rate of 91%. Mediafly is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

Satisfaction Ratings



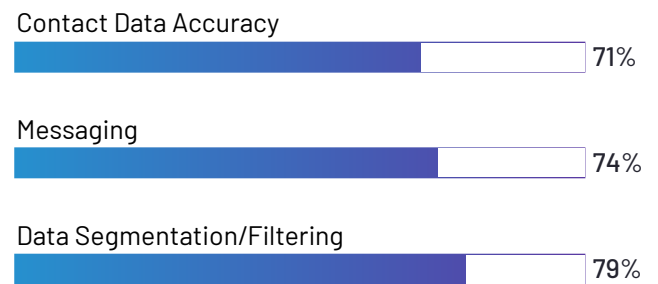
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Mediafly, Inc



HQ Location
Chicago, IL



Year Founded
2006



Employees (Listed On LinkedIn™)
90



Company Website
www.mediafly.com



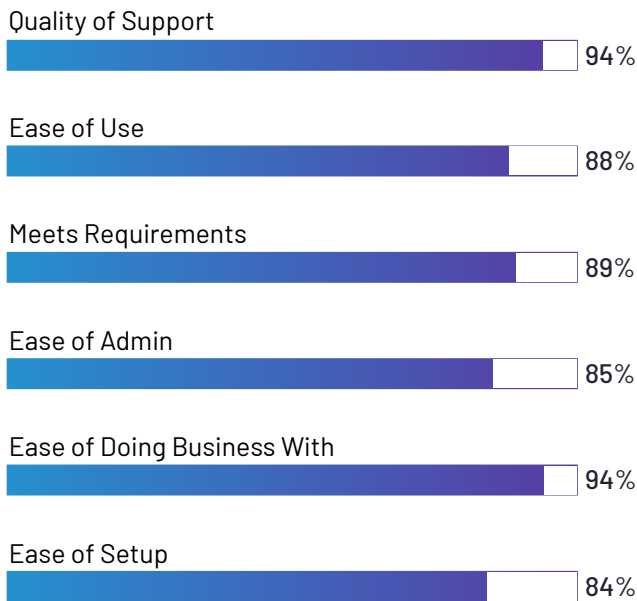
LevelEleven



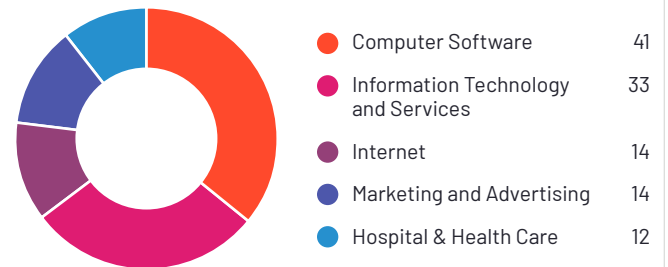
222 reviews

LevelEleven has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 91% of users believe it is headed in the right direction, and users said they would be likely to recommend LevelEleven at a rate of 89%. LevelEleven is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management, Sales Coaching.

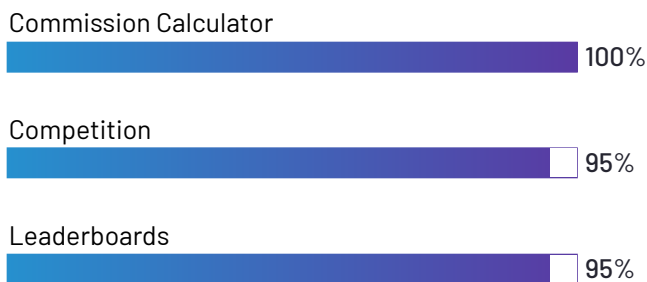
Satisfaction Ratings



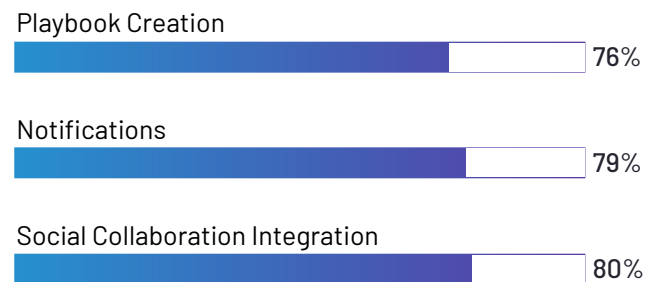
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



 Ownership LevelEleven	 HQ Location Detroit, MI	 Year Founded 2012	 Employees (Listed On LinkedIn™) 34	 Company Website leveleven.com
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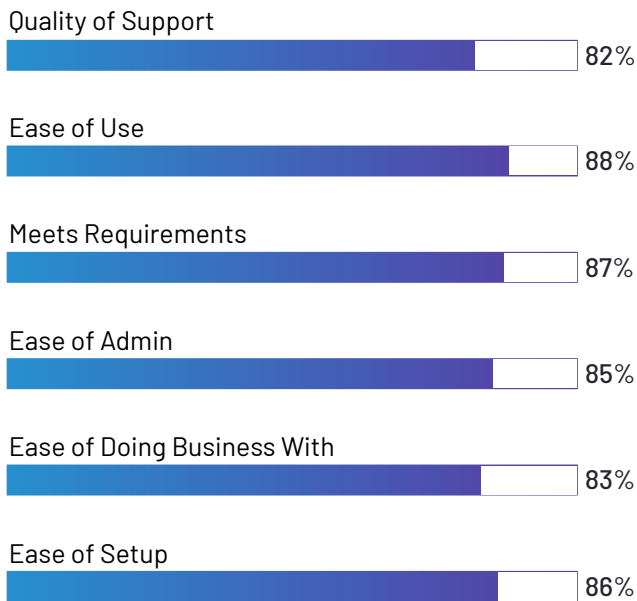
Dialpad Talk



133 reviews

Dialpad Talk has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 82% of users believe it is headed in the right direction, and users said they would be likely to recommend Dialpad Talk at a rate of 82%. Dialpad Talk is included in the following categories under the Sales Acceleration family of categories: Outbound Call Tracking.

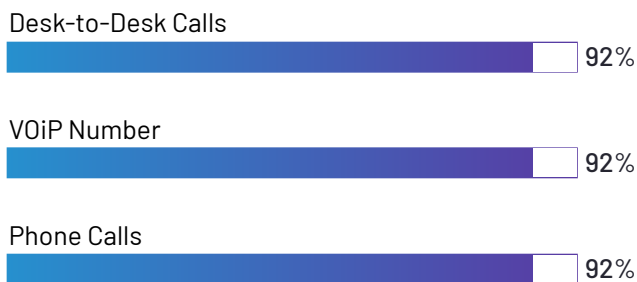
Satisfaction Ratings



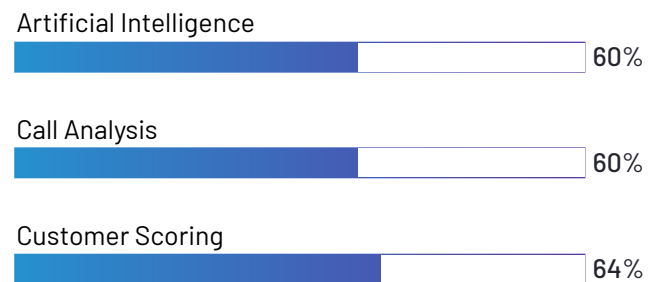
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Dialpad



HQ Location
San Francisco, CA



Year Founded
2014



Employees (Listed On LinkedIn™)
482



Company Website
Dialpad.com



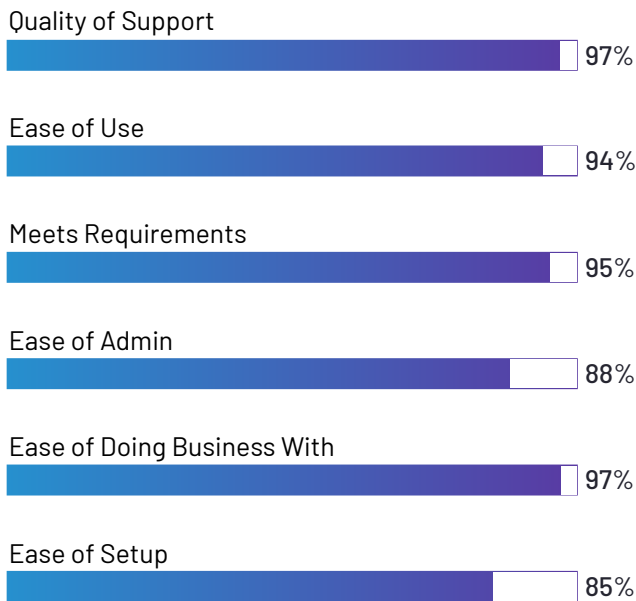
ConnectLeader



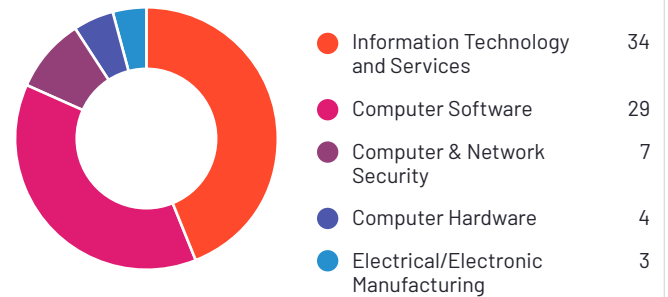
105 reviews

ConnectLeader has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend ConnectLeader at a rate of 93%. ConnectLeader is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking, Sales Engagement.

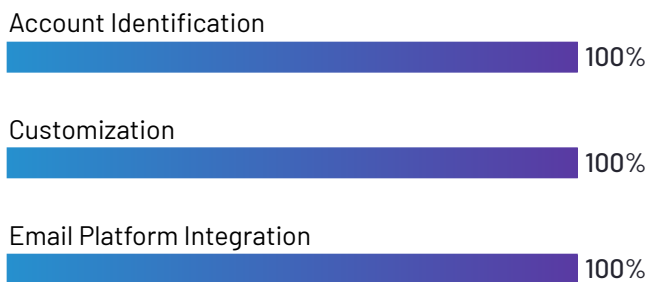
Satisfaction Ratings



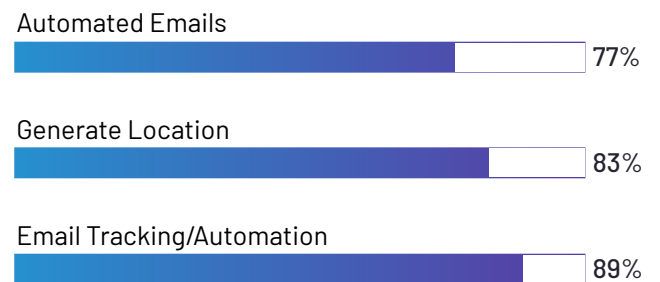
Top Industries Represented



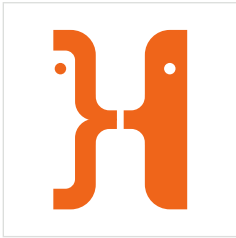
Highest-Rated Features



Lowest-Rated Features



 Ownership ConnectLeader LLC	 HQ Location Salem, NH	 Year Founded N/A	 Employees (Listed On LinkedIn™) 70	 Company Website www.connectleader.com
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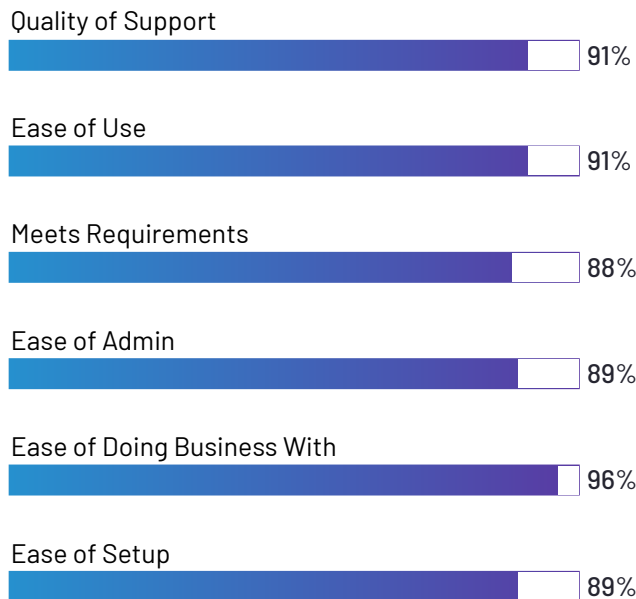
Datahug



