



Mapsly

**Unlock the true potential of your field Sales and Service teams
via an innovative AI-powered geo-intelligence solution**




Mapsly LLC, California

Mapsly Overview

Mapsly is an all-in-one geo-intelligence solution offering a wide range of geo-tools, that will help you increase sales and operational efficiency by leveraging your geo-location data.

Key features:

- 1 Optimized team routing
- 2 Travel-aware calendar
- 3 Transcription & AI-summary
Powered by  GPT4
- 4 Territory management
- 5 Visualization & analysis
- 6 Advanced analytics (BI)
- 7 Embeddable maps
- 8 Prospect discovery
- 9 Low-code automation

Mapsly subscription **includes implementation services** (configuration and development upon Mapsly automation platform) as well as **24/7 support** via chat and web calls


You're in good company



Who needs Mapsly?



Sales

- Visit more customers with optimized team routing
- Configurable check-in process & dynamic forms
- Audio/video transcription & AI-analysis by  GPT-4
- Auto-assign leads to sales reps by geography
- Analyze sales with complex geofilters



Marketing

- Run geo-targeted marketing campaigns
- Find optimal locations for marketing events
- Analyze campaign results
- Add maps with CRM data to websites



Operations

- Boost efficiency of drivers & field technicians
- Configurable service process & e-signature
- View their location & history of movements
- Create processes on map, send sms/emails
- Add personalized maps to self-service portals



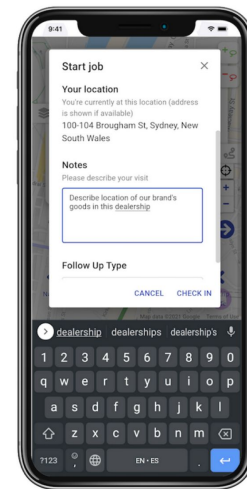
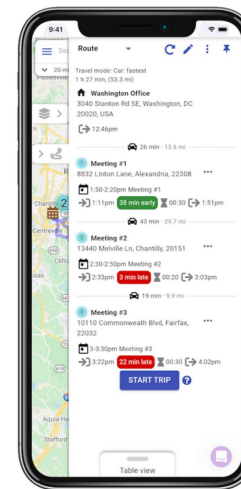
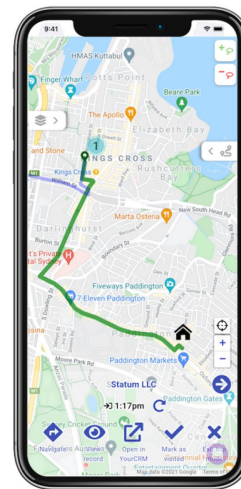
Executives

- Add maps to dashboards (with data, territories)
- View colorized territories based on rollup metrics
- Analyze data with complex filters & heatmaps
- Build complex dashboards & charts



