

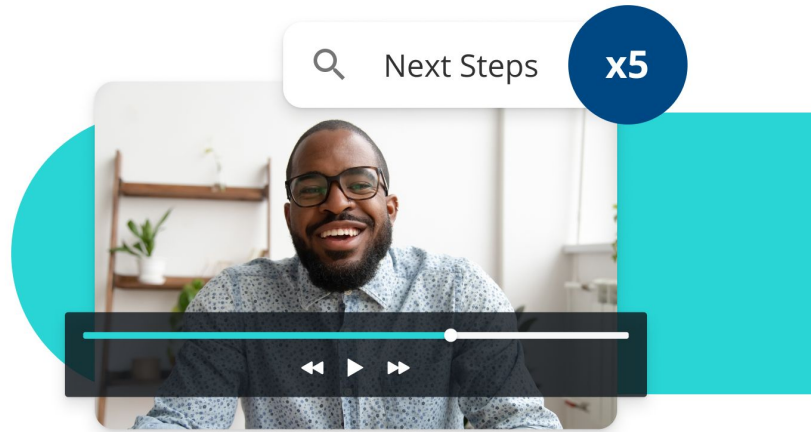


Groove Conversations

AI-Driven Insights Everywhere You Work

Access meeting recordings, transcripts, and insights at your fingertips. Streamline call review, boost win rates, and catch opportunities before they slip through the cracks with real-time guidance based on your custom playbook.

Gain advanced insights on competitors and sales processes by linking conversations to business outcomes in Salesforce.



Transcript

45:01 **Alex Hernandez**

In terms of **next steps**,
I would like to understand
pricing for the license count
we discussed earlier.



Capture and Analyze
Every Sales Call



Empower
Your Team



Upgrade Your Sales
Execution Strategy



Prepare for Every
Conversation



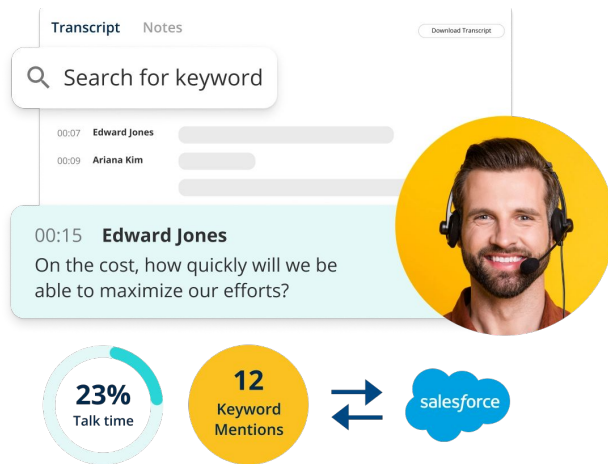
“Having Groove Conversations built into the platform is very attractive. It brings engagement and intelligence to where our reps are already working, which increases adoption and mitigates tool fatigue.”

Mitch Thomas | Sales Enablement Manager



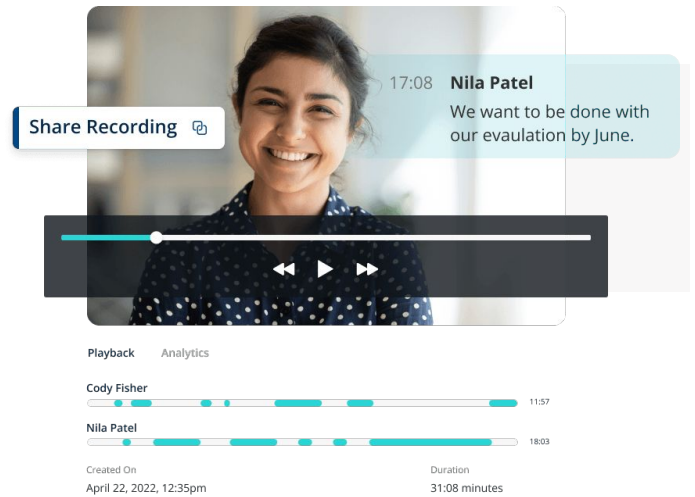
Deal Insights at Your Fingertips

Surface AI-driven insights within seller workflows to simplify call coaching and improve sales execution.