44 reviews

Datahug has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 98% of users believe it is headed in the right direction, and users said they would be likely to recommend Datahug at a rate of 89%. Datahug is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

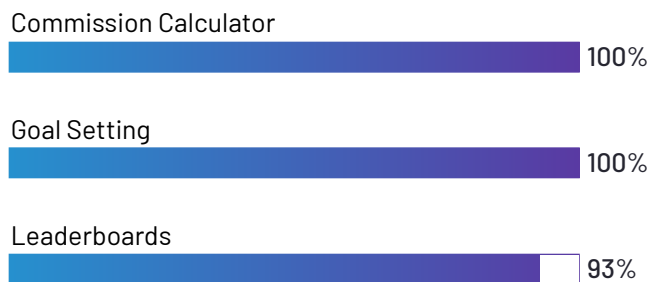
Satisfaction Ratings



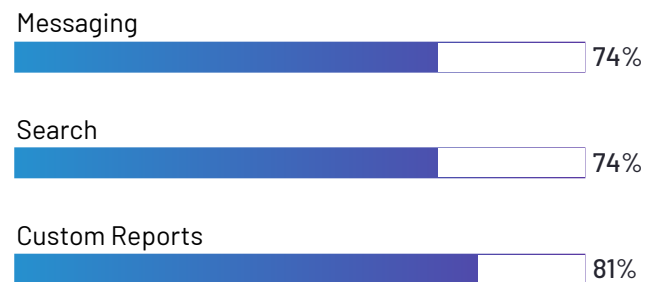
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
SAP



HQ Location
Walldorf, Germany



Year Founded
1972



Employees (Listed On LinkedIn™)
128,617



Company Website
www.sap.com



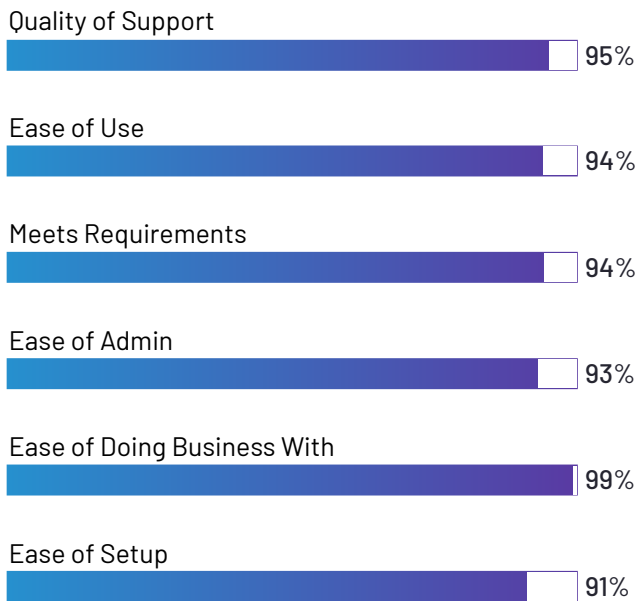
RingDNA



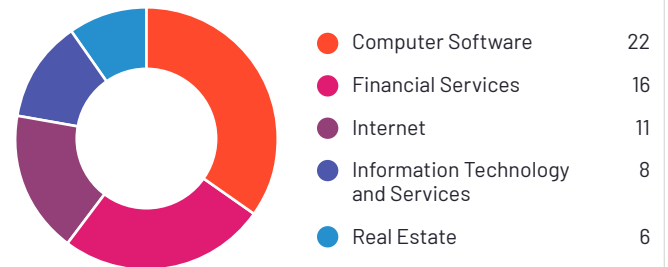
97 reviews

RingDNA has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 93% of users believe it is headed in the right direction, and users said they would be likely to recommend RingDNA at a rate of 90%. RingDNA is included in the following categories under the Sales Acceleration family of categories: Conversation Intelligence, Sales Performance Management, Outbound Call Tracking, Sales Coaching.

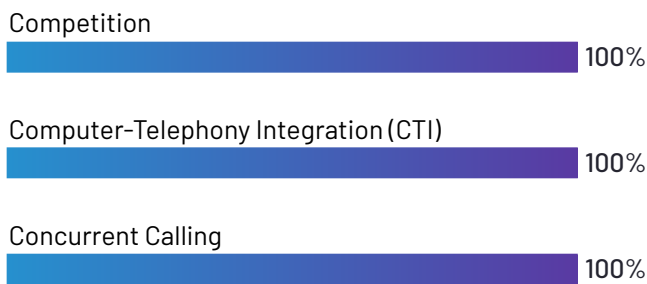
Satisfaction Ratings



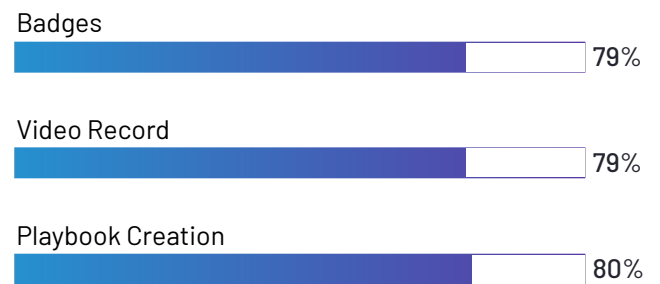
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
RingDNA



HQ Location
Los Angeles, CA



Year Founded
2012



Employees (Listed On
LinkedIn™)
61



Company Website
www.ringdna.com



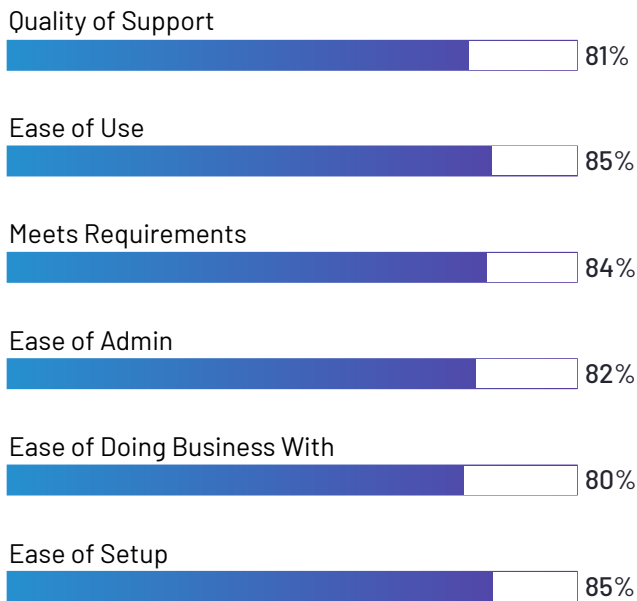
ClearSlide



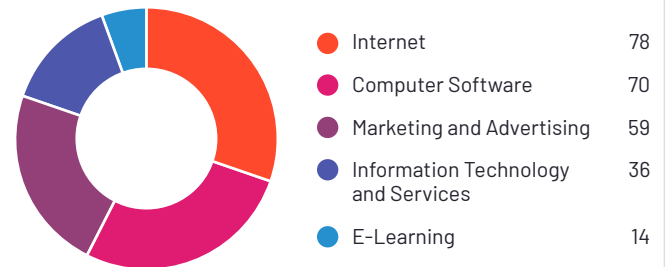
429 reviews

ClearSlide has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 75% of users believe it is headed in the right direction, and users said they would be likely to recommend ClearSlide at a rate of 82%. ClearSlide is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Enablement, Sales Engagement.

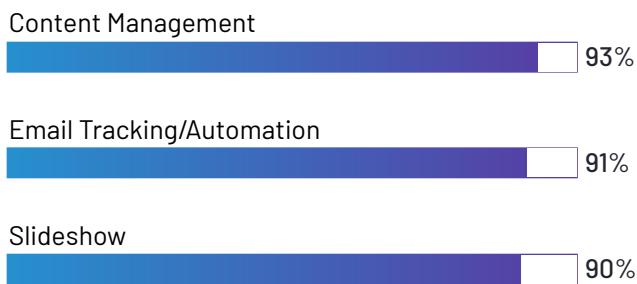
Satisfaction Ratings



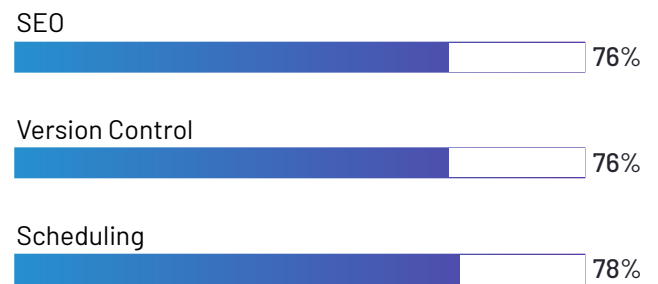
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



<p>Ownership Corel Corporation</p>	<p>HQ Location Ottawa, Canada</p>	<p>Year Founded 1985</p>	<p>Employees (Listed On LinkedIn™) 683</p>	<p>Company Website www.corel.com</p>
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ConnectAndSell

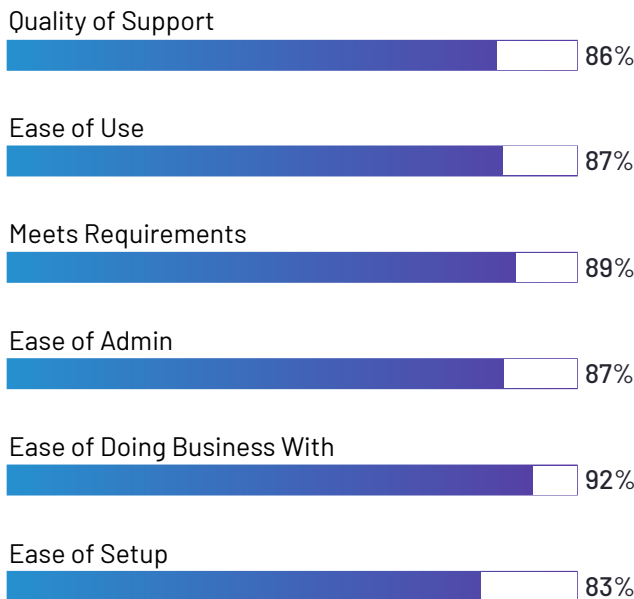
ConnectAndSell™
Conversations Matter



120 reviews

ConnectAndSell has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 88% of users believe it is headed in the right direction, and users said they would be likely to recommend ConnectAndSell at a rate of 83%. ConnectAndSell is included in the following categories under the Sales Acceleration family of categories: Outbound Call Tracking.