1 Optimized Team Routing

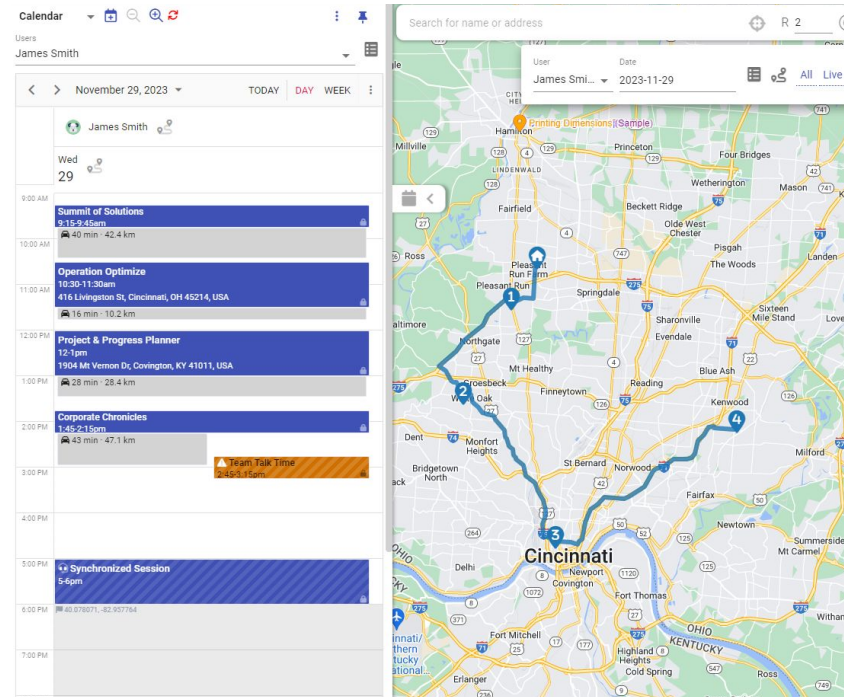
- **Plan optimized daily routes** for sales and services teams based on live and historic traffic and various constraints like working schedule, availability windows, requires skills, vehicle capacity and adjustable optimization metrics; export meetings to the calendar
- **Configure your check-in** and check-out processes: add custom buttons, forms; let your agents take photos, log data and receive recipients' e-signature; restrict checking in with **geo-fencing**; save check-in/check-out data collected in Mapsly to your CRM in real time and execute custom sequences of actions
- **Track your team's current location** and history of movements. Validate team's check-ins by their location (geo-fencing)
- **Plan regular visits** with desired regularity and duration, for individual sales reps or entire teams
- **Navigate** to locations using your favorite app, or built-in navigation in Mapsly





2 Travel-aware Calendar

- Mapsly's **calendar views** show **time required to travel** between meetings and highlight scheduling conflicts
- **Plan new calendar meetings “around” existing ones with automatic optimization** to minimize total travel time. Similar to routing, planning in calendar views takes into account various parameters like location's open hours
- After optimization Mapsly automatically **“rounds” meeting start times** (i.e. 10:49 -> 11:00)
- **Plan new calendar meetings “around” existing ones for multiple days and users at once** — by automatically including existing meetings in your route planning, with automatic “rounding” of meeting start times and export to calendar
- Automatically **colorize your calendar events based on event's parameters**
- Add **custom event parameters**, and **create custom calendars** mapped on your objects



3

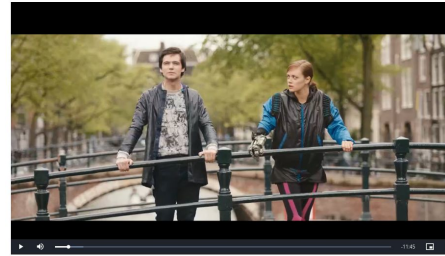
Audio/Video with Transcription & AI-summary



Powered by  GPT4

- Using the Mapsly mobile app, Mapsly users may record audio and video clips, which will be automatically transcribed into text and then analyzed/summarized using OpenAI GPT-4
- Using Mapsly forms, users may record multiple audio/video clips, each having its own custom GPT-4 prompt for analysis and summarization
- The resulting transcript and AI analysis/summarization may be saved to Mapsly and automatically exported to your data source (like a CRM), or passed to your custom API endpoint via an API call

Tears of Steel 
Oct 5, 2023 @ 00:49 PT 00:12:14 English, US



Description & notes

Summary

In the dialogue, Speaker 2 warns Speaker 1 about the dangers of traveling alone and unprepared, noting that the blade carried by Speaker 1 has a violent history. Speaker 1 is on a quest in the land of the gatekeepers, searching for a dragon, which is a personal and perilous mission. Despite being alone for a long time, Speaker 1 is determined, though they express a moment of doubt about failing their quest. Speaker 2 reassures Speaker 1 that they are closer to their goal than they realize, as they are in the dragon lands. Speaker 3's remarks are cryptic, possibly questioning Speaker 1's fear and resolve. The conversation suggests a fantasy setting with an individual on a quest to find a dragon, facing both internal and external challenges.

Transcript

Why don't you just admit that you're freaked out by my robot hand? I'm not

Speaker 2 00:00:34

freaked out but it's alright. Fine. I'm freaked out. I'm having nightmares that I'm being chased by this giant robotic glass and

Speaker 3 00:00:44

we're done.

