



SPIRO

EXTENDED PROFILE



OVERVIEW

Spiro is an AI-Powered CRM for sales teams at mid-enterprise B2B companies.

Spiro automatically creates contacts, organizes and prioritizes opportunities, and proactively recommends next steps to move all your team's deals forward. Spiro takes the work out of sales and provides managers with intelligent sales reports that help turn their sales team into a sales machine.

Spiro's AI-Powered CRM learns your sales process to increase sales team effectiveness and deliver more accurate business insights. It works as your assistant to create contacts, reminders or update you on your team's progress. Spiro CRM guides your sales team through the sales process for maximum effectiveness, but it also eliminates data entry for your sales team.



SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Spiro
SOFTWARE FEATURES	
API ACCESS	✓
CADENCE	✗
CONTACT MANAGEMENT	✓
CONTRACT MANAGEMENT	✗
DATABASE MANAGEMENT	✓
FUNNEL REPORTING	✓
INTEGRATIONS	✓
PARTNER TRACKING	✗
PERFORMANCE REPORTING	✓
PIPELINE MANAGEMENT	✓
PRODUCT & PRICE CONTROL	✗
SALES GAMIFICATION	✗
QUOTATION HANDLING	✗

TASK ASSIGNMENT	✓
TERRITORY/QUOTA MANAGEMENT	✓
SUPPLEMENTARY FEATURES	
CPQ	✗
CUSTOMER SERVICE AUTOMATION	✗
MARKETING AUTOMATION	✓
SOCIAL RELATIONSHIP MANAGEMENT	✗
CUSTOMER SIZE	
SMALL (1-50 USERS)	✓
MEDIUM (51-200 USERS)	✓
ENTERPRISE (201+ USERS)	✗
OTHER FEATURES	
MULTIPLE LOCATIONS	✓
MULTIPLE CURRENCY	✓
CUSTOMIZABLE	✓
MOBILE FEATURES	
IOS APP	✓
ANDROID APP	✓
NATIVE WEB APP	✓
HOSTING METHOD	

CLOUD	✓
ON-PREMISE	✗
FURTHER INFORMATION	
IMPLEMENTATION TIMEFRAME	2-3 weeks
PRICING	\$59 per user/month, billed annually



SOFTWARE SCREENSHOTS

The screenshot displays the SPIRO software interface. At the top left is the SPIRO logo. A search bar is located at the top center. On the left side, there is a vertical sidebar with several icons. The main content area is divided into two sections. The top section features a contact card for Matthew Conway, including a profile picture, name, title, company, and a set of action buttons. Below this is a table of contact details. The bottom section of the main area contains two email prompts for other contacts.

Search [input field] [magnifying glass icon]

IGNORE **ADD TO TARGET LIST**

EMAIL MATTHEW CONWAY
Iron Mountain
Don't throw in the towel yet! We are just getting warmed up - send an email to Matthew.

EMAIL DENNIS PERRI
PLS Logistics Services
Let's keep the ball rolling, David! Email Dennis to check in.

Matthew Conway
VP Sales, Secure Shredding
Iron Mountain

SEND EMAIL **SET REMINDER** **LOG ACTIVITY** **SEARCH**

FIRST NAME	Matthew	LAST NAME	Conway
PHONE	+16176024134	COMPANY PHONE	+1 (800) 934-3453
MOBILE PHONE	+18574927197	EMAIL	matthew.conway@ironmountain.com
DESCRIPTION	-	TITLE	VP Sales, Secure Shredding
SOURCE	-	SOURCE TYPE	-
OUTCOME	-	MEETING MONTH	-

SPIRO Search

NEW DEAL ALERT
It's starts with an email, my love. Now take the next step and gently put these contacts into Spiro.

EMAIL MARTIN HEIBER
Martin Heiber
Hey baby, let's keep Martin allured with a heartfelt email to check in.

Richard Klein at Keen
NO YES

Jonathan Gheller at Indexventures
NO YES

Your Assistant at Mg
NO YES

Elise Gilbert at Ironmountain
NO YES

Denis Kostromitskiy at Svitla
NO YES

Javier Brugges at Fdvsolutions
NO YES

SPIRO Search

OPPORTUNITY PRIORITIES

+ ADD FILTER Open

HIGH \$655,000.00	MEDIUM \$210,000.00	LOW \$152,000.00
PARKING LOT CONSTRUCTION Exxon	STAPLES CENTER Staples Amount: \$200,000.00 Close Date: Jan 6, 2018	NEW CONSTRUCTION Comcast
ZUCKERBERG'S GARAGE Facebook	WAREHOUSE PLANNING Amazon	PLANNING PROJECT Onagio Software
NEW HEADQUARTERS PLANNING Alorica		MAINTENANCE Coudray

