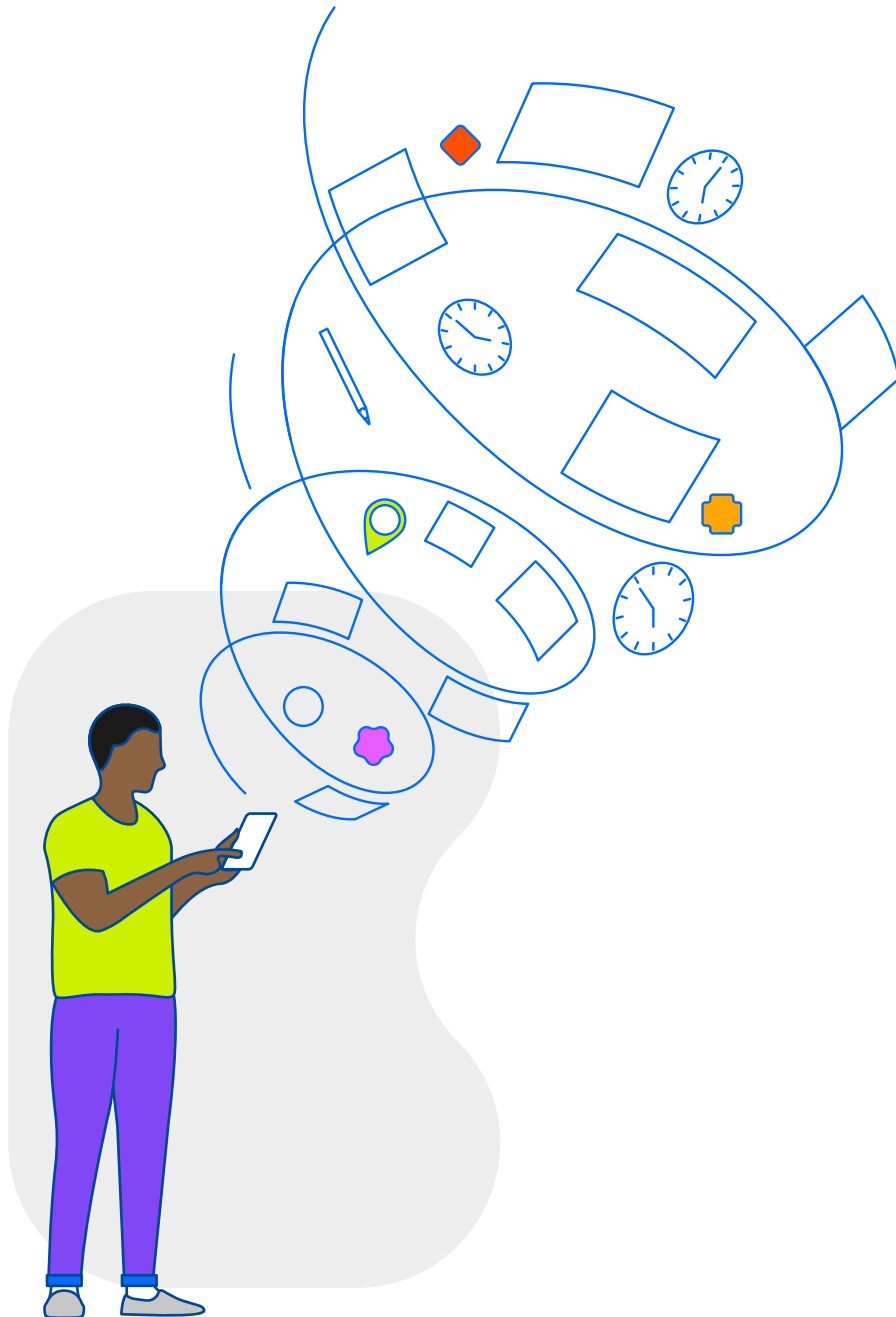


How To Implement Modern Scheduling to Connect with Your Best Leads





In the past decade, a modern digital work stack has emerged.