Speaker 1 00:00:49

Robots, memory synced and locked. This is pretty freaky. Mhm. Shouldn't you be down there? I heard you guys talking last night. It's not my fault, you know. Oh.

Speaker 4 00:00:51

are you ready? Because you're ready? You're a rock star. How's it? Looking, Barley? We should have about 10 minutes. Well, that's

Speaker 1 00:00:52

perfect. We're only one. All systems go. Yeah, you go. Oh, so much. Oh.

Speaker 4 00:00:42

that's nice. Nothing to worry about Tom.

Speaker 1 00:00:50

Done there. She is now you love her. She's your passion. Be, be tender to her, be tender, be tender. Remind her what love is. Oh um and action memory overriding progress. You're a jerk dog. Oh, sorry, sorry.

Speaker 2 00:00:55

Look, Celia. We have to follow our passions. You have your robotics and I just wanna be awesome in space.

Speaker 4 00:00:58

Get it. Come in two minutes left. Two

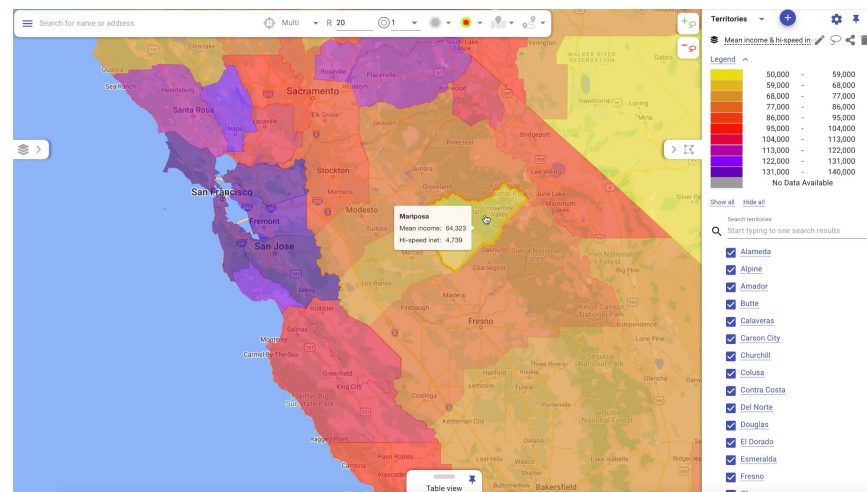
Speaker 1 00:00:41

minutes speed it up on. You know.



4 Territory Management

- **Draw territories** or assemble them out of postal codes, counties, census tracts, etc. using the geo-library
- **Auto-assign records to territories** and sales reps based on custom criteria
- **Calculate aggregate metrics per-territory** out of your CRM data
- **View US Census Bureau demographic data (US only)**
- **Embed live maps with territories** into dashboards, portals and websites
- **Automatically create/update territories for individual CRM records**

