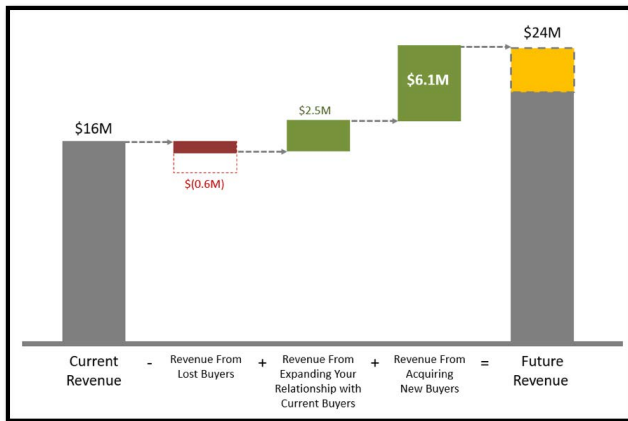


National Distribution Center Exceeds Projections with 75% Growth in First Year with salesEQUITY



Challenge

- Slow organic growth with aggressive sales targets
- Declining client retention rates
- Challenge cross-selling additional services
- Need to better understand their clients

salesEQUITY Approach

- Implement patented methodologies to improve client relationships
- Increase retention rates to improve cross-sell opportunities
- Redirect resources and efforts to focus on building world class sales engine

Client Success

- Yielded a 60% response rate to survey
- Improved client relationships and hit target first year growing revenue 75%
- Increased revenue by 57% YoY
- Continued success with 40% growth in second year
- Increase client retention to 96%

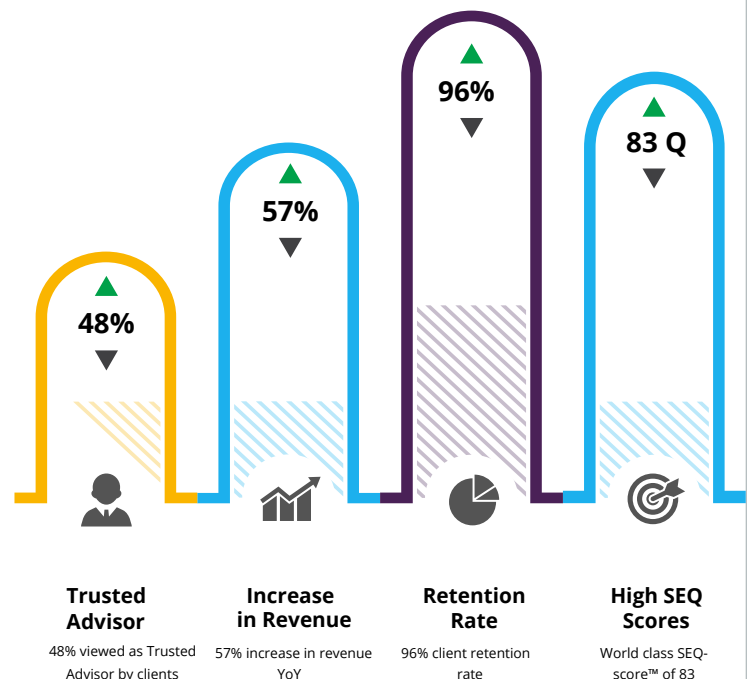
salesEQUITY's client engagement platform improves sales process, increases client retention rates and cross-sell opportunities, and grows revenue after first year.

Our client, a national warehousing, distribution and logistics center provides services to clients throughout the United States.

Faced with an aggressive 25% growth target, our client faced challenges with new client acquisition, customer retention, and problems increasing cross-sell opportunities.

"Using a client engagement platform has allowed us to have a better understanding of our customers' needs, and identify individuals within our account teams that go above and beyond regular customer satisfaction to enrich our client relationships."

Chief Operating Officer



About salesEQUITY

salesEQUITY's client engagement platform is designed to collect, analyze, manage and distribute quantitative customer insight data. By measuring client engagement, our proprietary modeling technology determines trends and establishes benchmarks to help drive VOC and client feedback initiatives.

Learn More About Our Platform

Our platform also features highly-customizable assessments, individual and organizational reporting, and real-time action planning tools.

[Tell Me More](#)

