



Driven to accelerate our customers' revenue generation capabilities



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***Sagiss realizes a dramatic increase in monthly recurring revenue by using Kaseya's IT Automation Platform and Vendere's sales process.***

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For over 10 years, Sagiss has been developing a unique approach to computer network management. Sagiss manages networks with a disciplined and proactive set of processes. These processes include, using Kaseya's IT Automation Platform, regularly scheduled maintenance, continuous network monitoring, a web-enabled request tracking system, clear, concise network documentation, and an annual network plan and budget. The company currently manages over 180 servers and 1400 workstations, in over 80 locations.

For more information visit [www.sagiss.com](http://www.sagiss.com)

#### **Setting The Stage For The Future**

Vendere began the engagement by developing a comprehensive Sales Plan that became the sales roadmap. Vendere then brought in an experienced Account Executive to implement Vendere's lead generation and sales effectiveness processes. Concurrently, Vendere facilitated a weekly sales management meeting that integrated the sales function with Sagiss' operational functions and Kaseya's automated framework to elevate sales.

#### **Sagiss Results**

Vendere has scheduled 213 appointments for Managed Services Provider(Sagiss) in the last year, 27 opportunities have closed with an average value of \$2,500 in MRR.

Vendere has scheduled 65 appointments for the Kaseya solution for Sagiss-18 total opportunities have been identified-5 opportunities have closed at a value of \$162,000.00 in revenue.

#### **Enabling the Customer**

Vendere has ensured that Sagiss can focus on their core competencies of world class customer delivery and new technology offerings like Kaseya to elevate sales. The focus allows Sagiss to deliver the most sophisticated offerings at an extremely competitive price point, while Vendere has focused on sales and top line revenue growth.

## Appointment Generation Case Study

### Solution Overview

#### Industry

Information Technology Managed  
Service Provider

#### Situation

Sagiss manages networks with a disciplined and proactive set of processes. Sagiss currently manages over 180 servers and 1400 workstations in over 80 locations.

#### Business Solution

Vendere outsources Sagiss' sales function and works closely with Sagiss to plan and manage the sales function. Vendere has taken the responsibility to identify and close opportunities.

#### Benefits

Vendere has scheduled 213 appointments for Managed Services Provider (Sagiss) in the last year-27 opportunities have closed with an average value of \$2,500 in MRR. Vendere has scheduled 65 appointments for Kaseya solution for Sagiss-18 total opportunities have been identified-5 opportunities have closed at a value of \$162,000.00 in revenue.

***"Working with Vendere has allowed us to easily expand our sales efforts into completely new markets, like selling Kaseya solutions to enterprise customers, while continuing to sell Managed Services to the SMB space. This has helped us grow our revenue without having to add additional overhead of added headcount."***

**- Jim Lancaster, Partner**