



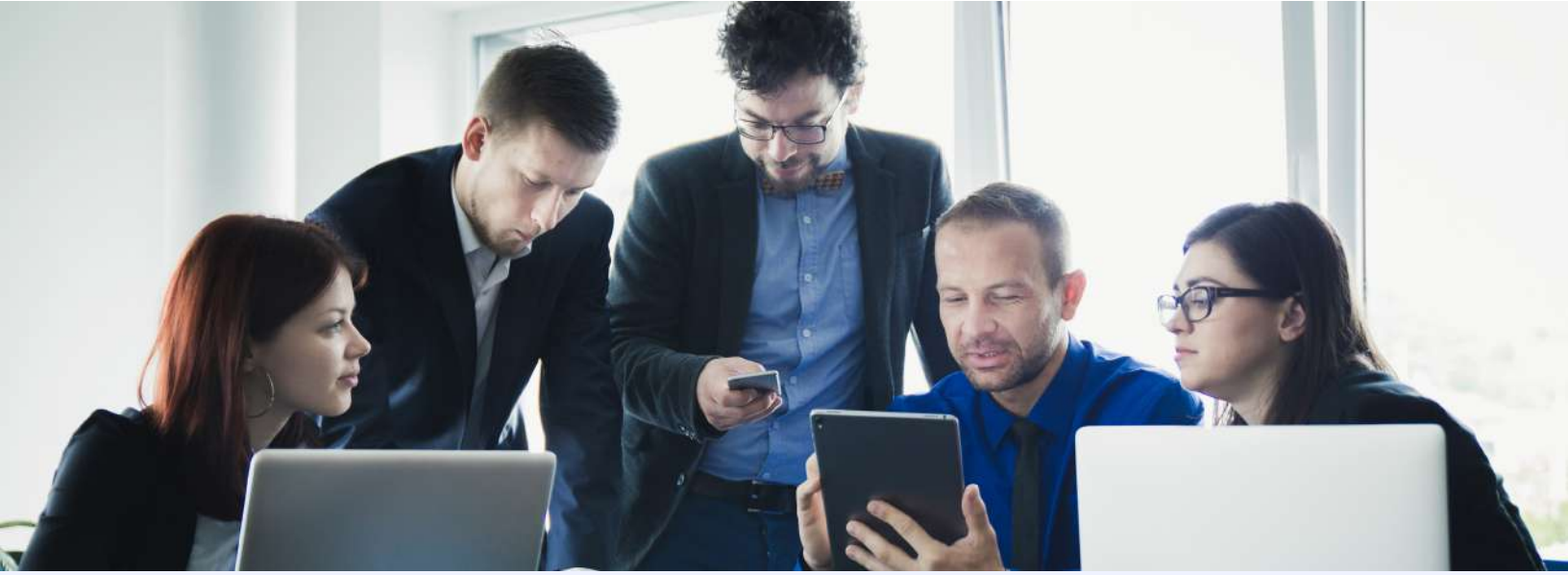
# CloudKaptan Elevates Prospecting with SalesIntel's White-Glove Support



**3x**  
Faster  
Onboarding



**90%**  
Rep  
Adoption



“

“The RevDriver tools and on-demand verification have transformed our prospecting, something I never experienced with ZoomInfo.”



Marty Apple,  
Business Development, CloudKaptan

## Overview:

CloudKaptan is a U.S.-based cloud consulting and managed services provider that specializes in AWS, Azure, and Google Cloud implementations. Their Business Development team focuses on building pipeline by identifying and engaging IT and DevOps decision-makers at enterprise companies.



## The Challenge:

CloudKaptan's previous experience with ZoomInfo left reps unsupported, forcing them to navigate the tool without guidance. As a result, adoption lagged, onboarding was slow, and prospecting workflows were inefficient and disjointed. One Rep, Many Hats

- **No onboarding or support** from the previous vendor left reps frustrated and untrained.
- **Slow ramp-up time**, with new users taking weeks to feel confident using the platform.
- **Disconnected workflows** due to tools spread across browser tabs, CRMs, and spreadsheets.
- **Low rep adoption**, with less than half of the team actively using the previous platform.
- **Trust issues** around data accuracy, delaying outreach efforts and campaign launches.



## The Solution:

SalesIntel provided CloudKaptan with hands-on enablement, intelligent tools, and human-verified contact data—enabling reps to work smarter and adopt the platform with confidence.

- **Dedicated Customer Success Manager** offering personalized training, workshops, and regular check-ins.
- **RevDriver browser extension** for in-page enrichment of contacts on LinkedIn and company websites.
- **On-Demand Research** delivering human-verified contacts in under 2 hours.
- **Step-by-step onboarding playbooks** to speed up ramp time for new users.
- **Real-time access to direct dials and accurate emails**, eliminating prospecting guesswork.





## The Results:

SalesIntel's white-glove support and intuitive tools led to faster onboarding, higher adoption, and a major uplift in prospecting efficiency at CloudKaptan.

- **3× faster onboarding**, reducing ramp time from 3 weeks to 1 week.
- **90% rep adoption** within the first 30 days—up from 45% with the previous tool.
- **50% cut in list-building time**, down from 40 minutes to 20 per list.
- **100% support satisfaction**, with all research tickets completed in under 2 hours.
- **25% increase in meetings booked**, driven by higher data quality and streamlined workflows.

“SalesIntel’s customer success team is incredibly helpful and patient. The RevDriver tools and on-demand verification have transformed our prospecting—something I never experienced with ZoomInfo.”

– Marty Apple, Business Development, CloudKaptan



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create your own. If this success story  
sparked ideas, let's turn them into action.  
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walkthrough tailored to your goals.

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