



vs.



COMPETITIVE COMPARISON

CUSTOMER SUPPORT

- ✓ Dedicated Support Team
- ✓ Personal Relationships & Real Technicians
- ↑ 4.9 Google Review Rating
- ✓ US-Based Live Support
- ↓ <30 Second Wait Time

- ✗ Automated Systems & Call Centers
- ✗ Online Chatbot
- ↓ 4.5 Google Review Rating
- ✗ Online Support Portal
- ↑ 90+ Second Wait Time

EASE OF USE

- ✓ Simple Set-Up with Live Support
- ✓ User-Friendly, Intuitive Interface
- ✓ Personalized, Human Onboarding
- ✓ White-Glove Call Flow Configuration

- ✗ Complex Self-Serve Set Up
- ✗ Do-It-Yourself Call Flow Management
- ✗ Basic Walkthrough Training Videos
- \$ Advanced Call Flows in Premium Plans

INDUSTRY EXPERTISE

- ✓ 20+ Years Serving the Insurance Sector
- ✓ 20+ Deep InsureTech Integrations
- ✓ Tailored Solutions for Insurance Agencies
- ✓ Sales Reps with Insurance Expertise

- ✗ Generic One-Size-Fits-All Platform
- ✗ 14 Surface-Level Integrations
- ✗ No Insurance-Specific Automations
- ✗ Non-Specialized Sales Teams

FEATURES & VALUE

- ✓ Fully-Featured AI VoIP Platform, Mobile App, & Sales Performance Tools at a Cost-Effective Price Point
- ✓ NOVA AI Call Summary & Sentiment Auto-Inserts Into Integrated AMS/CRM
- ✓ Base Pricing Includes:
 - ✓ All 20+ Integrations

- \$ Key Features (Advanced Call Routing, Automatic Recording, Push-to-Talk) Locked Behind Higher Pricing Tiers
- \$ No Call Summary CRM Insertion with Magellan AI
- ✗ Base Pricing Includes:
 - \$ No Integrations (Higher Tiers Only)