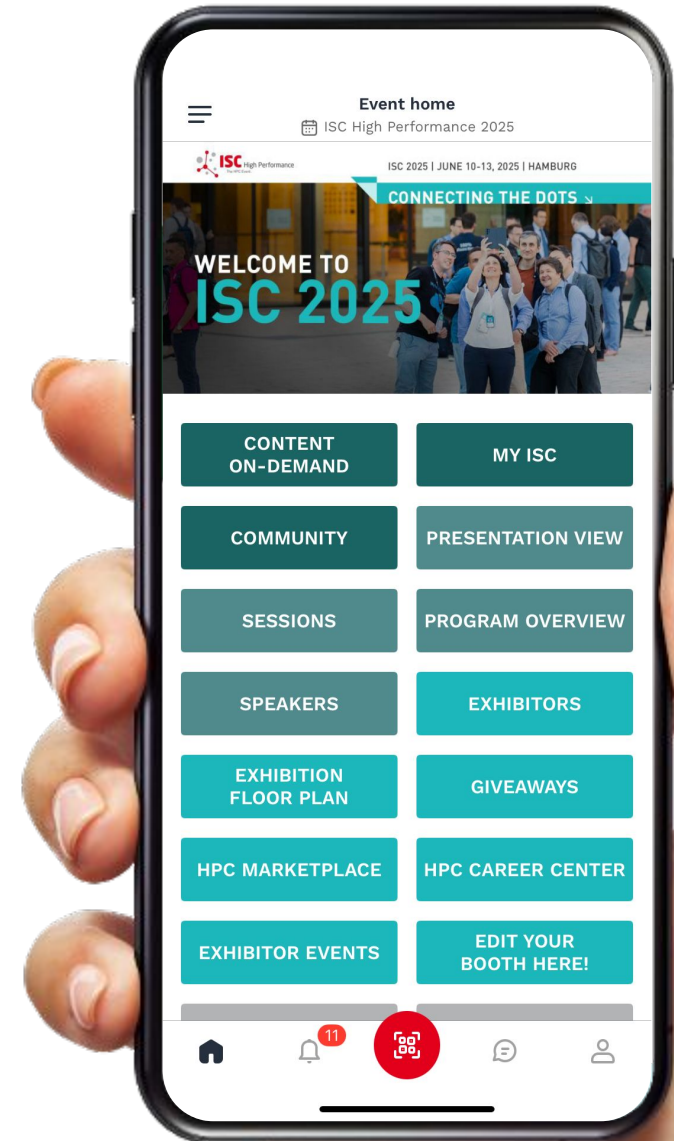


LEAD SCANNER

Scan badges, qualify prospects
and capture contact details



What are the benefits of lead scanning?

1 Say goodbye to binders

Reduce admin time as everything is digitalised. No paperwork means you can focus on the conversation with your potential new partners and clients.

2. Don't miss a connection again

Your entire show team onsite can download the app and scan attendee badges during the event .

3. Personalise your lead qualification

Create qualifying questions that work for your company. Once your team members scan a badge, they can use these to categorise their leads

4. Get business done faster

Download your leads in spreadsheets, and share them with your wider team before you've even left the venue.

5. Be more sustainable

Ditch paper and start using the event app to generate less waste & accelerate your business sustainably.



Premium

Setting custom lead qualifying questions

Setting custom lead qualifying questions

Premium



- Exhibitor Booth
[Open event company profile](#)
- ISC High Performance 2025
Jun 10, 2025 - Jun 13, 2025
[Open event](#)
- Home
- Company profile
- Team members
- Leads
 - Team's contacts
 - AI Recommended leads
 - Lead qualification**
 - Export
- Hardware Rental

Lead qualification

Tailor your lead qualification form to help your team identify valuable leads. Team members can complete the qualification fields for each contact directly in the app. Once a qualification field is filled for a contact, it cannot be removed or edited from the form. All collected responses will be available in the leads export for easy access and follow-up.

Define all desired qualification fields in the form before its utilization; otherwise, responses could be lost or absent.

+ Create a qualification field

Score ⓘ
★ ★ ★ ★ ★

Note
Enter any additional details to remember

Lead qualification

Tailor your lead qualification form to help your team identify valuable leads. Team members can complete the qualification fields for each contact directly in the app. Once a qualification field is filled for a contact, it cannot be removed or edited from the form. All collected responses will be available in the leads export for easy access and follow-up.