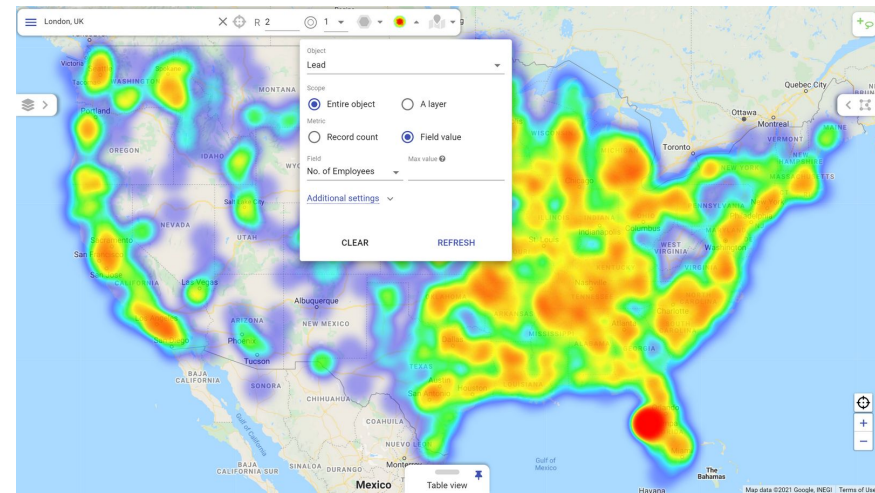




5

Visualization & Analysis

- **View and (mass-)edit any records** object on the map, including custom ones, with **real-time sync to CRM**
- **Split your data into map layers** with custom markers using visual formula builder
- **Search CRM records** near a location and sort/filter them by distance
- **Customize map markers**, pick fields for their labels and pop-ups, and switch between layer groups to instantly re-colorize your records based on different criteria
- **Create CRM records** in any Freshworks object from the map with pre-filled address and coordinates
- **Auto-correct errors** in addresses and fill in zip and counties; import their coordinates back to CRM





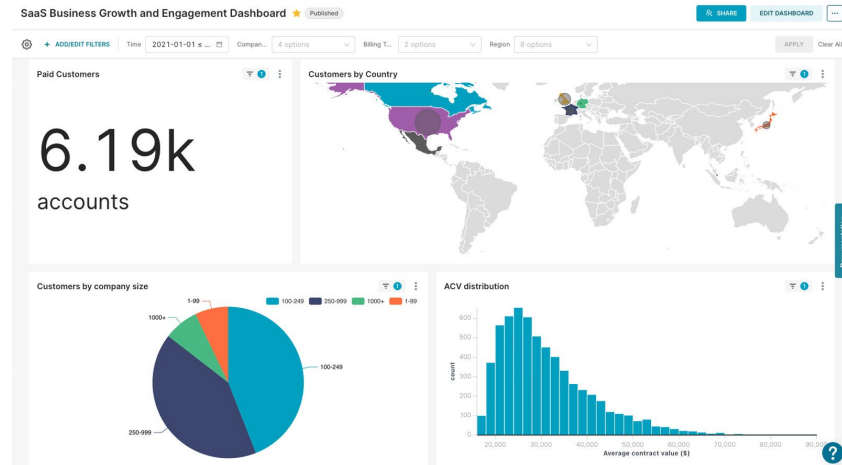
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Advanced Analytics (Business Intelligence)

Mapsly Analytics is a business intelligence Mapsly add-on built upon Apache Superset 3.0 that offers configurable (no-code) dashboards, charts, email reports and alerts using your data imported to Mapsly as well as Mapsly-native data like travel check-in data.

Key features:

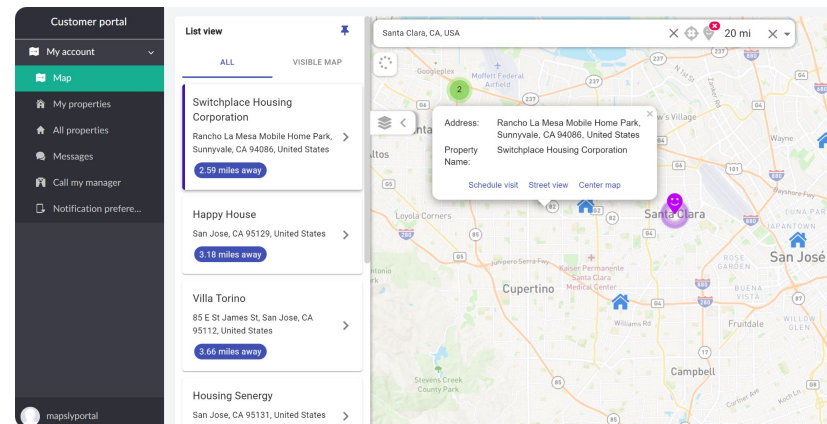
- 40+ chart types
- No-code drag-and-drop chart and dashboard builder
- Cross-filters, drill-to-detail, and drill-by features for deeper data analysis
- Virtual datasets based on custom SQL queries
- Data caching for the faster load time of charts and dashboards
- Interactive dashboards using templating & filters
- Virtual datasets for ad-hoc data exploration
- Email reports & alerts
- Comes with pre-configured standard dashboards and charts, which are fully customizable





