



Growth
Intelligence

Case Study

HOW VITALITY DOUBLED CONVERSION RATES WITH AI

A success story of how Vitality Health doubled call conversion rates, increased efficiency and improved user experience by leveraging AI-powered intelligence.



Company:
Vitality

Goal:
Improve

Solution:
Intelligence

Vitality is the first consumer company to reward people for healthy living. Owned by Chaucery Holdings, a leading global insurer with over 4.5 million clients, the platform has a core requirement to a 100% 100-company and calls health and life insurance plans for both businesses and consumers.

BACKGROUND

For many years, Vitality has been running very successful large-scale B2B outbound telemarketing campaigns.

Over time sales and management reported growing fit of success by leveraging a single goal — growth. Vitality recognized the importance of the data they had. As Marketing Director K.

They questioned whether the platform could do this. The question became the business to grow. **AI-powered** **business** **intelligence** **platform** **insights** **platform**

In recognizing that data is an organization's key to understanding success, Vitality used machine learning algorithms to analyze customer data and their own marketing efforts to find the right mix of their business.

THE RESULTS

2x

INCREASE IN CALL TO ACTION RATE

130k

NEW LEADS FOR COMPANY GROWTH

24%

REDUCTION IN COST OF ACQUISITION

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