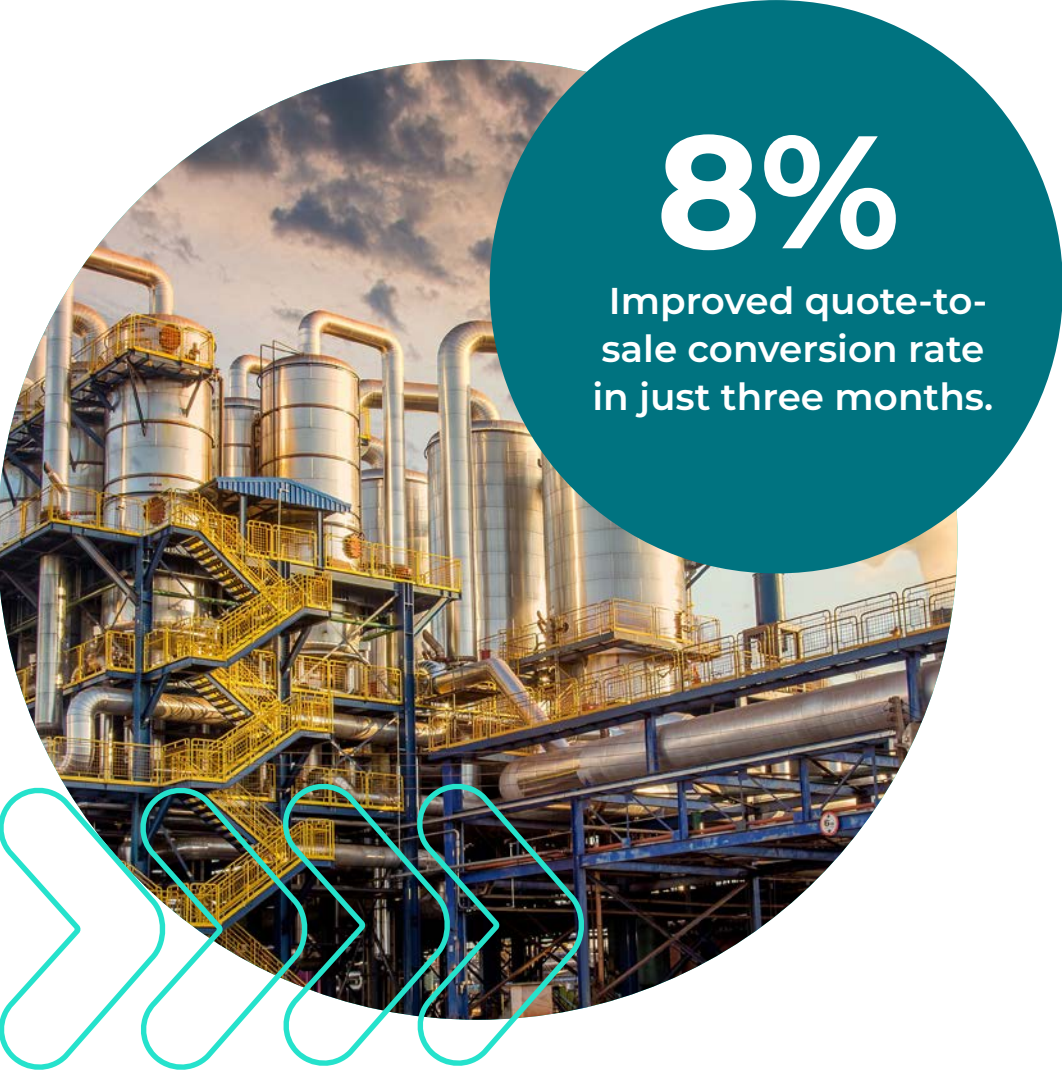


Build vs. Buy: Should You Hire a Partner to Improve Sales Performance?

What We Typically Hear:

- “We can just automate processes for our lower tiered customers.”
- “We can build it better internally.”
- “It’s cheaper if we build it in-house.”



Success Story

A leading industrial manufacturer needed a partner who could improve their global customer aftermarket sales experience and could mirror their internal language capabilities.

Concentrix not only met their initial requirements but also developed and deployed a customized CRM solution in two weeks and improved their quote-to-sale conversion rate by 8% in just three months.

Gain Deep Insights into Your Team’s Historical Performance:

Our complimentary Sales Performance Analysis (SPA) analyzes your organization’s infrastructure qualitatively and quantitatively, across several key departments, like sales, operations, finance, executive management. We not only help provide a practical roadmap to help you achieve your goals, but we help you determine how many people you need to hire to get there.



Augment Your Existing Team’s Coverage:

Do you already have a team in place but still have trouble converting all of your marketing qualified **leads to sales qualified leads**? Concentrix has the global resources and proven processes to engage with every segment of your customer base - seemingly overnight.



Better Control of Your Data:

Concentrix has a robust team of data scientists to ensure that the customer and operational data you’re collecting is clean, validated, and standardized across your company. This enables you to quickly gain the actionable insights needed to make more informed business decisions.



Security Concerns Around Data:

Concentrix is SOC 2 – Type 2 and ISO 27001 Certified. All data at rest and in transit use TLS-based connections for any traffic going outside of our networks.

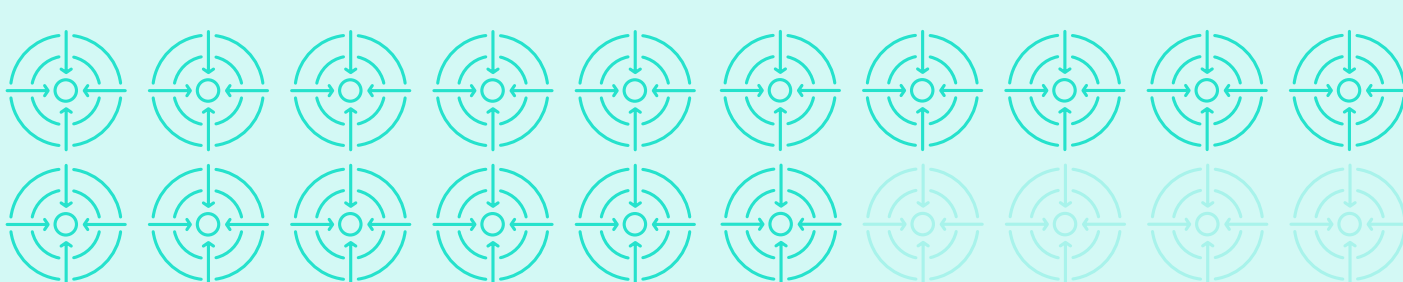


Best-in-Class Sales Processes:

Using our High-Performance Sales Methodology, we provide the intelligence, proven processes, training cadence, and strict discipline needed to capture every opportunity and ensure you achieve every goal.

Success Story

A leading cloud computing company sought a partner that would apply inside sales best practices at scale across market segments. Concentrix was not only able to reduce their sales cycle by 55%, but also improved lead conversion by over 200%



A Personalized Touch:

80% of consumers are more likely to make a purchase when brands offer personalized experiences. Concentrix provides personalized outreach to your entire customer base to ensure their unique needs are always addressed, documented, and remedied.

“We were looking for the best solution for our revenue lifecycle management and a strategic partner that would become an extension of our existing team.

It was critical that they could scale with our growth and provide global coverage. We have been extremely happy with this highly valued partnership. Concentrix continues to be a trusted partner, has been able to adapt quickly to our business needs, provides deep insights into our business, and continues to achieve results that exceed our expectations.”

- SVP, Global Renewals at the world’s leading CRM company



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