

Vendere is driven to accelerate our customers' revenue generation capabilities!!!

Vendere Partners offers a high level of expertise in a competitive market. Through years of sales experience in the technology industry, Vendere has developed a niche process around lead generation and new customer acquisition. Vendere's process has enabled us to provide measureable value to our clients by **filling their sales funnel with opportunities**. The goal for all of our engagements is to drive net new revenue to our client's top line. By connecting our customers with new prospects, as a team, we are able to keep the funnel full. ***This will enable your sales engine to run strong.***

We provide the following differentiators to our competitors:

- Adaptability
- Scalability
- Recordings of all conversations made on your company's behalf – *your sales rep is armed with the **actual conversation** prior to the sales meeting*
- Prospect lists provided at *no additional cost*
- Email marketing campaigns at *no additional cost*
- No setup fees
- Full time dedicated support (110 dials a day minimum)

SUCCESS STORIES

- ▼ **Registered over 10,000 event attendees** for a large hardware manufacturer
- ▼ **Scheduled over 400 appointments with 90 opportunities** identified for large IT Security organization within a 6 month timeframe
- ▼ **Generated over \$2mm in pipeline dollars**, within an 8 month timeframe for another technology security organization
- ▼ **Returned 200% of invested gross profit dollars** for an Information Technology Consulting company in 6 months
- ▼ **Scheduled over 1000 appointments** across the World around Lab testing services
- ▼ **Added over \$50,000,000 of revenue** to Sales Funnel for a larger Application and Server hosting company, \$7,300,000 has closed
- ▼ **218 appointments scheduled** within last two years **and added over \$2,500,000 of revenue** to Sales Funnel for a Managed Services Provider out of Dallas

Solution Offerings

List and Campaign Development

Summary: Through 11 years of lead generation, we have an established methodology for customer profiling and using our database which is continuously updated by our prospect managers. The data is comprised of organizations spanning every vertical and geographic location (international included). We offer install base list of companies that are active users of certain systems. Vendere also has access to third party lead sources to help ensure our company data is accurate. In addition, Vendere has valid contacts ranging from C-level to management level (CEO, Sales Director, IT Director, etc.). Vendere also offers email marketing and campaign development for organizations looking to do their own prospecting.

Lead Generation & Event Registration

Summary: We take your product message to qualified potential buyers, explore the channel, and establish the relationships your company needs. We offer a focused and customizable solution that works in any sales model. Our solutions are:

1. Qualified Appointment setting
2. Event, Seminar and Webinar registration
3. Surveying
4. Qualification of incoming leads

Your value is in accelerating revenue through your sales funnel. *Included in this solution* are our robust database and list resources, email marketing tools, recording tools and prospecting tools

Sales Outsourcing

Summary: We work with organizations in many levels of sales outsourcing. Sales outsourcing begins with management that Vendere will provide. Vendere will then assign one or a series of reps to take on direct sales for your organization. We have accomplished our goals both over the phone/inside and face to face/outside. The sales process primarily depends on the average deal size of your solution. We have found that solutions which are below \$30,000 can be sold over the phone. This allows more touches into a finite target base. This allows you as an organization to get more for your fixed cost of sales. Vendere resources are included

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