Research suggests that as many as 45 percent of the activity’s individuals are paid to perform can be automated by adapting currently demonstrated technologies.

If the technologies that process and “understand” natural language were to reach the median level of human performance, an additional 13 percent of work activities... could be automated.”

- McKinsey Digital
What is Digital Labor™?

Sailebots perform thousands of human-worthy Digital Labor™ prospecting tasks simultaneously.

Actual 2020 Client Results

- **$71,966**  
  2020 Annual Client Investment
- **198,171**  
  Digital Labor™ Tasks completed by client’s Sailebots in 2020
- **$.36**  
  Conservative cost per prospecting task

258 Actionable Opportunities Delivered

Digital Labor™ Algorithm and Calculation

- Digital Labor™ includes all tasks performed at the Target Account (prospect) level. This means that when a Sailebot® is targeting multiple contacts at one company, the Digital Labor calculation will factor all events with all contacts into the total.

- Examples of Digital Labor™ tasks:
  - Sourcing contacts
  - Verifying contacts
  - Sending emails
  - Reading responses
  - Thanking referrers
  - Following-up on referrals
  - Deciding/Delivering Actionable Opportunities
To understand the true value of Digital Labor™, we looked at the metrics of an outstanding human SDR

Outstanding Sales Development Representative

Daily metrics

- Average of 50 dials per day (1,050 per month)
- Average of 65 emails per day, depending on time spent researching (1,365 per month)
- 20 social media touches per day (400 per month)

Totals

- **130** Manual prospecting tasks per day
- **2,730** Max. manual prospecting tasks per month
- **$4,034** Average monthly SDR salary U.S. ($48K per year).

1: https://www.linkedin.com/pulse/how-many-meetings-should-kickass-sdr-schedule-per-month-sweat/
3: *21 prospecting days per month and 8 hours per day
4: **Comparing a max SDR output to only moderate Sailebot® output

2021 Digital Labor™ Study

saile.ai
We blended a super-efficient Sailebot® with an average performing Sailebot, and compared the results to the outstanding SDR

### Comparison

**Outstanding Human**
- **130** Manual prospecting tasks per day
- **2,730** Max. manual prospecting tasks per month
- **$4,034** Average monthly SDR salary U.S. ($48K per year)

**Average Sailebot®**
- **17,619** Average, Total Digital Labor™ tasks
- **7,047** Digital Labor™ prospecting tasks per month
- **$2,158** Average monthly investment per Sailebot®

### Summary

<table>
<thead>
<tr>
<th></th>
<th>Cost per task</th>
<th>Average Tasks per Hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sailebot®</td>
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</tr>
<tr>
<td>SDR</td>
<td>$1.47</td>
<td>17</td>
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</tbody>
</table>

5X’s cost efficiency

2.5X’s output

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2021 Digital Labor™ Study saile.ai
Organizations who report faster growth in revenue over the past three years were also more likely to be further ahead when it comes to AI maturity, the report’s authors state. They see AI as a long-term strategic priority for innovation, with 76% citing AI as “fundamental to the success of their organization’s strategy,” and 64% believing that their organization’s future growth is dependent on large-scale AI adoption.

- Forbes
Let's Saile!

saile.ai