There are tools like Slack for internal messaging, Zoom for video conferencing, and Salesforce for pipeline and customer management.

Yet, there's still one gap that wastes time and causes frustration—scheduling meetings. It can be hard to find a shared time across time zones and schedules, especially as remote work requires even small inter-team interactions to be planned.

We already knew that finding a time that works for both parties is time-consuming, but you might not realize just how tedious it is.

The Calendly team recently ran a study and found that people **send an average of 7.3 emails to schedule a single meeting.**

Now multiply that by all of your sales representatives and all of their contacts across the entire sales funnel.

Time is money, and now there's a way to gain some back every time you have to schedule a meeting.

Introducing Calendly as the Modern Scheduling Platform

Since meetings are critical for high-performing sales teams, but scheduling those meetings typically requires manual back-and-forth communication, there's an opportunity to improve. Calendly's focus is making scheduling 100 times easier and faster for enterprise teams, and we do this through five core principles.

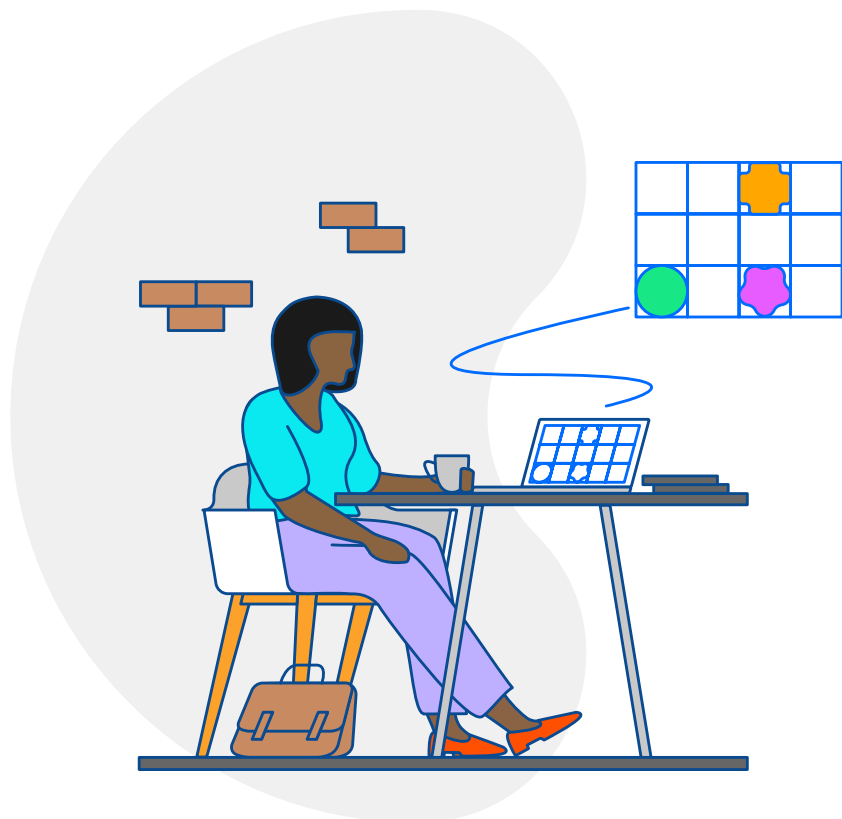
We're frictionless.

Since Calendly [integrates with your favorite tools](#), the scheduling process is frictionless. If your team prefers to work in Slack, they can share scheduling links to teams, partners, and vendors within the app. You also have the option to generate Zoom conference links in the post-scheduling confirmation notification automatically.

Enterprise teams also benefit from intelligent routing, which automatically helps visitors book time with the right team member. Custom fields like location and company size mean prospects connect with the right person right away.

Calendly integrations at a glance:

- Over 100 partner integrations to work with your tech stack
- Single click scheduling to eliminate back-and-forth
- Auto-reminders to boost meeting show rates
- Help prospects book meetings with the right team member automatically



We're consistent.