+ Create a qualification field

Point of interaction
☐ Booth
☐ Meeting room
☐ Session

Area of interest
☐ Option 1
☐ Option 2
☐ Option 3

Quality of lead
☐ Cold
☐ Warm
☐ Hot

Contact preferences
☐ Email
☐ Phone

Pain points & needs
Understand challenges [e.g. "What problem are you hoping to solve with our product?"]

Create a qualification field

Drag and drop qualification fields at the desired position.

- ☒ Single choice
- ☒ Multiple choices
- ☐ Long text

2. Select from the single choice, multiple choice and long text field formats

Create a qualification field

Drag and drop qualification fields at the desired position.

- ☒ Single choice
- ☒ Multiple choices
- ☒ Long text

Long text

Placeholder

1. Click on 'Lead qualification' and 'Create a qualification field'

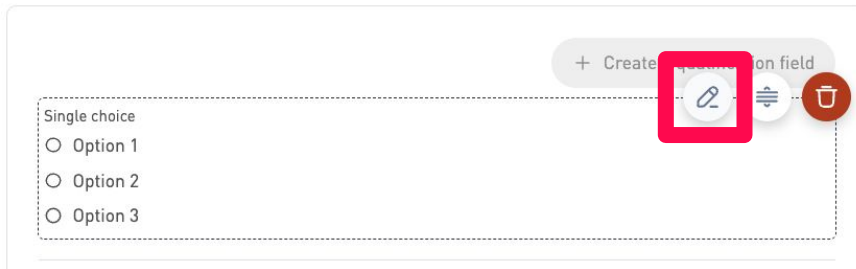
3. Customise your form via drag and drop

Setting custom lead qualifying questions

Premium

Lead qualification

Tailor your lead qualification form to help your team identify valuable leads. Team members can complete the qualification fields for each contact directly in the app. Once a qualification field is filled for a contact, it cannot be removed or edited from the form. All collected responses will be available in the leads export for easy access and follow-up.



Single choice

- ☐ Option 1
- ☐ Option 2
- ☐ Option 3

+ Create qualification field

✎ ⚙️ 🗑️

4. Click on the edit icon to edit the qualifying question and answers

Single choice

×

* Qualification field name

Single choice

13/1500 characters maximum

* Values

Option 1



Option 2

Option 3

+ Add value

🗑️ Delete qualification field

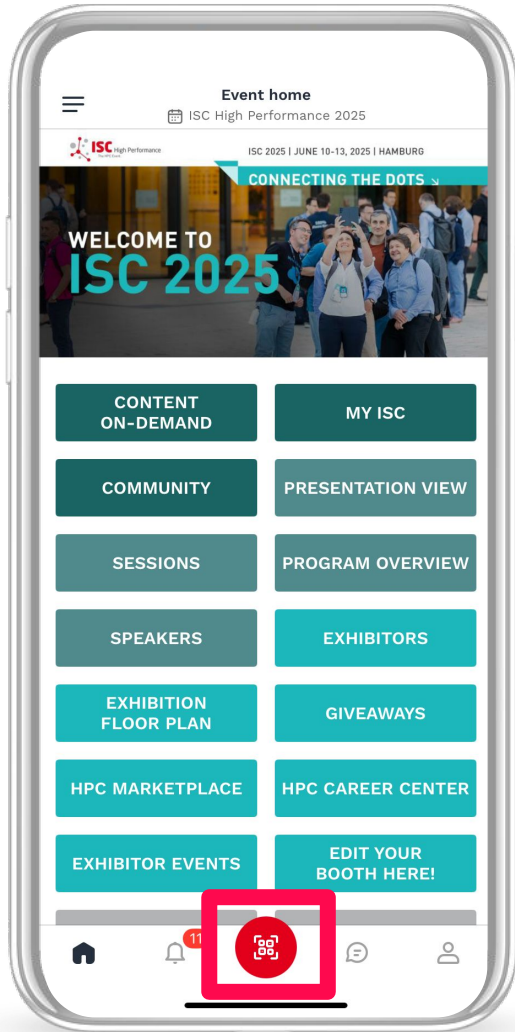
5. Click on the 'tick' to save the changes

Note: Qualifying questions should be created and finalised before you start scanning leads.

