Techworkers

[TECHWORKERS REVENUE DATA ANALYTICS SOLUTION]

A Techworkers revenue data analytics solution gives you:

- Increased revenue from more and faster sales
- Optimized pricing for greatest revenue and market share
- Maximized margins
- Reduced customer churn
- Increased operational efficiency

Inside Sales Extensions

Pricing Optimization

Inventory Analysis

Revenue Data Analytics

Deal Management Methodology

Predictive and Deterministic Analytics

Asset Management

Campaign Modeling

"Sell more, faster."

All CEOs, VPs of Sales, Chief Revenue Officers, or anyone else carrying a quota need to hit their goals for the company, their department, and themselves. While incentives are aligned for directional behavior, why not optimize the potential outcome, get there faster, achieve greater margin, and/or leverage the opportunity cost of time? Attacking the market, following up, and overcoming obstacles isn't enough. Having a team to sort through the feedback, aligning that newly found information with the lakes of existing data for optimal next steps is the right business value partnership to add to the cycle for a better result.

This is where the focus on revenue analytics drives results. Our practice brings a multi-disciplinary team of top specialists with sophisticated technology expertise to really enable the generation of revenue within your organization. You can't do this on your own and neither can those big consulting firms or that trendy new software vendor. But it can be done. Understanding the data within your organization allows for an improved approach to sales effectiveness.

Our experience

Our practice has solved complex sales process and optimization challenges for Fortune 100 companies. We bring the talent, the process, and the skills to leverage your existing data, in addition to the expertise with cloud-based/on-premise based solutions to enhance the predictability of results and drive adoption of new thinking throughout your organization. This collaborative approach is better than the competition due to our portfolio of experience, our practical approach to simplifying complex environments, and our action-oriented approach to delivery.

Our capabilities include:

- Deal Management Methodology – Drive the sales process with predictability and repeatability
- Campaign Modeling – Identify offerings and customers for optimized matching
- Asset Management – Track hardware and software, manage their lifecycle
- Inside Sales Extensions – Expand go-to-market value through expanded and targeted sales forces
- Predictive and Deterministic Analytics – Determine optimal offer and pricing for each customer through pattern analysis and algorithmic testing
- Inventory Analysis – Identify product turns, optimal carry levels, and efficient logistics
- Pricing Optimization – Maximize revenue per deal per customer to optimize margin and time to sale.

Techworkers' analytic expertise spans Fortune 100 customers across industries:

- Technical Products and Services
- Industrial
- Retail
- Healthcare

For more information on the depth of our commitment to revenue opportunities and how Techworkers' Data Analytics Solution can benefit your company, please visit www.**techworkers**.com, call us at 925.359.2200, or email contactus@techworkers.com.