The larger your team grows, the harder it can be to maintain consistent communication. Now, you can make your scheduling software and sales playbooks work hand in hand. Calendly workflows for teams let admins create automated communication for different event types. For example, you can make sure every sales prospect gets reminders before the call with the necessary context and standard follow-up.

As a result of your standardized communication, your team has to spend less time managing the small (but important) details of an event that can make a difference in first impressions.

Calendly workflows at a glance:

- Automate scheduling workflows for different teams
- Ensure each scheduling interaction is on-brand
- Apply meeting lifecycle best practices every time
- Control timing and speed across complex meeting sequences

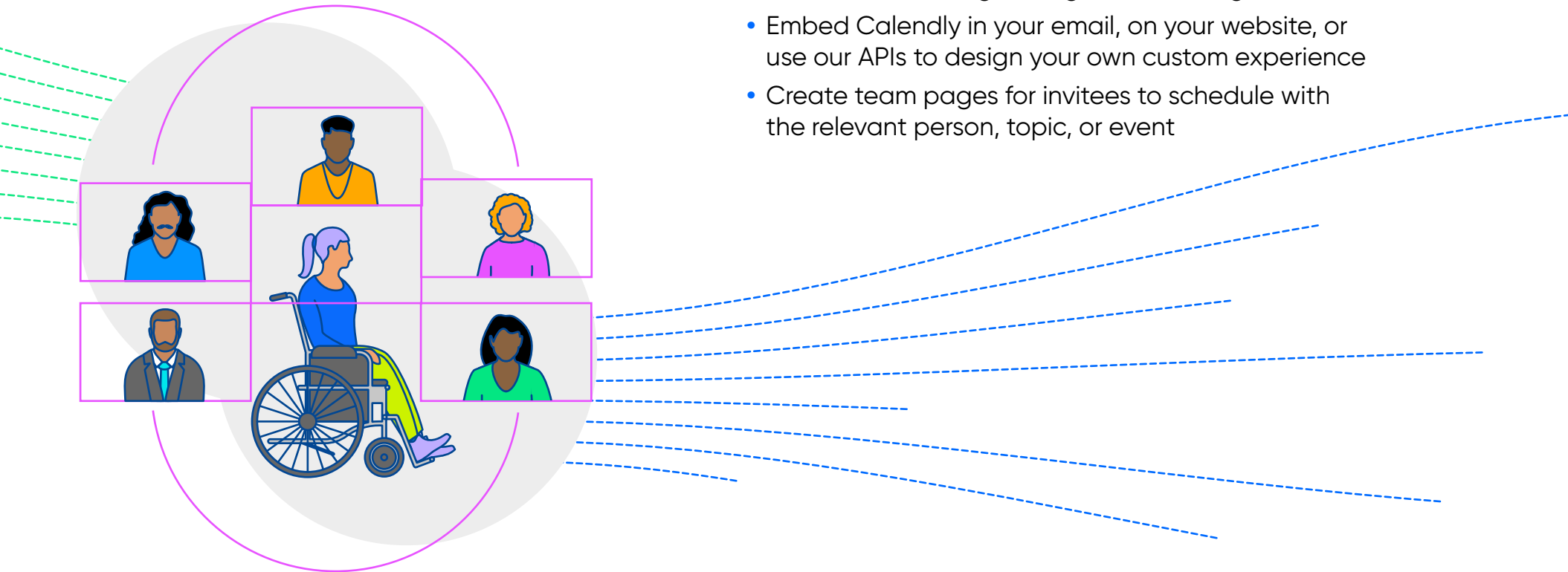


We're scalable.

Managing enterprise teams comes with a lot of moving parts. Calendly for Enterprise lets you compartmentalize teams to manage large but unique groups more easily. You can create user groups based on location, department, and team to customize settings for each segment.

