

# REVENEER MANAGED SERVICES

The ability to acquire new customers quarter after quarter is what drives sustainable growth. To do that in a predictable way requires a strong outbound lead generation engine. Reveneer Managed Services eliminates the complexity involved in designing, building and managing these teams so your sales reps can focus on what they do best...closing deals.

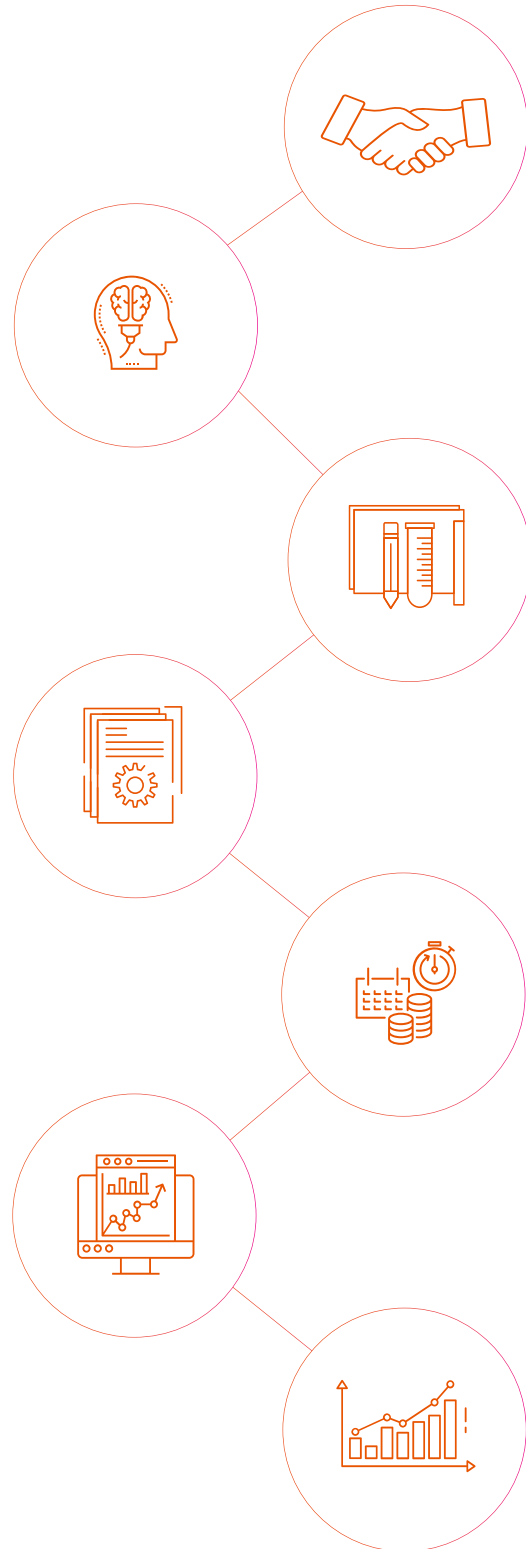
## PEOPLE, TECHNOLOGY, & KNOWLEDGE

At Reveneer, we provide a highly-managed platform of talented people, the latest technology, and our proprietary knowledge. Our 'blueprint', honed over years of experience and dozens of successful engagements for some of the most well-known technology brands, defines exactly how we design, build, ramp and manage these high performance teams. With Reveneer Managed Services, it's our team, fully white-labeled and expertly managed to act as an extension of your own sales organization.

We've developed a unique cadence for each engagement that defines when and how the team will do research, outbound calling, email sequencing and social media targeting. Our phone-first, science-based approach of pattern interruption, objection handling and discovery ensures that we are engaging not just hand-raisers, but potential prospects in all stages of the buyer journey.

## MEASURING SUCCESS

While your Reveneer team will uncover needs and pain, and schedule qualified discovery calls and demos with decision makers and influencers in your target market, we don't stop there. We measure success by our ability to create opportunities that convert to actual bookings. And if needed, we can go further, delivering product demos, qualifying the opportunity and landing the first deal before handing off to your account team.