7 Embeddable Live Maps to Website & Portals

- Share maps with live data and desired Mapsly features by link and embed them into websites, portals or dashboards, or send by email
- Add **personalized maps** with unique dataset per customer to your customer portal
- Add **custom buttons, forms** and let users execute processes/automation from embedded maps
- **Reporting dashboard**: embed a live map with pins or territories into a reporting dashboard, so you can track changing data in real time

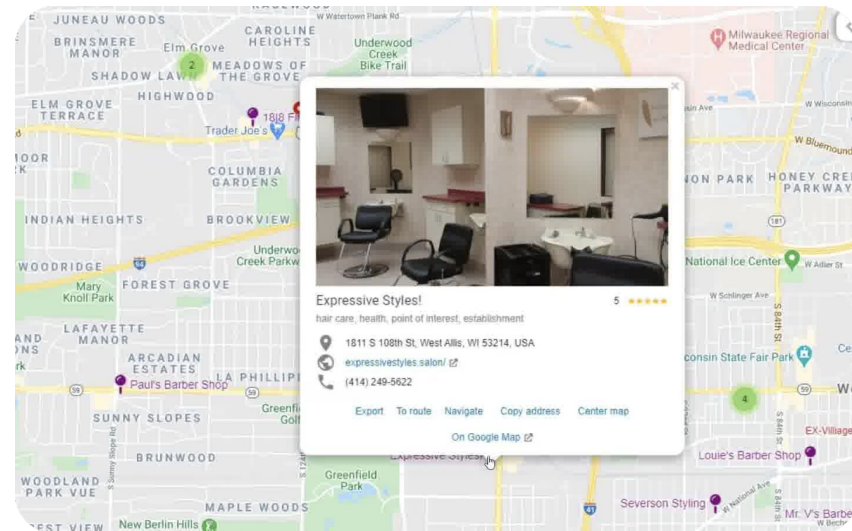




8

Prospect Discovery

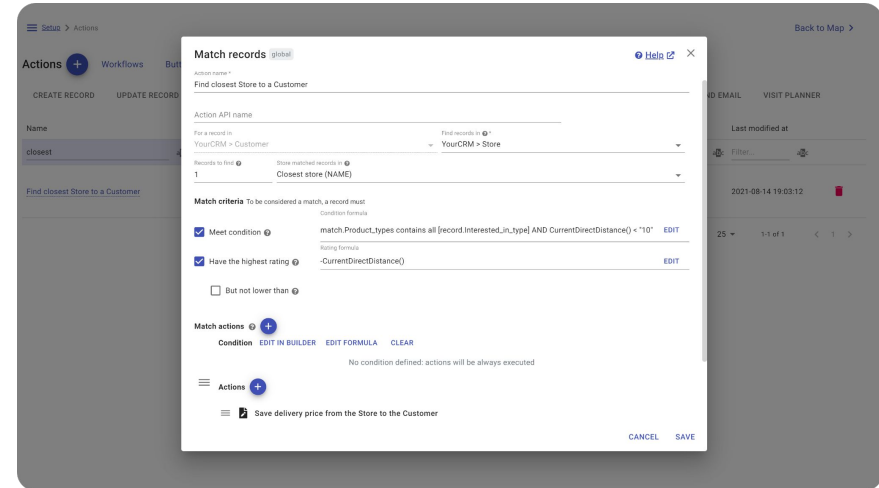
- Search local businesses by keywords and add them as records of any CRM object
- Adjust field mapping, use custom fields, and add fields with fixed values
- Add **multiple prospects** to your CRM by selecting them in the Table view and clicking Export in the Group actions





9 No-Code/Low-Code Automation

- **Execute custom actions** from record on the map, with **real-time sync to your CRM**; add buttons in various parts of Mapsly UI and dynamic forms
- **Create/update/delete records and territories, send out emails and SMS, call external APIs, and more**
- **Search records by custom criteria**, that may include driving distance or time, and execute actions with them
- **Use user's current location and calculate driving distance/time** between any locations within your automation scenario
- **Expose API endpoints** to trigger Mapsly automation scenarios from external systems
- **Implement cross-system analysis and automation** by connecting spreadsheets and other data sources to Mapsly