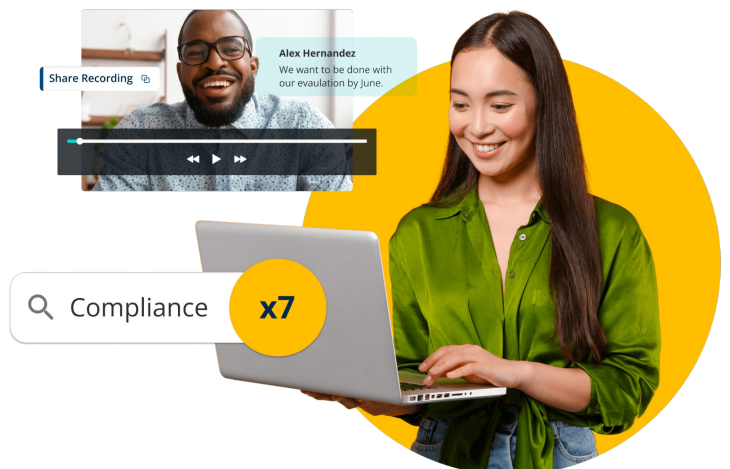
Access Conversations in One Place

Review recordings and accurate transcriptions to pick out key insights without having to log into another system.



End-to-end Reporting

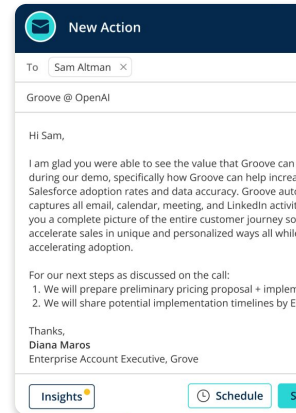
Automatically tie conversational insights to associated Activities and Opportunities for additional visibility and insight into what's driving deals.





Assist Sellers in Real-Time

Give reps real-time deal guidance based on conversation insights, triggered and executed automatically by customizable **Groove Plays**.



Related Insights

Jane Williams suggested reaching out to Sam Altman.

Pricing was brought up 3 times in conversations.

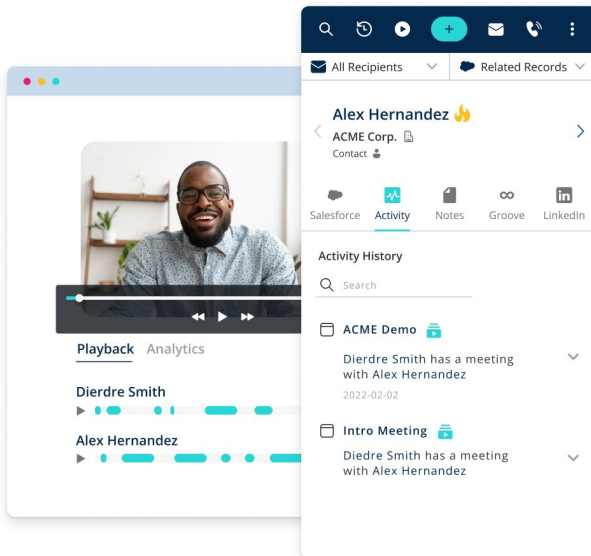
Sentiment Analysis

OpenAI Demo 2/15/23 2pm

↑ Salesforce Native

↓ Pricing

↓ Implementation Timeline



Take Action from Groove

Listen to recordings, centrally manage notes, update Salesforce, and execute actions — all without leaving the Omnibar.

Ready to learn more?

Email hello@groove.co or get in touch with your Groove CSM!