



## FAST FACTS

**Company**

*On Demand Software Provider*

**Industry**

*Technology*

**AG Salesworks Solutions**

*Sales Opportunity Generation*

*“We were very pleased with AG Salesworks’ ability to hit the ground running on our project and began seeing an immediate impact. We didn’t have the bandwidth to call through several of the lists that we had and AG Salesworks was able to provide not only the activity that we needed but was able to qualify active opportunities and gather market intelligence.”*

## Leading On-Demand Software Provider benefit from AG Salesworks

The core purpose of the On-Demand Software provider is to empower companies of all sizes to achieve success and thrive. For years great business leaders have recognized that sales compensation is one of the prime motivators for a company's success. The right plans can increase profits, control expenses and drive consistent quarter-over-quarter results. The On-Demand Software Provider helps their clients to realize the potential derived from the right compensation plan.

### Business Challenge

Our Client had been in business for one year when they entered into a partnership with AG Salesworks. They were extremely focused on building their business and that meant signing on as many new clients as possible. They lacked the internal bandwidth to call on the leads being generated from their highly successful marketing campaigns. They needed a firm who could ramp up quickly and add immediate value.

### AG Salesworks Solution

Within days of our first meeting, AG Salesworks was fully versed in our client’s message and value proposition. With a designated Project Team in place, we effectively uncovered new opportunities, nurtured future opportunities, followed up on our client’s database and provided detailed reporting on all of their activities.

### The Impact

Over the past two years, our client has repeatedly closed valuable business resulting from the opportunities that AG Salesworks uncovered and has gained invaluable market intelligence. They have grown from a startup to an industry leader and AG Salesworks is still an integral part of their sales team.

### For More Information

Please contact us at 781.702.6999