



# JOIN.ME AND SLACK: THE DREAM TEAM FOR LOGIKCULL.

## Challenge

Logikcull's disruptive software allows legal professionals to search thousands of pages of legal documents in seconds. And because many of their customers are attorneys who are paid by the hour, every minute Logikcull spends communicating with them is extremely valuable time. That means every product demo from their sales team is like presenting a case in court; it needs to be succinct, convincing and distraction-free.

## Solution

Powered by **join.me**, Logikcull can easily display the incredible time-saving benefit of their software to all prospects and customers. "With **join.me**, we not only close new customers, but we better enable our success teams to keep our customers engaged and supported", says Todd Eastman, Vice President of Business Development for Logikcull.

- Prospects join a meeting in one click, so sales reps can start sharing the product within seconds of starting the call.
- Pass presenter enables each rep to give control to the prospect, to experience the software themselves.
- Customer calls are recorded and used for sales training sessions, giving sales the opportunity to learn from each other and establish best practices.

## Results

Since choosing **join.me**, Logikcull is better equipped to support all their clients through the entirety of their relationship. And with **join.me** handling external communications, they've found that Slack is the perfect complement to support all their internal messaging needs. Since adopting Slack, Logikcull has cut down on intracompany e-mails by almost 90 percent.

With this communication combo of **join.me** and Slack, Logikcull has consistently maintained an NPS score of 68-75, which is powerful proof their customers are happy and getting the most out of every minute with Logikcull. Case closed.

**Want to learn more about how join.me can help your team?  
Request a demo or call us at 1-877-251-8373.**



**Industry:** Software – Legal Intelligence

**Headquarters:** San Francisco

**Number of Employees:** < 100

*"Technology should be enabling, and invisible. It's what our product does for our customers, and what Slack and join.me do for us. We all just work."*

– Todd Eastman,  
Vice President of Business  
Development, Logikcull