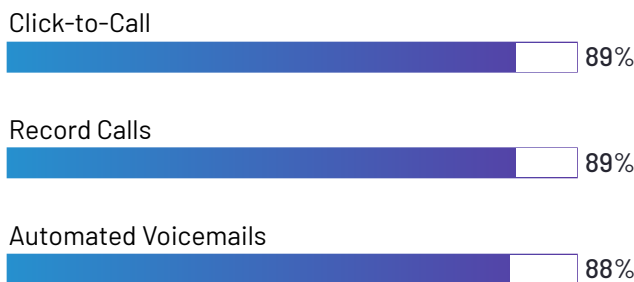
Satisfaction Ratings



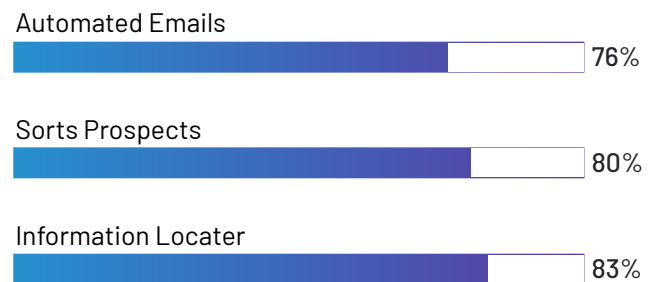
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
ConnectAndSell



HQ Location
Denver, CO



Year Founded
2007



Employees (Listed On LinkedIn™)
96



Company Website
www.connectandsell.com



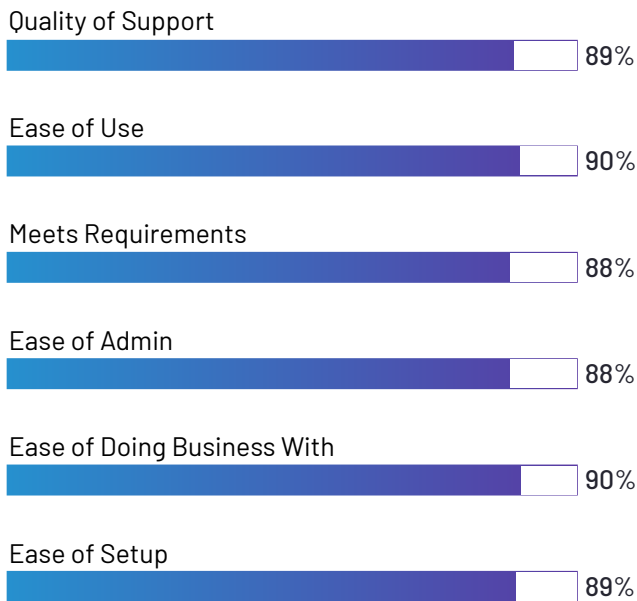
Bloomfire



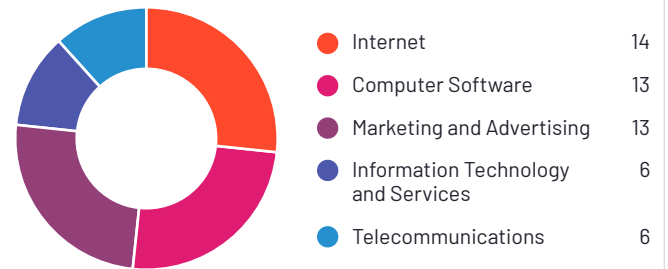
120 reviews

Bloomfire has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 80% of users believe it is headed in the right direction, and users said they would be likely to recommend Bloomfire at a rate of 87%. Bloomfire is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

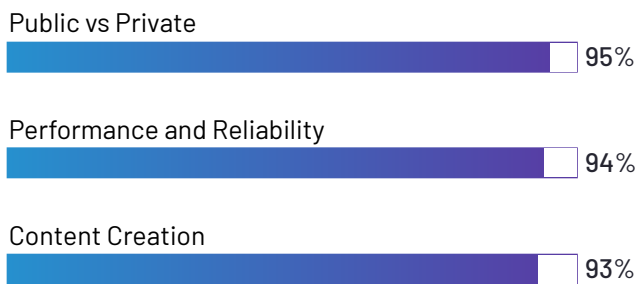
Satisfaction Ratings



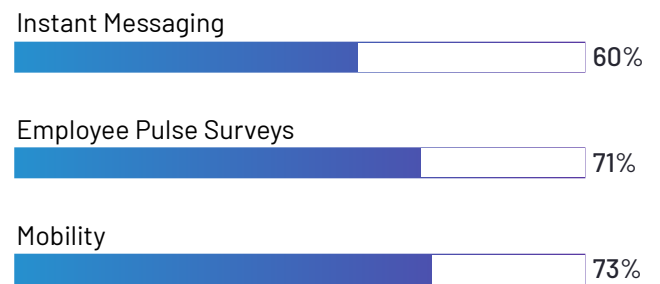
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Bloomfire



HQ Location
Austin, TX



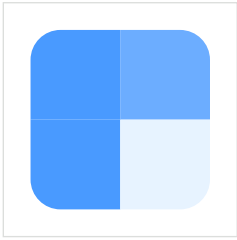
Year Founded
2010



Employees (Listed On LinkedIn™)
58



Company Website
www.bloomfire.com



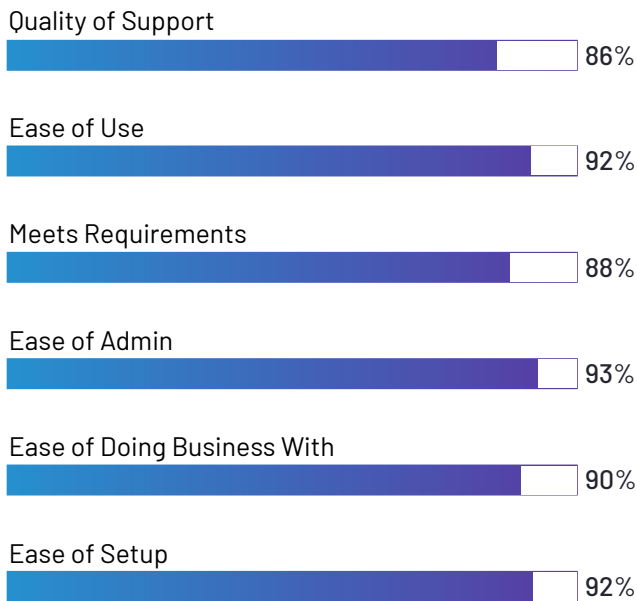
Clearbit



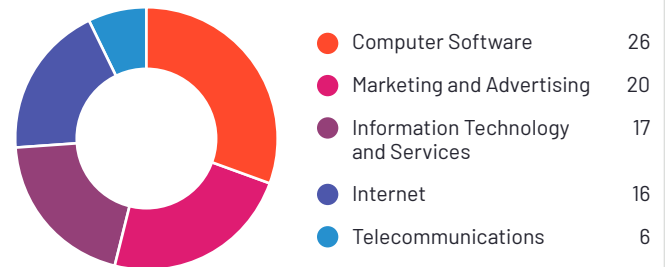
139 reviews

Clearbit has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 83% of users believe it is headed in the right direction, and users said they would be likely to recommend Clearbit at a rate of 88%. Clearbit is included in the following categories under the Sales Acceleration family of categories: Sales Engagement.

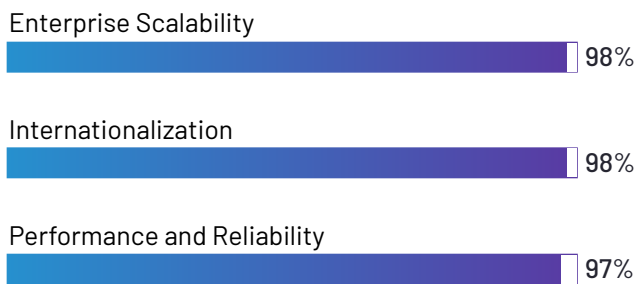
Satisfaction Ratings



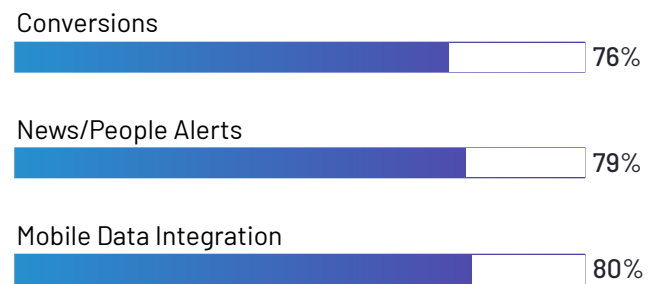
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Clearbit



HQ Location
San Francisco, CA



Year Founded
2014



Employees (Listed On LinkedIn™)
97



Company Website
clearbit.com



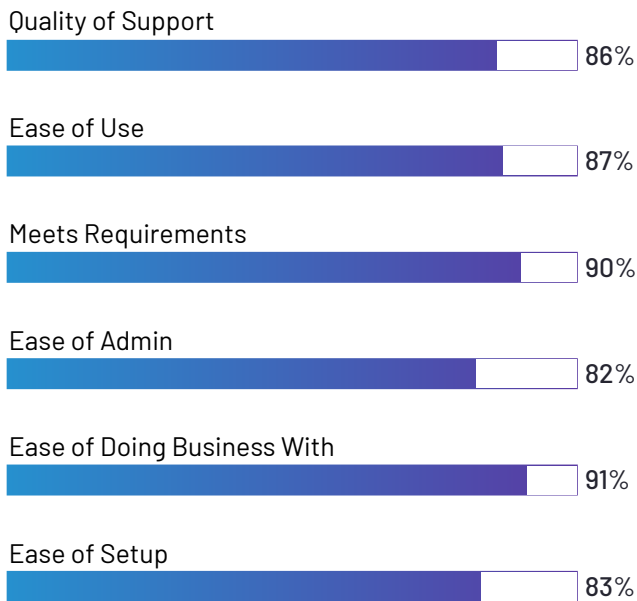
SmartCloud Connect



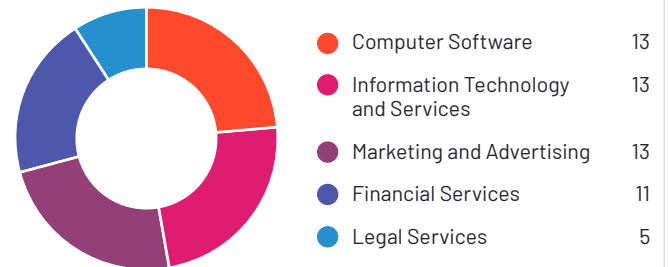
135 reviews

SmartCloud Connect has been named a Leader based on receiving a high customer Satisfaction score and having a large Market Presence. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend SmartCloud Connect at a rate of 88%. SmartCloud Connect is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Engagement.