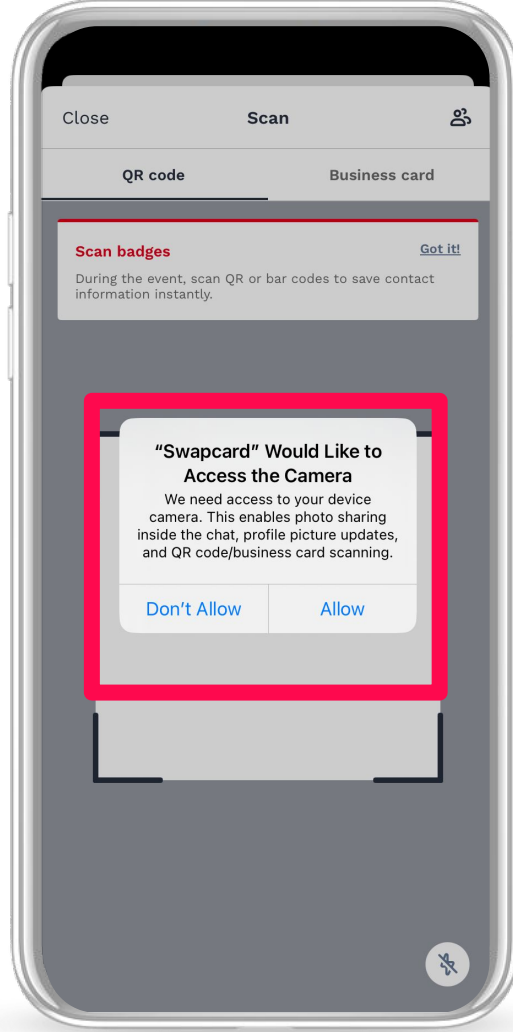
The background features several teal-colored circles of varying sizes and thin teal lines connecting some of them, creating a network-like pattern. These elements are primarily located on the left and right sides of the slide, framing the central text.

