Our digital sales room (DSR) platform empowers revenue teams to increase their win rates.

Did you know that you can plug GetAccept straight into your CRM and experience Salesforce optimization like never before?

Let's look at what you get with the integration.

Create dynamic, frustration-free content and proposals

Reps can use pre-made templates to create multi-page sendouts that gather essential information about your product or service, customer cases, videos, mutual action plans, and more. They can also include pricing groups and tables using product data that's already in Salesforce.

Real-time chat with contacts

Thanks to GetAccept's integrated chat and commenting functions, you can say goodbye to endless email chains and scattered messages. 👋 In every proposal document you send, you and your contacts can chat in real time about the deal directly from the shared Deal Room or Contract Room.

Gain consistency across your sales collateral management

It can be frustrating not knowing what the most updated version of a document is, or accidentally sending the wrong one and getting told off by marketing or your sales ops manager. 🙃 Thanks to the template repository you get with our integration, you can finally nip this problem in the bud. And keep everyone happy.

Get real-time insights and analytics on who's engaging with your sales content

Every time your prospect views or reviews a document you send, you'll get a notification directly in Salesforce. You can also see who they've forwarded it to. This is a brilliant way of building a more comprehensive understanding of who is involved in – and can influence – the buying process.

Easily add video for relationship building and selling

Building trust is one of the biggest challenges in digital sales. With the GetAccept integration, sales reps can easily add a personalized video to accompany their document sendouts.

Quote faster and keep Salesforce as your single source of truth

Creating professional-looking and dynamic quotes is easy. The integration works by automatically fetching your product data from Salesforce (Pricebooks, quotes, Salesforce CPQ, etc.) and using it to populate the price tables in the dynamic proposals you create with GetAccept.

Increase convenience and speed with our electronic signature solution

Currently, e-signature isn't available as an out-of-the-box feature through Salesforce. And that's where GetAccept comes in. We give Salesforce users access to a robust e-signature solution that follows necessary regulations. It also includes (QES) support.

Plug and play automations to speed up your sales processes

Nearly 20% of a rep's time is spent on reporting, administration, and CRM-related tasks. 😥
At GetAccept, we want to further try and reduce that; so with our integration, you get access to out-of-the-box flows and 2-way sync that will automate repetitive admin tasks for you.

Dashboard and analytics

GetAccept provides ready-to-go reports that help you with forecasting and pipeline management.
Plus different dashboards for reps and sales leaders give access to individual versus team insights.

Read the full article here:

Salesforce optimization for sales teams with GetAccept