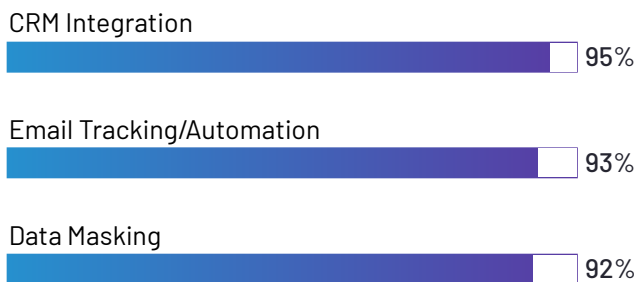
Satisfaction Ratings



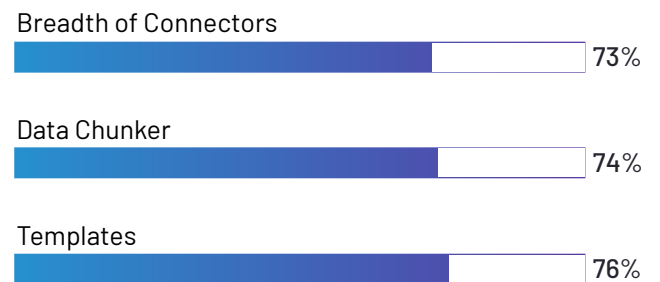
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Invisible



HQ Location
Mountain View, CA



Year Founded
2005



Employees (Listed On LinkedIn™)
95



Company Website
www.invisible.io



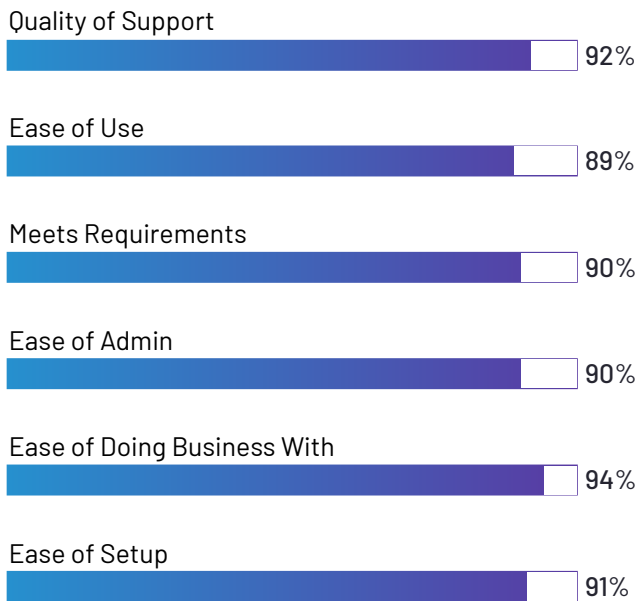
Spinify



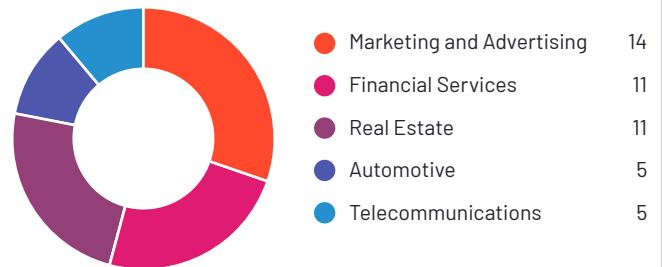
80 reviews

Spinify has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 90% of users believe it is headed in the right direction, and users said they would be likely to recommend Spinify at a rate of 88%. Spinify is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

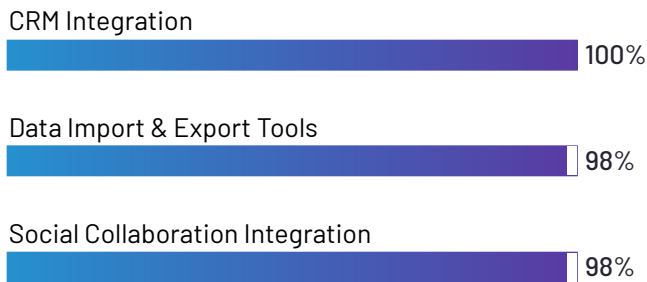
Satisfaction Ratings



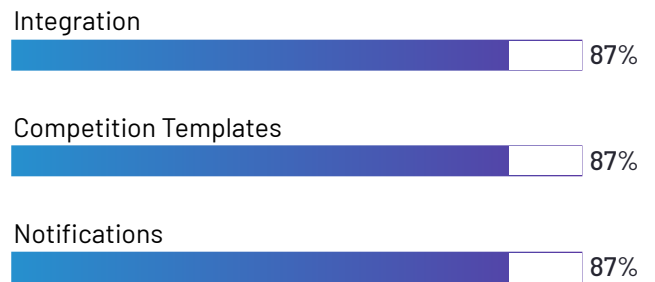
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Spinify



HQ Location
Phillip ACT, Australia



Year Founded
2016



Employees (Listed On LinkedIn™)
5



Company Website
spinify.com



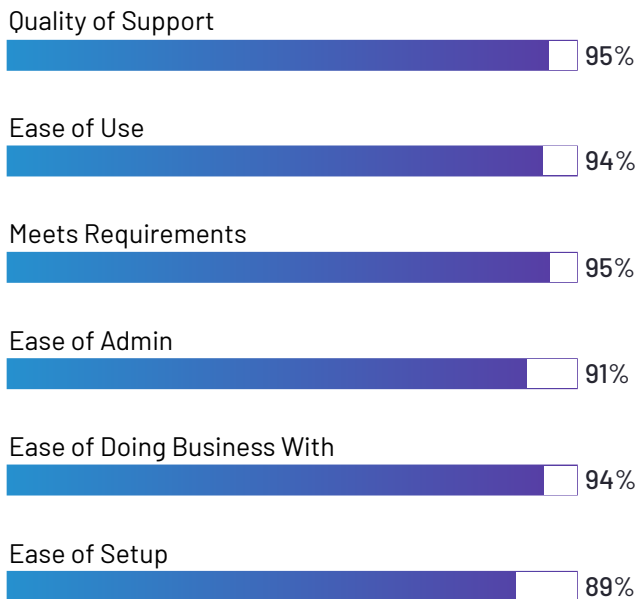
PhoneBurner



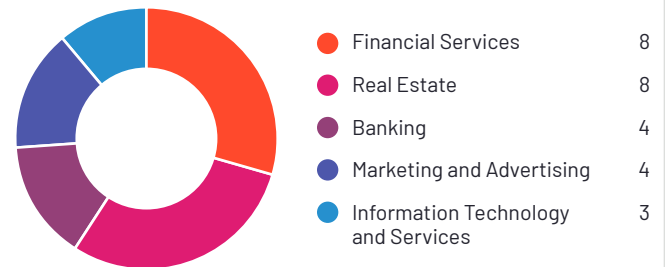
51 reviews

PhoneBurner has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 98% of users believe it is headed in the right direction, and users said they would be likely to recommend PhoneBurner at a rate of 93%. PhoneBurner is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Outbound Call Tracking.

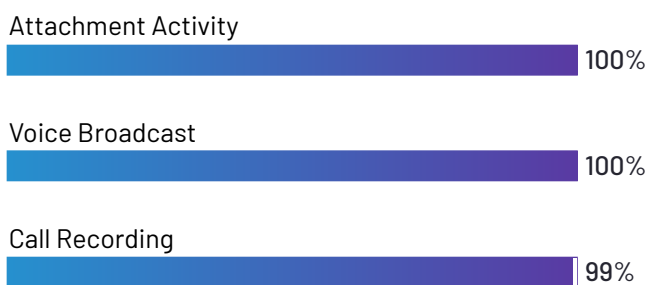
Satisfaction Ratings



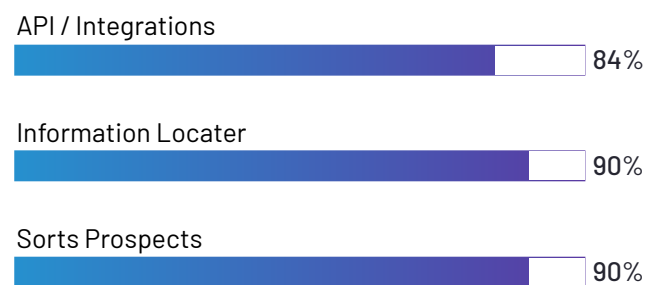
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



<p>Ownership PhoneBurner, Inc.</p>	<p>HQ Location Ladera Ranch, CA</p>	<p>Year Founded 2008</p>	<p>Employees (Listed On LinkedIn™) 32</p>	<p>Company Website www.phoneburner.com</p>
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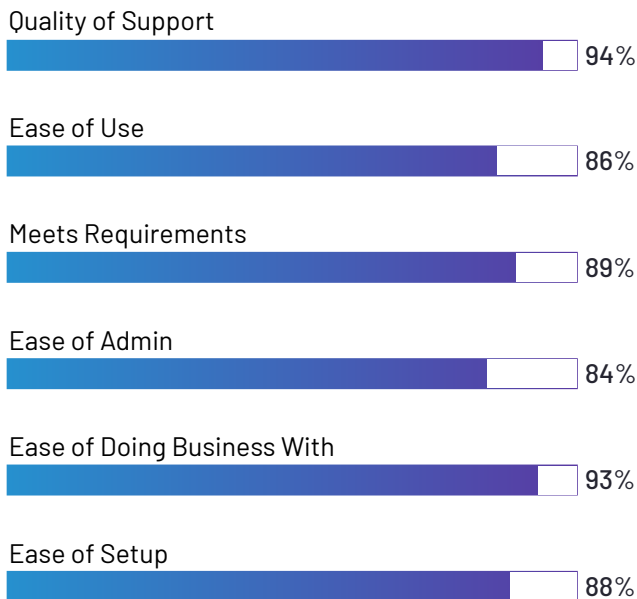
SalesHood



75 reviews

SalesHood has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 92% of users believe it is headed in the right direction, and users said they would be likely to recommend SalesHood at a rate of 90%. SalesHood is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Sales Performance Management, Sales Training and Onboarding.

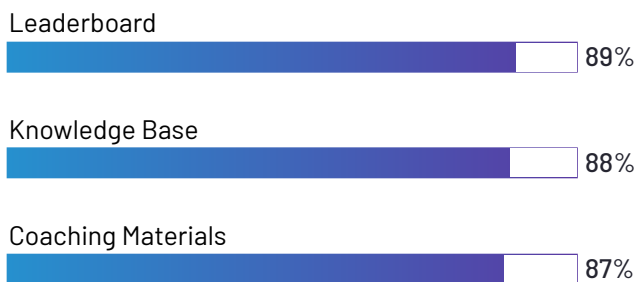
Satisfaction Ratings



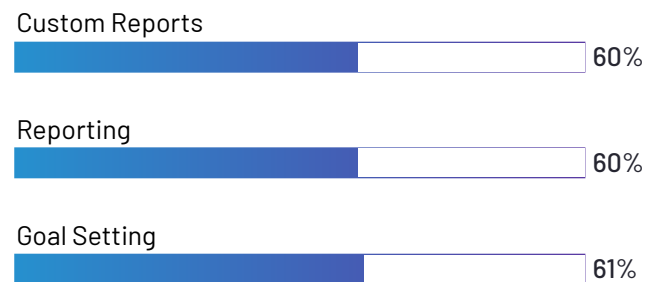
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
SalesHood Inc



HQ Location
San Francisco, CA



Year Founded
2013



Employees (Listed On LinkedIn™)
50



Company Website
www.saleshood.com



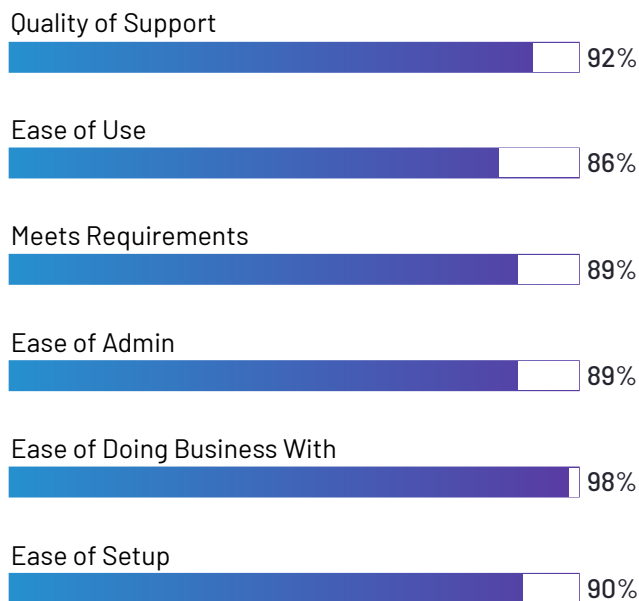
LevelJump



119 reviews

LevelJump has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 82% of users believe it is headed in the right direction, and users said they would be likely to recommend LevelJump at a rate of 86%. LevelJump is included in the following categories under the Sales Acceleration family of categories: Sales Coaching, Sales Enablement, Sales Performance Management, Sales Training and Onboarding.