Scanning badges on-site

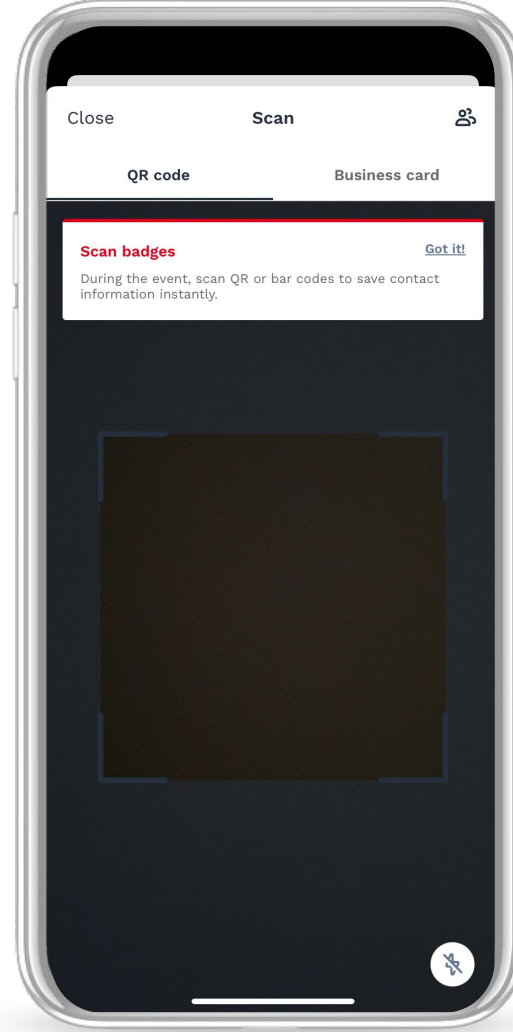
Scanning leads at the show



Step 1: Click on the scanning icon in the bottom panel



Step 2: Grant camera permissions

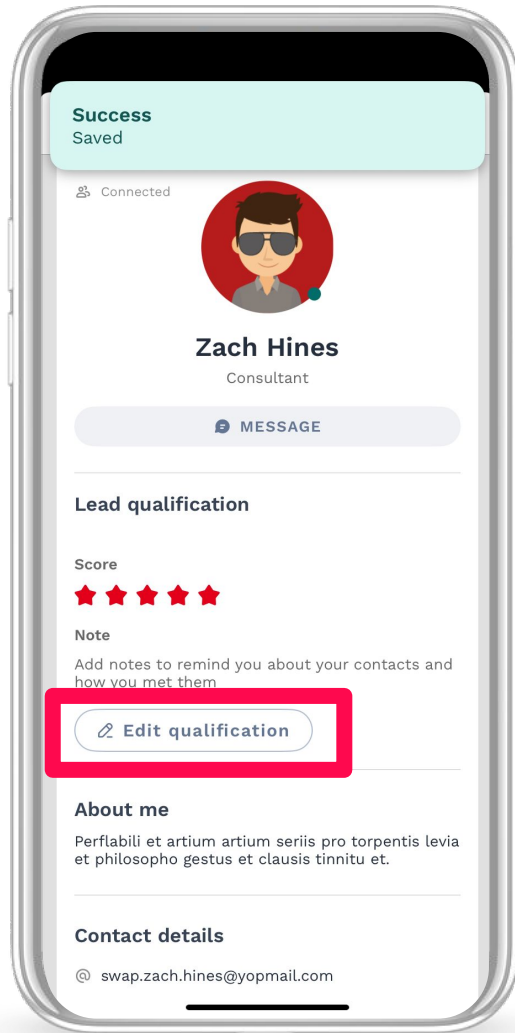


Step 3: Point the camera at a badge

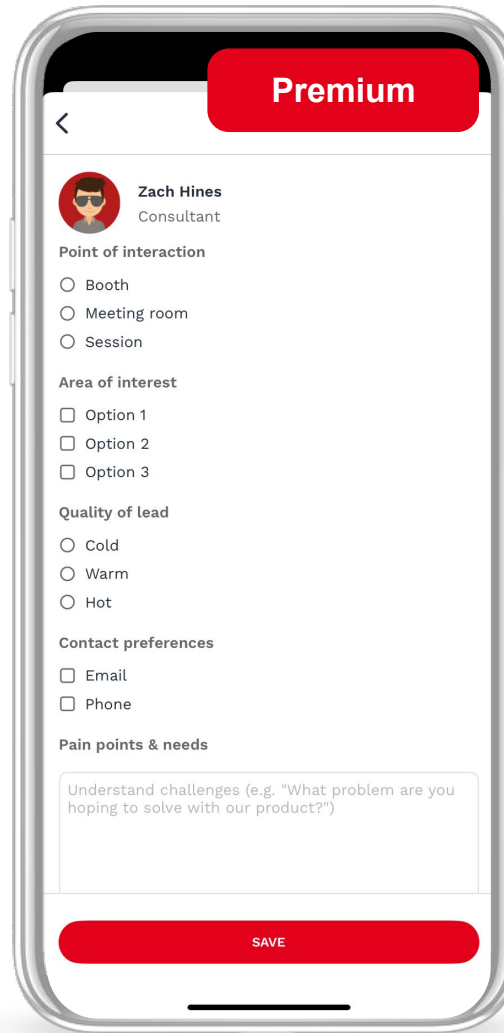


and you have successfully captured your lead's contact details!

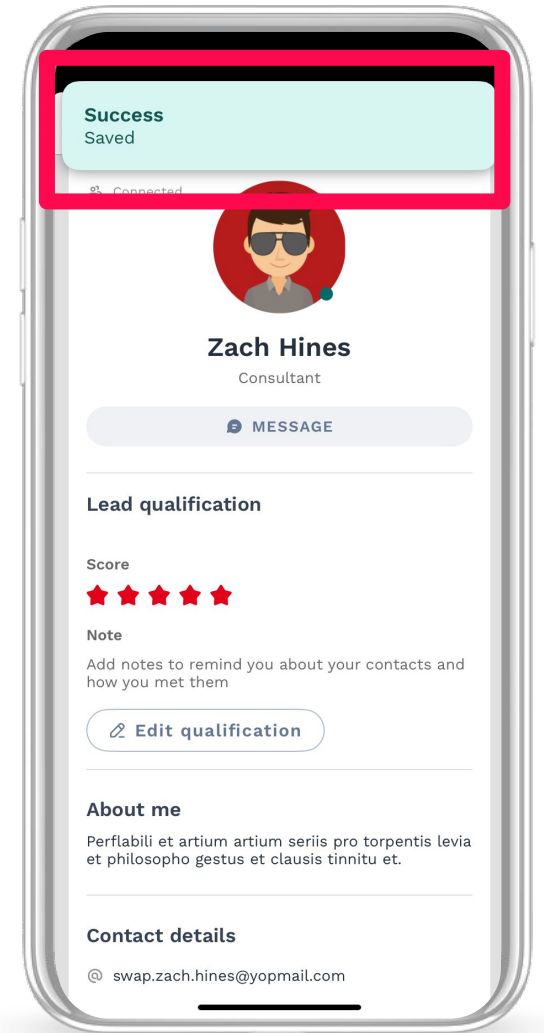
Scoring and qualifying leads generated at the show