HIGH VELOCITY INSIDE SALES

# THE ROADMAP TO SUCCESS



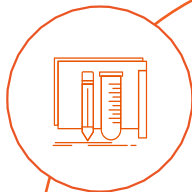
**THE RIGHT FIT**

Reveneer's outbound model isn't for all businesses. To ensure that this approach will work for you, we'll use predictive modeling based on dozens and dozens of successful engagements to show you what success looks like for your unique go-to-market strategy, all before you make any commitment.



**KICK OFF**

Whether the team we build for you is 2 people, or 20, you will get the same level of care and attention from the Reveneer extended team of experts in the areas of talent acquisition, training, sales development, sales operations and business insights.



**BUILD OUT**

Once we kick off the project, it's time to go to work. In a fast, efficient process covering about 45 days, we'll recruit and train the team, build a custom outbound playbook, integrate a tech stack, and install dashboards to capture metrics and key business insights. We'll manage it all through weekly calls with you, tracked through an online project management portal.



**GO LIVE**

Once trained, your team will go live under the close supervision of our sales development staff, with support from the training and sales ops teams. You'll see results within a quick week or two, but conversion rates will continue to increase for the first 90 days in line with the predictive model created for your unique project.



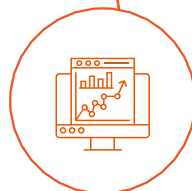
**BUILDING A PIPELINE**

Your sales team will see discovery calls and demos populate their calendars almost immediately after go-live. But at Reveneer, we measure success by qualified pipeline created, and booked business. To do that, we will work with you each week through a scheduled huddle to create strategies for optimizing, and review performance monthly in an executive leadership call.



**MARKET INSIGHTS**

In addition to the key performance metrics, your Reveneer team will also provide quantifiable insights based on information uncovered on each call, including success rates by territory or industry, analysis of competitors that are penetrating target accounts, the profiles of personas most likely to engage in conversation, and many more.



**PERFORMANCE TRACKING**

Your Reveneer team will log into your Salesforce instance each day via a technology stack we integrate, providing automated tracking of all their activities, including leads, calls, conversations and meetings. Real-time dashboards that we install will give you complete visibility into key performance metrics and conversion rates.

GETTING STARTED:

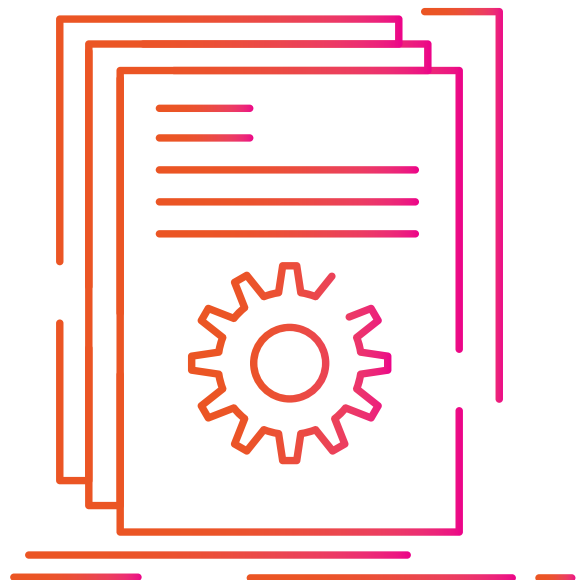
## DO YOU NEED NEW CUSTOMER ACQUISITION FOR YOUR BUSINESS?

Delivering a predictable outbound engine for new customer acquisition isn't for all businesses. It requires the right combination of market opportunity, product differentiation, value of sale and sales cycle. Our experience, along with our predictive modeling, ensures that once we agree to move forward, Reveneer will be successful at creating predictable, new customer acquisition for your business.

While most of our customers will be partnered with Reveneer for a matter of years, we believe we have to earn your business each month. Your commitment is for the first 90 days, after which you can terminate with a written notice.

At Reveneer, we've created one monthly fee that scales with the size of team you choose, and includes everything listed above. In addition, there is a small variable success fee based on actual business produced by your Reveneer team.

Visit our website, [reveneer.io](https://reveneer.io) and contact us today to see if building an outbound sales engine is right for you.



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