Satisfaction Ratings



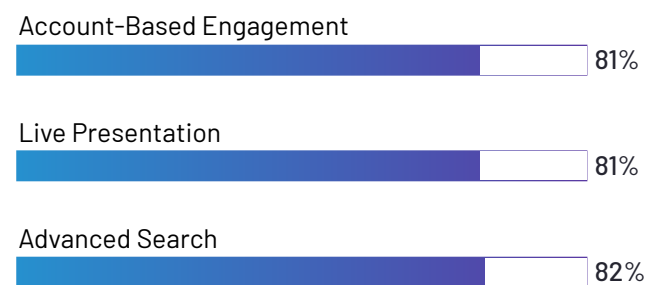
Top Industries Represented








Highest-Rated Features



Lowest-Rated Features



 <p>Ownership LevelJump Software</p>	 <p>HQ Location Toronto, Canada</p>	 <p>Year Founded 2014</p>	 <p>Employees (Listed On LinkedIn™) 13</p>	 <p>Company Website www.leveljumpsoftware.com</p>
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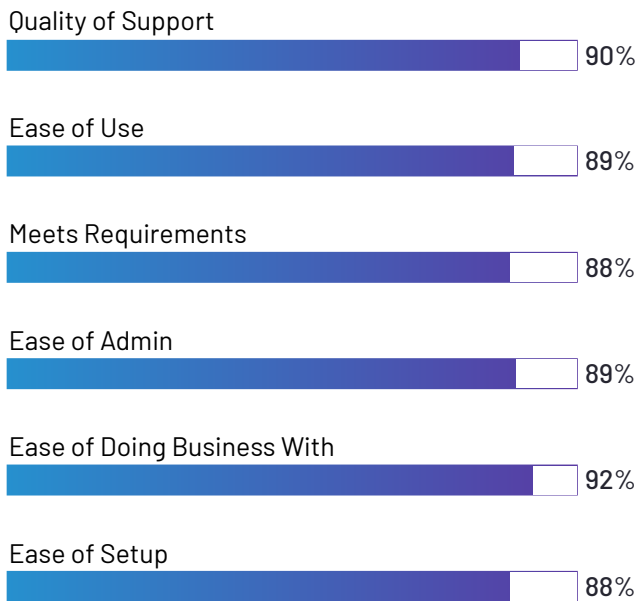
Modus



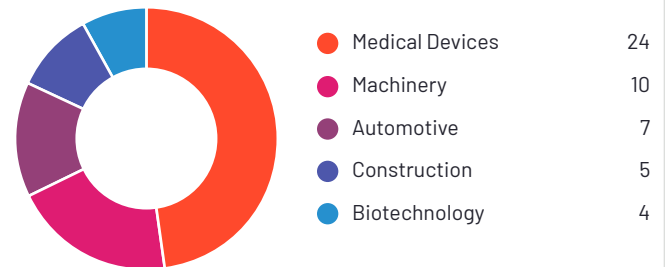
81 reviews

Modus has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 88% of users believe it is headed in the right direction, and users said they would be likely to recommend Modus at a rate of 85%. Modus is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

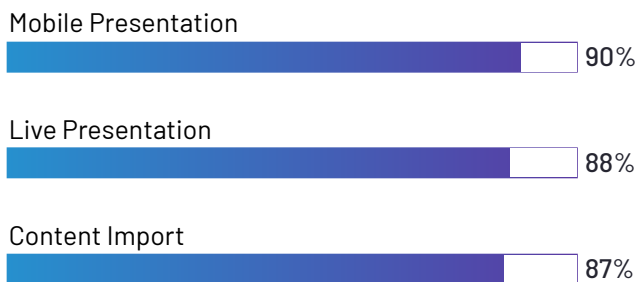
Satisfaction Ratings



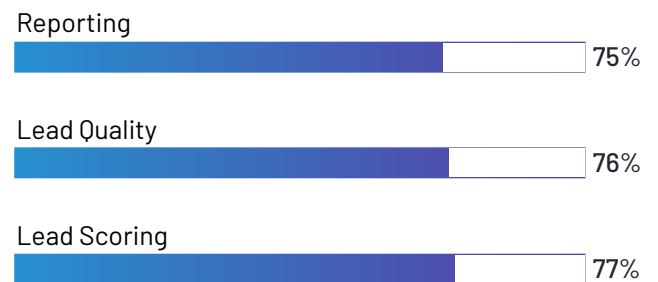
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



<p>Ownership Modus Engagement</p>	<p>HQ Location Minneapolis, MN</p>	<p>Year Founded 2013</p>	<p>Employees (Listed On LinkedIn™) 46</p>	<p>Company Website gomodus.com</p>
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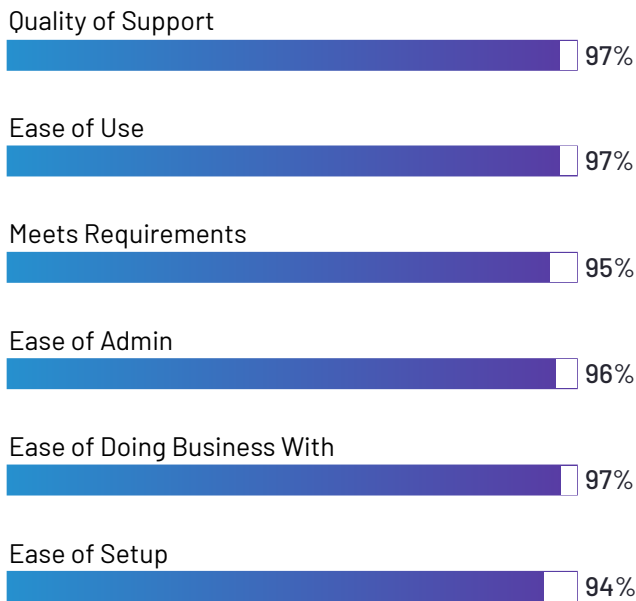
Interseller



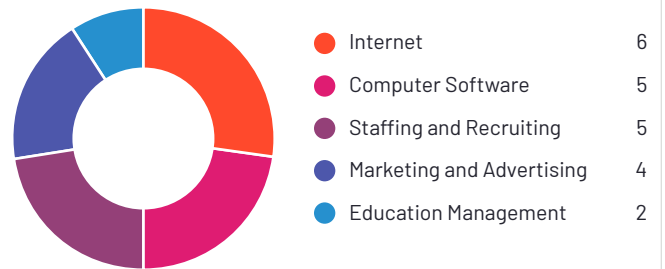
39 reviews

Interseller has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 98% of users believe it is headed in the right direction, and users said they would be likely to recommend Interseller at a rate of 93%. Interseller is included in the following categories under the Sales Acceleration family of categories: Email Marketing, Sales Engagement.

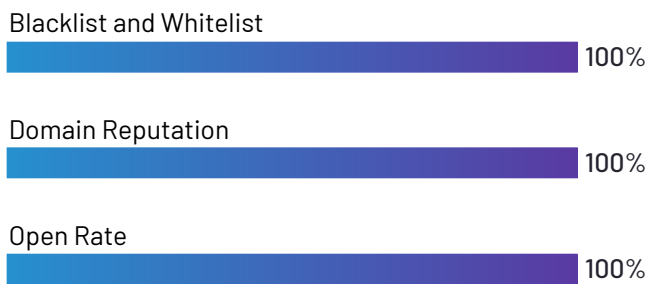
Satisfaction Ratings



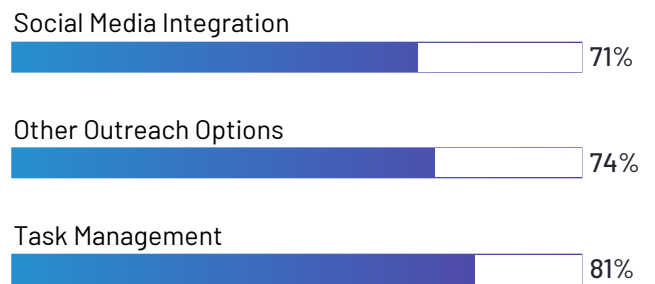
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Interseller



HQ Location
Newport Beach, CA



Year Founded
1998



Employees (Listed On LinkedIn™)
3



Company Website
www.interseller.io



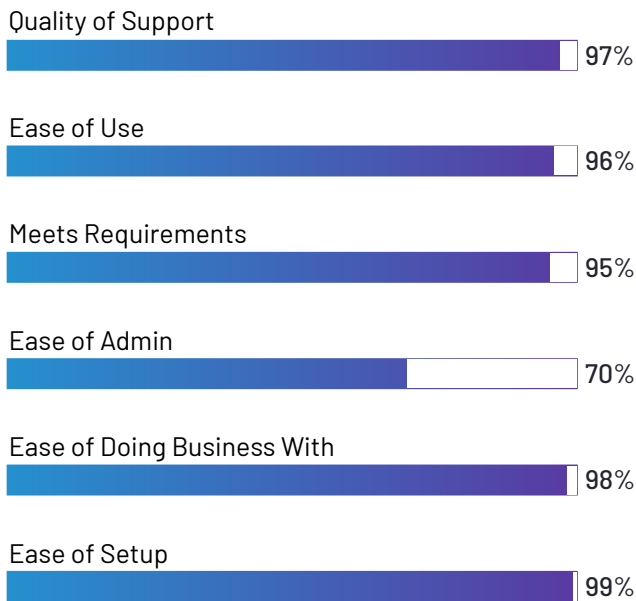
Dooly



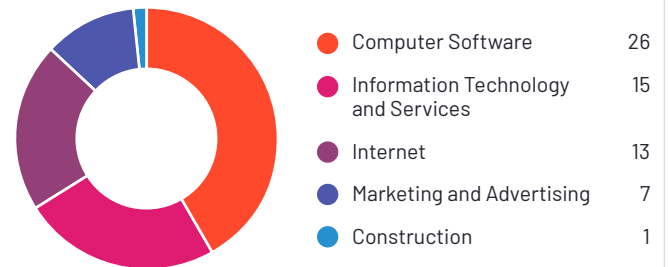
73 reviews

Dooly has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Dooly at a rate of 95%. Dooly is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Sales Engagement.