Step 1: Score or qualify your lead's potential



Step 2: Add notes and fill out the qualifying questions and click 'save'

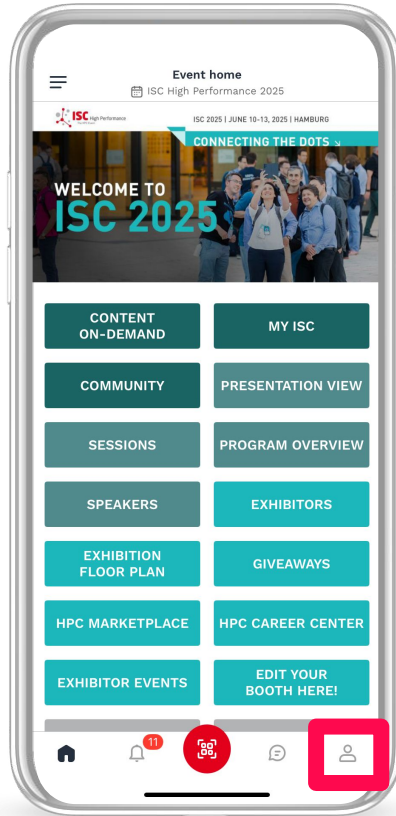


Successfully scored!

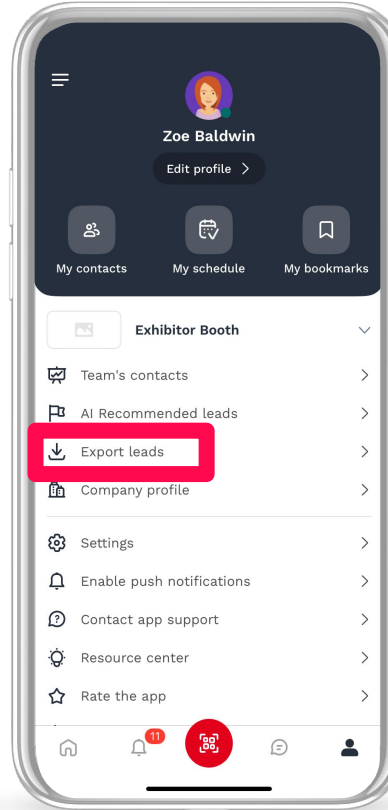
The background features several teal-colored circles of varying sizes and thin teal lines connecting some of them, creating a network-like pattern. These elements are primarily located on the left and right sides of the slide, framing the central text.

**Downloading leads
generated at the show**

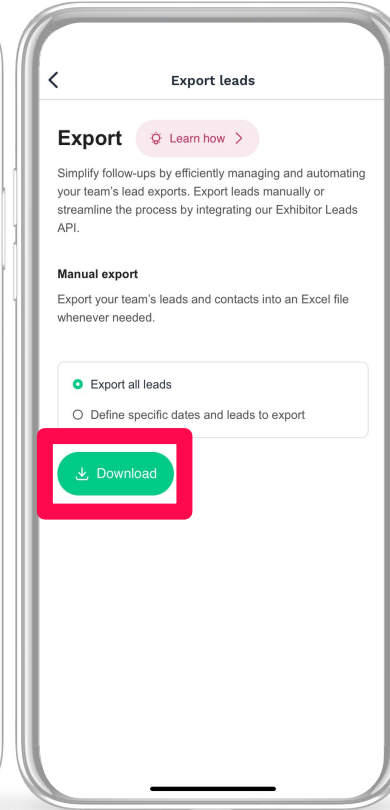
Exporting your qualified leads after the show



Step 1: Select your profile



Step 2: Click on export leads



Step 3: Click on 'Download'

An excel file will be downloaded to your phone

**Download the app to
begin scanning!**