Calendly organization at a glance:

- Organize and manage teams by location, department, and team
- Customize meeting settings for each segment
- Embed Calendly in your email, on your website, or use our APIs to design your own custom experience
- Create team pages for invitees to schedule with the relevant person, topic, or event



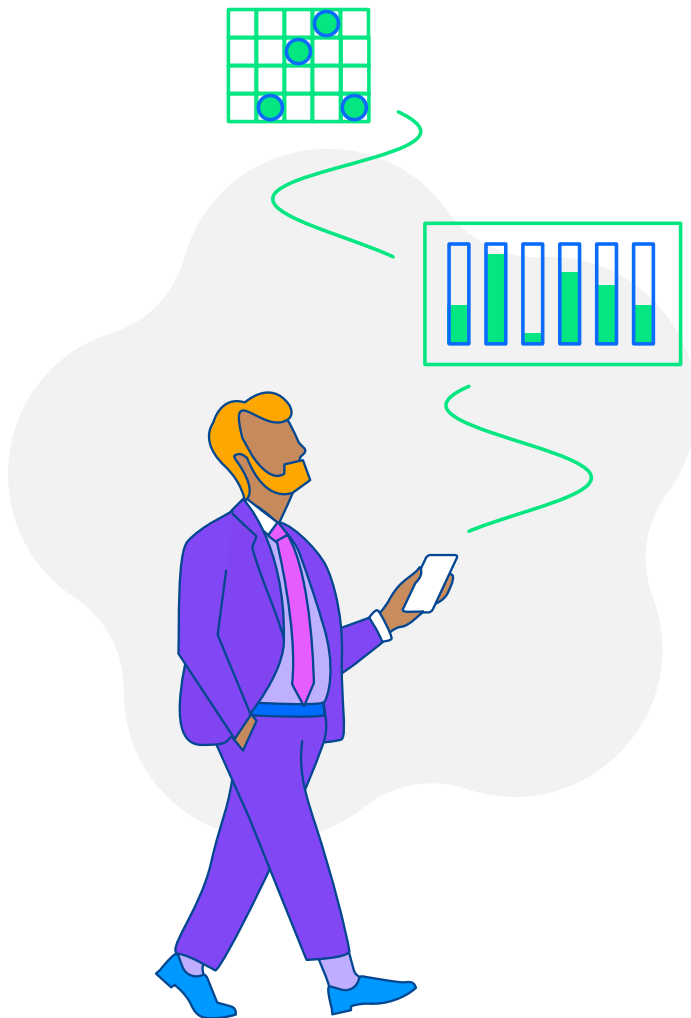
We're insightful.

What you can track, you can improve. Calendly reports and dashboards give you insights into scheduling workflows so you can see what's working and where you can improve.

With Calendly for Enterprise, you can monitor invitee engagement, cancellation rates, total meetings, and reschedules across teams. Pairing Calendly insights with your other workflow and pipeline data gives you a complete picture of your team's activity over time.

Calendly insights at a glance:

- Monitor meeting engagement data to improve performance
- Review meeting data by team member, day, and opportunity
- Understand how meetings impact the sales and engagement cycle
- See the impact of automatic scheduling, reminders, and rescheduling on meeting engagement



We're secure.

Data security is a critical element for gaining and maintaining customer trust. Calendly makes security a top priority for all customers, and you can use SAML Single sign-on (SSO) to make sure only your team has access to your Calendly Enterprise account. Your IT department will also have SCIM Provisioning so they can securely onboard and offboard users as needed.

To get even more granular control over security, admins can add and manage user access privileges at scale, so each role across your organization has access to the features they need.

Calendly security at a glance:

- SAML Single sign-on (SSO)
- SCIM Provisioning for on/offboarding
- Edit user account access for individuals, teams, and roles
- Securely integrate with apps like Zoom, Hubspot, and Teams out-of-the-box



See the difference a modern scheduling platform makes.

Reading about the impact Calendly can have on your enterprise is great, but seeing is believing. The simple addition of a modern scheduling platform can help you close more deals, faster.

If you're ready to see the difference for yourself, **sign up today** or reach out to sales.