Satisfaction Ratings



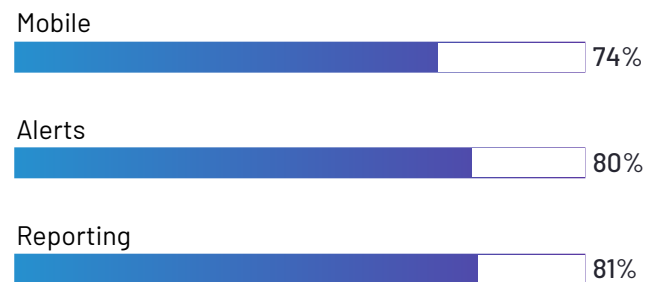
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Dooly



HQ Location
Vancouver, Canada



Year Founded
2016



Employees (Listed On LinkedIn™)
13



Company Website
www.dooly.ai



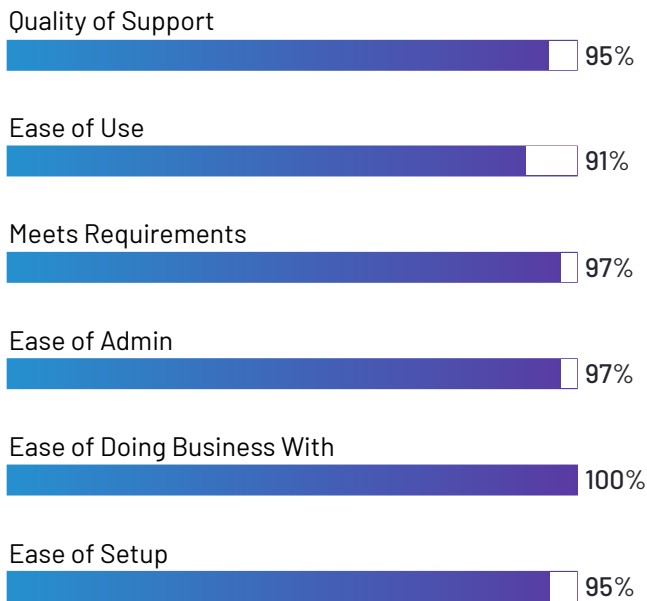
SalesScreen



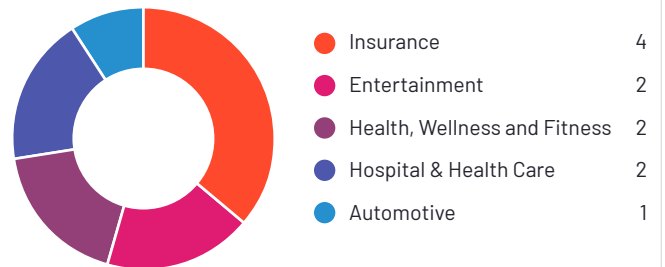
16 reviews

SalesScreen has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users believe it is headed in the right direction, and users said they would be likely to recommend SalesScreen at a rate of 98%. SalesScreen is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management.

Satisfaction Ratings



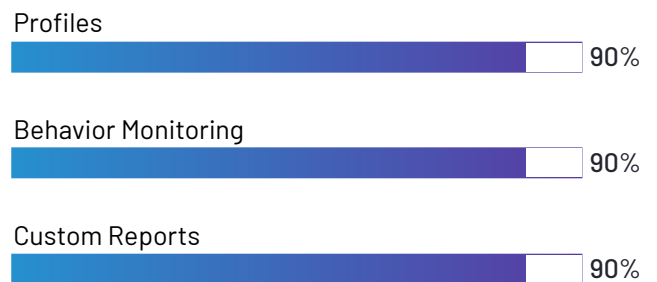
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Dogu AS



HQ Location
Trondheim, Norway



Year Founded
2011



Employees (Listed On LinkedIn™)
25



Company Website
www.dogu.io



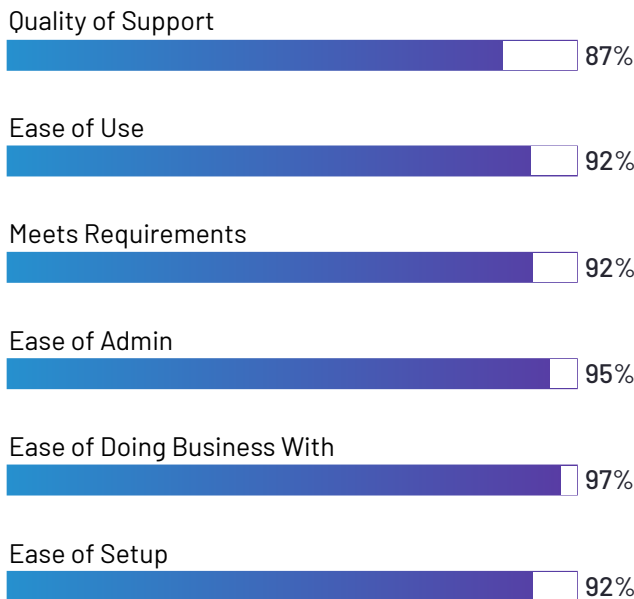
Consensus



25 reviews

Consensus has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 83% of users believe it is headed in the right direction, and users said they would be likely to recommend Consensus at a rate of 90%. Consensus is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

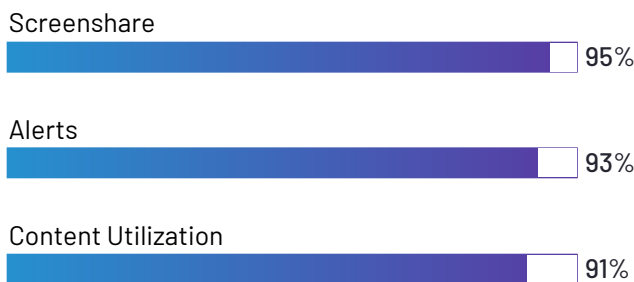
Satisfaction Ratings



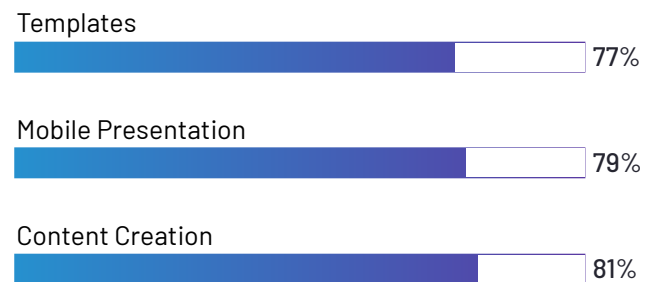
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Consensus



HQ Location
Orem, UT



Year Founded
2013



Employees (Listed On LinkedIn™)
40



Company Website
demochimp.com



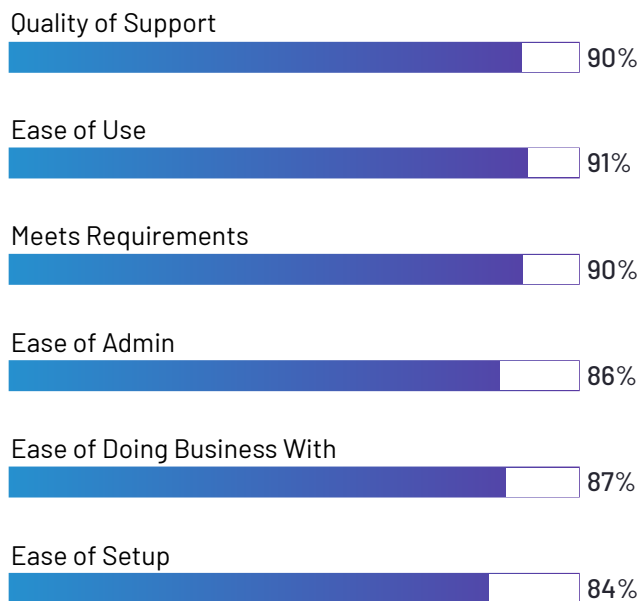
Ebsta Inbox



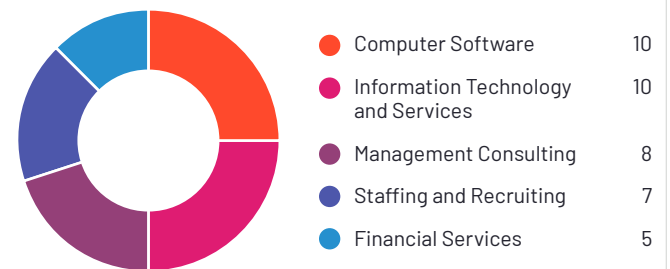
73 reviews

Ebsta Inbox has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 86% of users believe it is headed in the right direction, and users said they would be likely to recommend Ebsta Inbox at a rate of 92%. Ebsta Inbox is included in the following categories under the Sales Acceleration family of categories: Email Tracking, Sales Enablement, Sales Engagement.

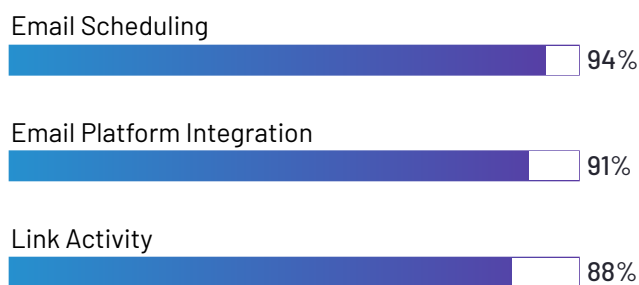
Satisfaction Ratings



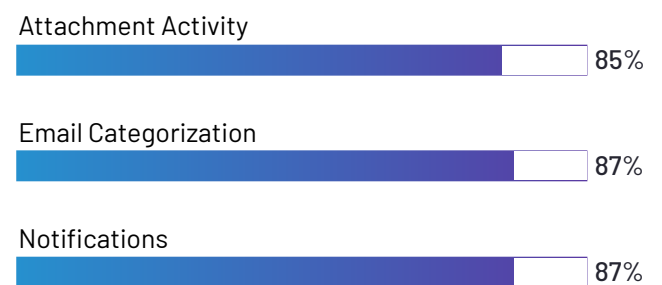
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Ebsta



HQ Location
London, United Kingdom



Year Founded
2012



Employees (Listed On LinkedIn™)
45



Company Website
ebsta.com



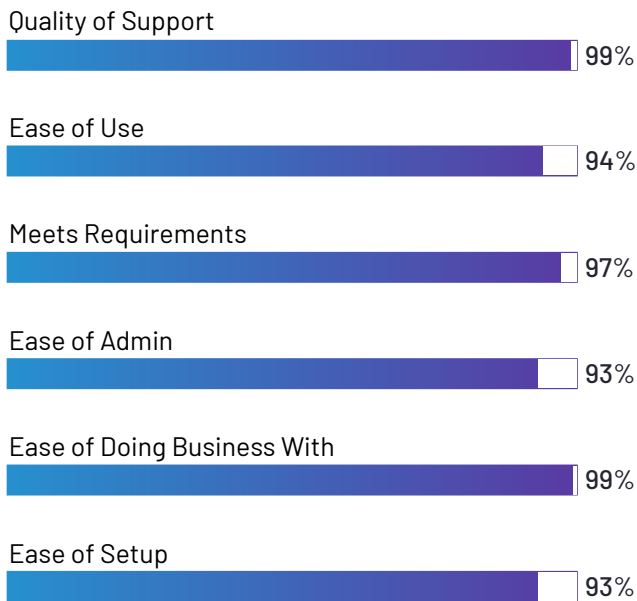
Xvoyant



19 reviews

Xvoyant has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 94% of users believe it is headed in the right direction, and users said they would be likely to recommend Xvoyant at a rate of 98%. Xvoyant is included in the following categories under the Sales Acceleration family of categories: Sales Performance Management, Sales Coaching.

