

# SalesTech Landscape

	INTERNET	EMAIL	VOICE	CHAT/MESSAGING	SOCIAL	IN-PERSON
<b>Engagement</b>	Zoom, GoToMeeting, etc.	Outlook, Gmail, etc.	Zoom, GoToMeeting, etc.	Zoom, GoToMeeting, etc.	Zoom, GoToMeeting, etc.	Zoom, GoToMeeting, etc.
<b>Productivity &amp; enablement</b>	DocuSign, Adobe Sign, etc.	DocuSign, Adobe Sign, etc.	DocuSign, Adobe Sign, etc.	DocuSign, Adobe Sign, etc.	DocuSign, Adobe Sign, etc.	DocuSign, Adobe Sign, etc.
<b>Sales intelligence</b>	ZoomInfo, LeadIQ, etc.	ZoomInfo, LeadIQ, etc.	ZoomInfo, LeadIQ, etc.	ZoomInfo, LeadIQ, etc.	ZoomInfo, LeadIQ, etc.	ZoomInfo, LeadIQ, etc.
<b>Pipeline &amp; analytics</b>	HubSpot, Salesforce, etc.	HubSpot, Salesforce, etc.	HubSpot, Salesforce, etc.	HubSpot, Salesforce, etc.	HubSpot, Salesforce, etc.	HubSpot, Salesforce, etc.
<b>People management</b>	Workday, SAP SuccessFactors, etc.	Workday, SAP SuccessFactors, etc.	Workday, SAP SuccessFactors, etc.	Workday, SAP SuccessFactors, etc.	Workday, SAP SuccessFactors, etc.	Workday, SAP SuccessFactors, etc.