Ask our engineers to **create a custom web app** for you using Mapsly app builder, i.e. an interactive map with a recipient's delivery updating in real time that can be sent to them via SMS

Integrated with Most Popular CRMs. Powerful API

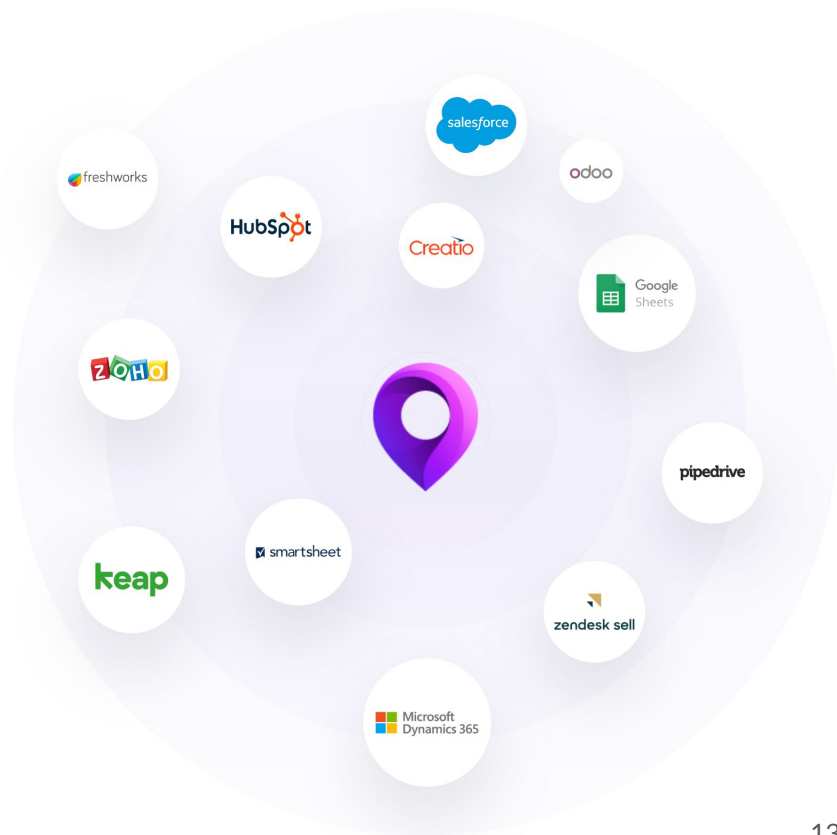
Mapsly comes integrated with the most popular CRMs and Spreadsheet platforms:

- **CRMs:** Salesforce, HubSpot, Zoho CRM, Pipedrive, Freshworks CRM, Keap, Zendesk Sell, Creatio, Odoo, Dynamics 365 CRM
- **Non-CRM:** Smartsheet, Quickbase, Google Spreadsheet

If you store your data in one of these systems, you'll be able to start using Mapsly in minutes. **Mapsly automatically mirrors your data structure, imports your data and maintains it in sync**, no matter if you edit your data in Mapsly or in your data source.

Mapsly automation platform also offers a **Data API** to manage your data in Mapsly:

- **Expose your custom Mapsly API endpoints** that your IT systems may call to execute custom business logic
- **Call your API endpoints from Mapsly**



Privacy, Security and Compliance

Mapsly stores data in the US, in AWS, use strong encryption to protect data at rest and in transit, and undergoes regular security audits and penetration testing by an independent security providers and certified auditors. Mapsly fully complies with the following standards and frameworks:



SOC 2 Type II

Data stored/processed in AWS (US).



HIPAA

We sign HIPAA
Business Associate Agreements



OWASP ASVS

Mapsly has a 100% OWASP ASVS L1 compliance score and is regularly audited by an independent security company



GDPR

Mapsly is an active member of the Data Privacy Framework and is fully GDPR compliant



CCPA

Mapsly fully complies with the CCPA and other US state-specific privacy laws.

Thank you!

- Explore all Mapsly features at mapsly.com/features
- Ask us anything 24/7 at mapsly.com/livechat
- Schedule a demo at mapsly.com/meet