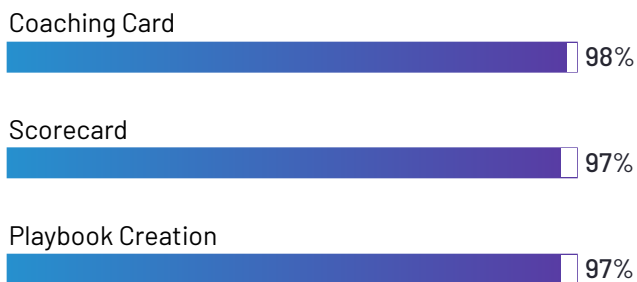
Satisfaction Ratings



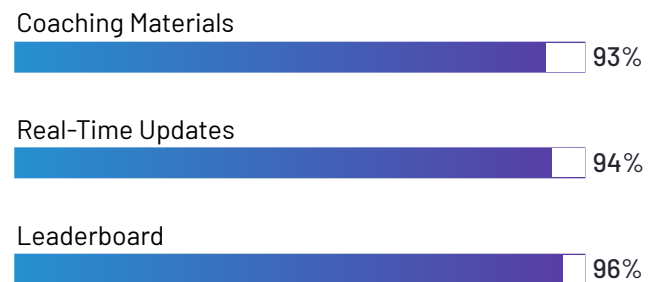
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Xvoyant



HQ Location
West Jordan, UT



Year Founded
2016



Employees (Listed On LinkedIn™)
19



Company Website
www.xvoyant.com



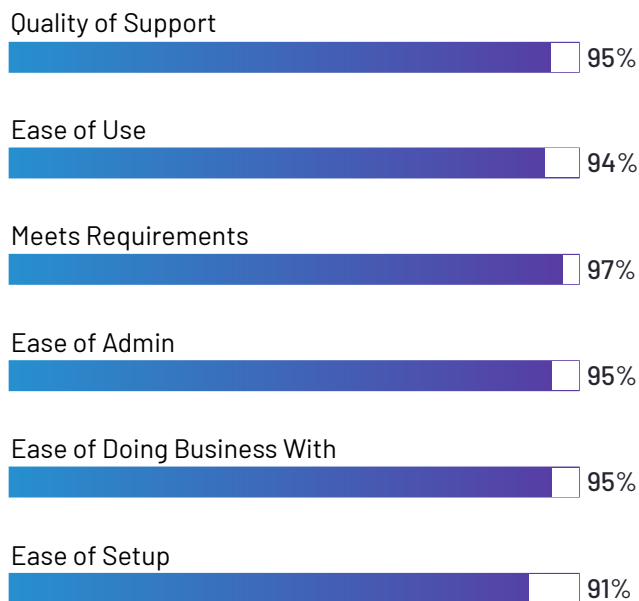
OneMob



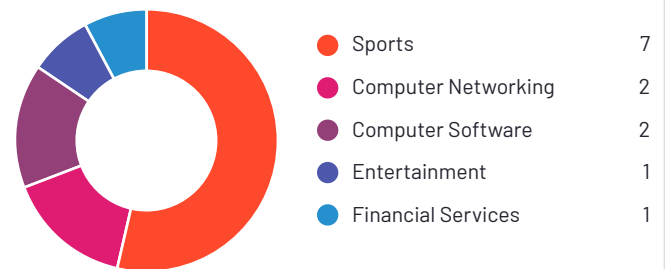
13 reviews

OneMob has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users believe it is headed in the right direction, and users said they would be likely to recommend OneMob at a rate of 95%. OneMob is included in the following categories under the Sales Acceleration family of categories: Sales Enablement.

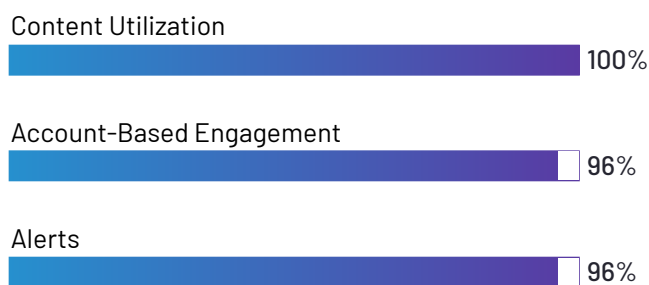
Satisfaction Ratings



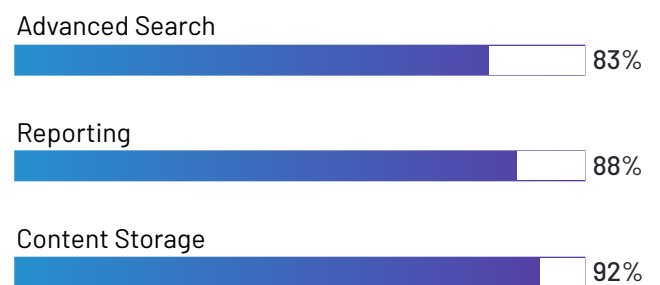
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
OneMob



HQ Location
San Francisco, CA



Year Founded
2014



Employees (Listed On LinkedIn™)
29



Company Website
www.onemob.com



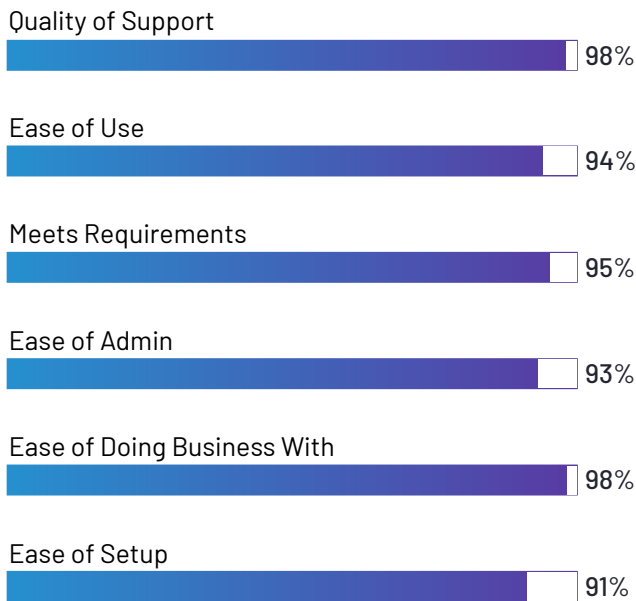
Olono



25 reviews

Olono has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Olono at a rate of 98%. Olono is included in the following categories under the Sales Acceleration family of categories: Sales Engagement.

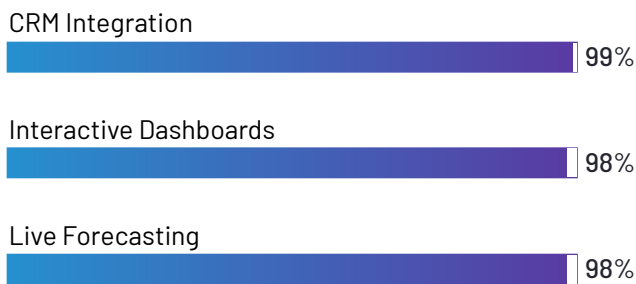
Satisfaction Ratings



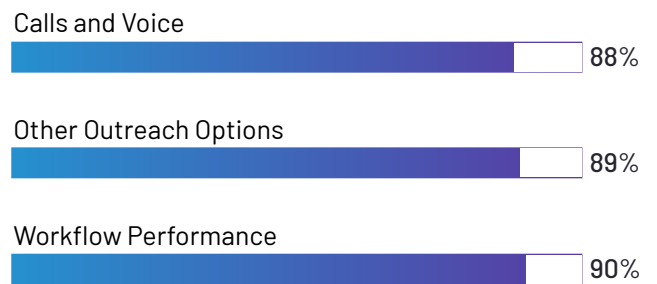
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Olono



HQ Location
Austin, TX



Year Founded
2016



Employees (Listed On LinkedIn™)
26



Company Website
www.olono.ai



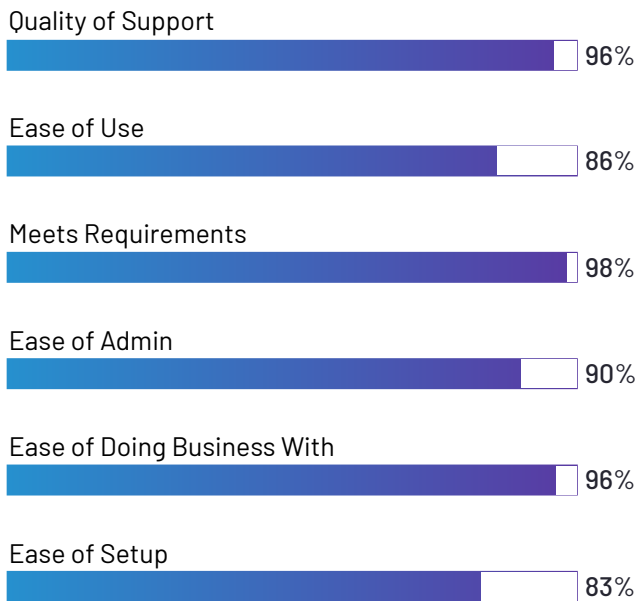
Openseense



20 reviews

Openseense has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 100% of users believe it is headed in the right direction, and users said they would be likely to recommend Openseense at a rate of 95%. Openseense is included in the following categories under the Sales Acceleration family of categories: Email Tracking.

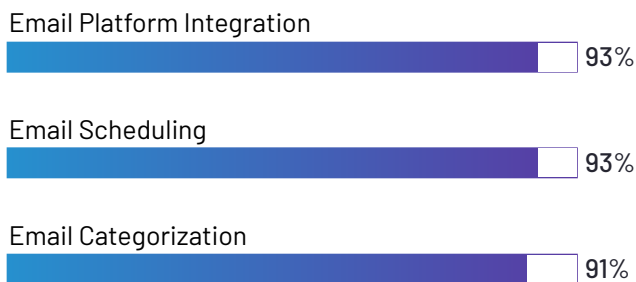
Satisfaction Ratings



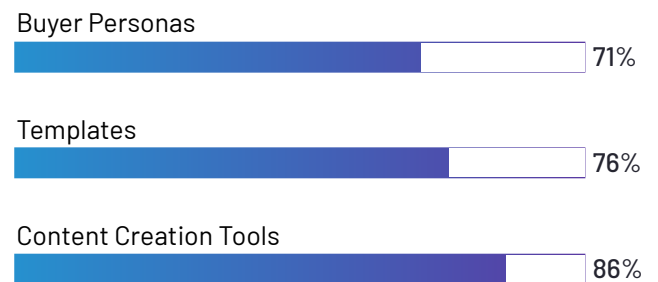
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



<p>Ownership Openseense (formerly SenderGen)</p>	<p>HQ Location San Francisco, CA</p>	<p>Year Founded 2013</p>	<p>Employees (Listed On LinkedIn™) 21</p>	<p>Company Website www.openseense.com</p>
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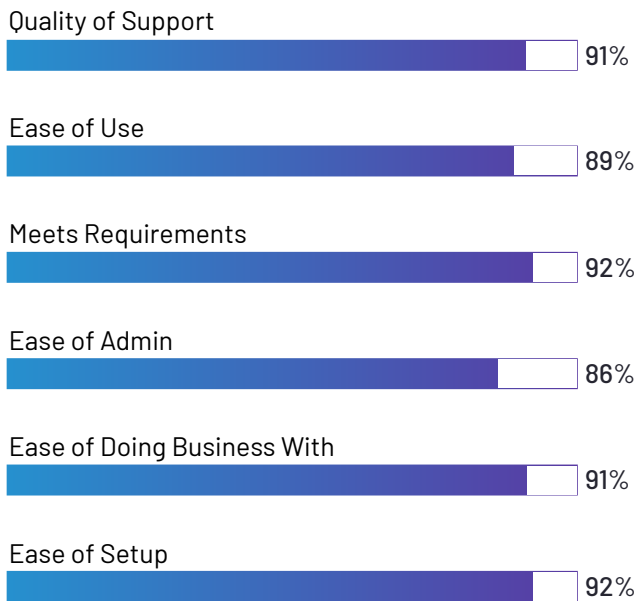
Komiko



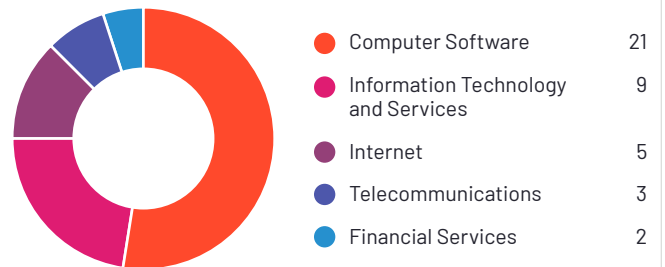
57 reviews

Komiko has been named a High Performer product based on having high customer Satisfaction scores and a low Market Presence compared to the rest of the category. 89% of users believe it is headed in the right direction, and users said they would be likely to recommend Komiko at a rate of 84%. Komiko is included in the following categories under the Sales Acceleration family of categories: Sales Enablement, Email Tracking, Sales Coaching.

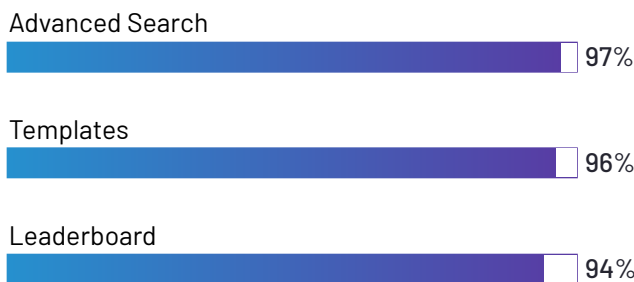
Satisfaction Ratings



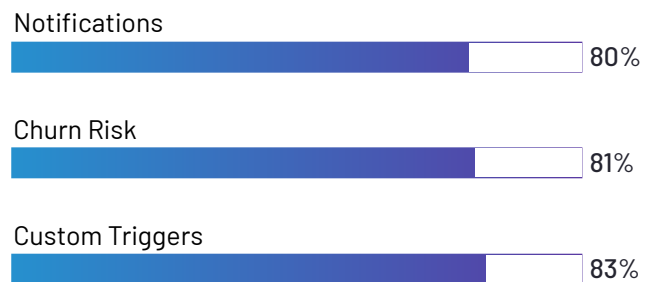
Top Industries Represented



Highest-Rated Features



Lowest-Rated Features



Ownership
Komiko



HQ Location
Redmond, WA



Year Founded
2015



Employees (Listed On LinkedIn™)
10



Company Website
www.komiko.com



Additional Data for Sales Acceleration Tools in the Salesforce Ecosystem

The table below highlights implementation and deployment data as indicated in real user reviews on G2.

Implementation

	Deployment		Implementation Time	Implementation Method		
	Cloud	On-Premises	Avg. Months to Go Live	In-House Team	Vendor Services Team	Third-Party Consultant
Highspot	77%	23%	1.4	89%	11%	0%
Seismic	85%	15%	4.1	71%	28%	2%
Showpad Content	60%	40%	1.9	93%	5%	2%
Guru	84%	16%	0.8	100%	0%	0%
Playbooks	56%	44%	1.7	72%	25%	3%
Yesware	67%	33%	0.4	97%	3%	0%
Nimble	56%	44%	1.4	91%	9%	0%
Nintex Drawloop DocGen® for Salesforce	76%	24%	1.6	68%	12%	20%
Groove	63%	37%	0.6	84%	15%	2%
Hoopla	67%	33%	0.6	81%	17%	3%
Showpad Coach	76%	24%	1.4	97%	3%	0%
Brainshark	70%	30%	3.3	79%	20%	0%
Ambition	78%	22%	1.6	89%	11%	0%
DocSend	72%	28%	N/A	96%	4%	0%
VanillaSoft	54%	46%	0.7	88%	10%	2%
Conga Document Generation	83%	17%	1.4	74%	10%	16%
Lessonly	72%	28%	1.3	93%	7%	0%
Mediafly	73%	27%	2.8	60%	40%	0%

(Additional Data for Sales Acceleration Tools in the Salesforce Ecosystem continues on next page)

*N/A is displayed when fewer than five responses were received for the question or when data is not publicly available.

Additional Data for Sales Acceleration Tools in the Salesforce Ecosystem (continued)

The table below highlights implementation and deployment data as indicated in real user reviews on G2.

Implementation

	Deployment		Implementation Time	Implementation Method		
	Cloud	On-Premises	Avg. Months to Go Live	In-House Team	Vendor Services Team	Third-Party Consultant
LevelEleven	83%	17%	0.9	85%	14%	1%
Dialpad Talk	67%	33%	0.9	95%	2%	2%
ConnectLeader	65%	35%	0.4	87%	7%	7%
Datahug	84%	16%	0.5	86%	14%	0%
RingDNA	82%	18%	0.4	85%	13%	3%
ClearSlide	79%	21%	1.3	81%	17%	1%
ConnectAndSell	78%	22%	0.7	79%	21%	0%
Bloomfire	79%	21%	1.2	90%	8%	2%
Clearbit	62%	38%	0.7	97%	3%	0%
SmartCloud Connect	74%	26%	1.9	90%	8%	3%
Spinify	63%	37%	1.9	84%	13%	3%
PhoneBurner	71%	29%	0.2	93%	7%	0%
SalesHood	98%	2%	0.8	93%	8%	0%
LevelJump	83%	17%	1	89%	8%	3%
Modus	67%	33%	3.1	93%	7%	0%
Interseller	71%	29%	N/A	93%	7%	0%
Dooly	100%	0%	N/A	100%	0%	0%
SalesScreen	60%	40%	0.7	60%	40%	0%

(Additional Data for Sales Acceleration Tools in the Salesforce Ecosystem continues on next page)

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Additional Data for Sales Acceleration Tools in the Salesforce Ecosystem (continued)

The table below highlights implementation and deployment data as indicated in real user reviews on G2.

Implementation

	Deployment		Implementation Time	Implementation Method		
	Cloud	On-Premises	Avg. Months to Go Live	In-House Team	Vendor Services Team	Third-Party Consultant
Consensus	90%	10%	1.4	86%	14%	0%
Ebsta Inbox	75%	25%	0.6	100%	0%	0%
Xvoyant	50%	50%	5.6	75%	25%	0%
OneMob	33%	67%	N/A	67%	33%	0%
Oloho	89%	11%	1.3	83%	17%	0%
Opensense	64%	36%	1.5	100%	0%	0%
Komiko	81%	19%	0.6	90%	5%	5%

*N/A is displayed when fewer than five responses were received for the question or when data is not publicly available.



Grid® Methodology

Grid® Rating Methodology

The Grid® represents the democratic voice of real software users, rather than the subjective opinion of one analyst. G2 rates products from the Sales Acceleration family of categories algorithmically based on data sourced from product reviews shared by G2 users and data aggregated from online sources and social networks.

Technology buyers can use the Grid® to help them quickly select the best products for their businesses and to find peers with similar experiences. For vendors, media, investors, and analysts, the Grid® provides benchmarks for product comparison and market trend analysis.

Grid® Scoring Methodology

G2 rates products and vendors based on reviews gathered from our user community, as well as data aggregated from online sources and social networks. We apply a unique algorithm (v3.0) to this data to calculate the Satisfaction and Market Presence scores in real time. The Grid® Report for Sales Acceleration Tools in the Salesforce Ecosystem | Fall 2019 is based on scores calculated using the G2 algorithm v3.0 from reviews collected through September 04, 2019. The report represents an aggregate of scores received for each product across all Sales Acceleration subcategories in which they appear. To learn more about the categories in this space, please visit the [Sales Acceleration](#) page.

Only sales acceleration products which offer an app in the Salesforce AppExchange have been included in this report.

Satisfaction

The Satisfaction rating is affected by the following:

- ▶ Customer satisfaction with end user-focused product attributes based on user reviews
- ▶ Popularity and statistical significance based on the number of reviews received by G2
- ▶ Quality of reviews received (reviews that are more thoroughly completed will be weighted more heavily)
- ▶ Age of reviews (more-recent reviews provide relevant and up-to-date information that is reflective of the current state of a product)
- ▶ Customers' satisfaction with administration-specific product attributes based on user reviews
- ▶ Overall customer satisfaction and Net Promoter Score® (NPS) based on ratings by G2 users

Note: Each product's Satisfaction score is calculated as the weighted average of their category-specific scores and weighted review counts.

(Grid® Methodology continues on next page)

** Net Promoter, Net Promoter System, Net Promoter Score, NPS and the NPS-related emoticons are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.



Grid® Methodology (continued)

Market Presence

The Market Presence score is affected by the following:

- ▶ Market presence is a combination of 15 metrics from G2's reviews, publicly available information, and third-party sources
- ▶ Both the software vendors and the individual products are measured on various criteria. The criteria are listed in order of importance. Products metric receive greater weight than vendor metrics

Criteria	Measured For		Metrics
	Product	Vendor	
Number of Employees	√	√	Employee Count (based on social networks and public sources)
Reviews	√		Review Count (weighted by recency)
Web Presence	√	√	
Social Presence	√	√	
Growth	√	√	Employee Growth, Web Presence Growth
Vendor Age		√	
Employee Satisfaction and Engagement		√	

- ▶ Each input is normalized by category and segment. This means that scores are relative to other products in the category/segment and may change from segment to segment
- ▶ The scores are then scaled from 0-100

Grid® Categorization Methodology

Making G2 research relevant and easy for people to use as they evaluate and select business software products is one of our most important goals. In support of that goal, organizing products and software companies in a well-defined structure that makes capturing, evaluating, and displaying reviews and other research in an orderly manner is a critical part of the research process.

To manage the process of categorizing the software products and the related reviews in the G2 community, G2 follows a publicly available [categorization methodology](#). All products appearing on the Grid® have passed through G2's categorization methodology and meet G2's category standards.

Many terms that appear regularly across G2 and are used to aid in product categorization warrant a definition to facilitate buyer understanding. These terms may be included within reviews from the G2 community or in executive summaries for products included on the Grid®. A [list of standard definitions](#) is available to G2 users to eliminate confusion and ease the buying process.

(Grid® Methodology continues on next page)



Grid® Methodology (continued)

Rating Changes and Dynamics

The ratings in this report are based on a snapshot of the user reviews and social data collected by G2 up through September 04, 2019. The ratings may change as the products are further developed, the vendors grow, and as additional opinions are shared by users. G2 updates the ratings on its website in real time as additional data is received, and this report will be updated as significant data is received. By improving their products and support and/or by having more satisfied customer voices heard, Contenders may become Leaders and Niche vendors may become High Performers.

Trust

Keeping our ratings unbiased is our top priority. We require the use of a LinkedIn account or verified business email address to validate a G2 user's identity and employer. We also validate users by partnering with vendors and organizations to securely authenticate users through select platforms. We do not allow users to review their current or former employers' products, or those of their employers' competitors. Additionally, all reviews are manually checked by our team after our algorithm filters out reviews that don't meet our submission requirements. All reviews must pass our moderation process before they are published.

Our G2 staff does not add any subjective input to the ratings, which are determined algorithmically based on data aggregated from publicly available online sources and social networks. Vendors cannot influence their ratings by spending time or money with us. Only the opinion of real users and data from public sources factor into the ratings.

Grid® Inclusion Criteria

The Sales Acceleration Grid® combines products from all of its subcategories into a single report. The report features products from any subcategory of Sales Acceleration with at least 10 reviews from real users of the product. Inviting other users, such as colleagues and peers, to join G2 and share authentic product reviews will accelerate this process.

If a product is not yet listed on G2 and it fits the market definition of one of the subcategories, then users are encouraged to suggest its addition to one of the subcategories of [Sales Acceleration category](#).

Product Profiles

Product profiles and detailed charts are included for Leaders and High Performers.