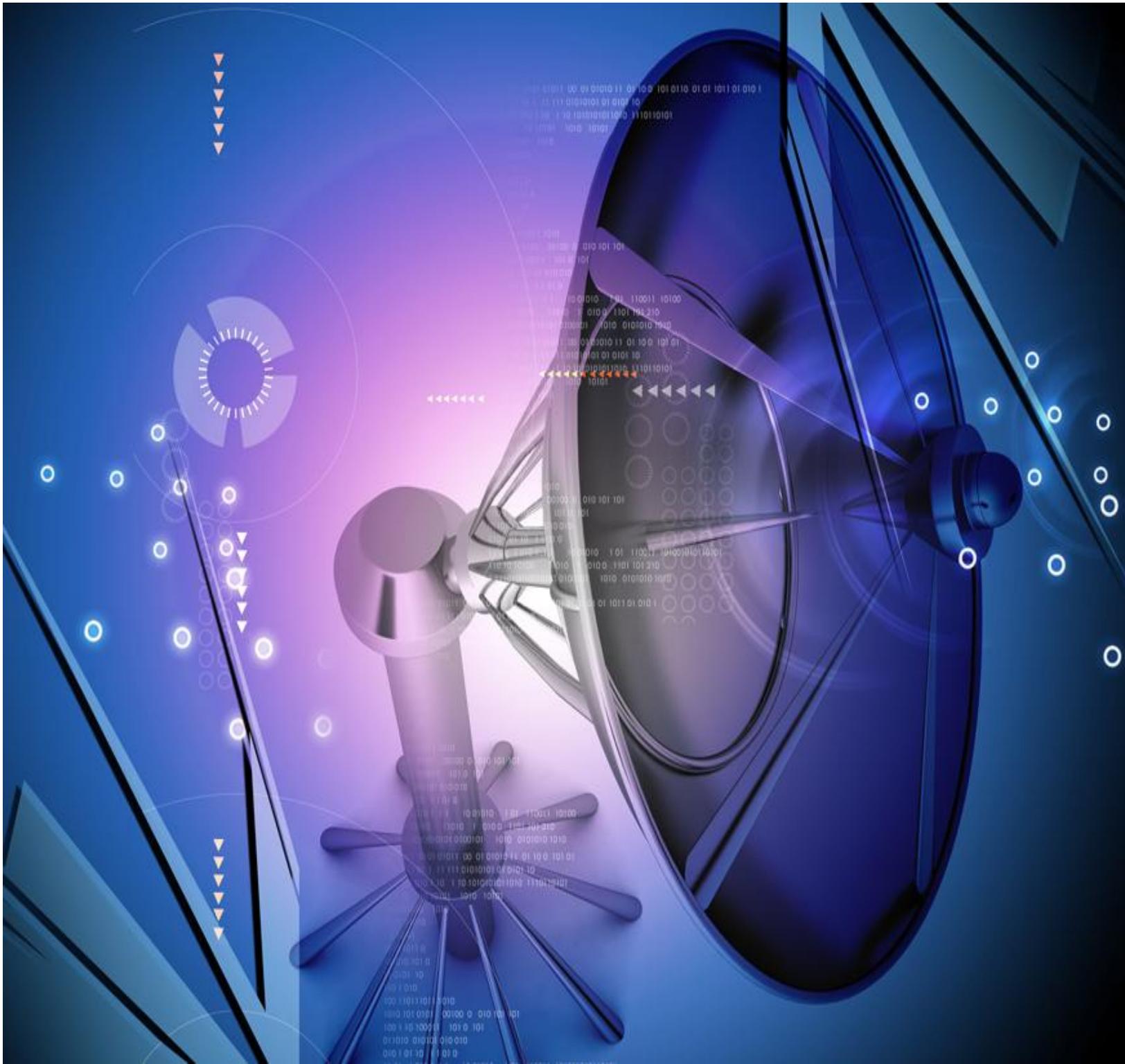


A TELECOM COMPANY REVIVED ITS PRESENCE AND POSITION IN THE GLOBAL STAND



COMPANY PROFILE:

The company is a leading manufacturer of world-class communications security equipments. The company has extended its arms world-wide across several countries and enhanced the business environment for companies in the field of internet security that emphasizes safe and secure surfing, wireless connectivity, network and cable satellites.

CHALLENGES:

After a rapid growth, the team expanded to accomplish all the new wins in the global stand, but one of the major setback was that the company failed to target their prospective customers. The root cause being the pipeline that began to dry up, with all known contacts exhausted. Their delivery rates were consecutively falling low for the first 14 months. Although the internal team was striving hard to connect their prospective customers, they were struggling to gain the contact details of the potential ones. The company was facing a dilemma in generating high quality leads.

SOLUTION:

After an extensive analysis and detailed introspection on various service providers, our success rates were in the limelight, the company approached us to re-establish its existence in the marketplace. Our team of experts immediately started to scrutinize and came up with the answer being **B2B Email Listz - Telephone Appending & Lead Generation Services** that provided them with the accurate name, phone number and title of the potential person with the help of a valid and updated, reliable records from our database and right telemarketing people. With our services, the company was meeting prospective customers within a matter of days. By the end of the 6th week, the company had signed up enough business agreements. As time went by the company gained further business leads and eventually the sales peaked. Within 4 months, the company re-established its position by storming the market place with its presence and towered over all its competitors.

CONCLUSION AND RESULTS:

By choosing **B2B Email Listz - Telephone Appending & Lead Generation Services**, the company achieved amazing results to almost any market sector. With our services the company soon observed higher deliverance rate, generated qualified leads, higher ROI and paved the fastest route to make complex sales to smart buyers.

- **Instantly connected to their targeted and potential customers with least cost.**
- **Generated high quality leads with accurate and up-to-date information.**
- **Higher deliverance rate.**
- **Valid, accurate and reliable data.**
- **Increase in Sales and ROI.**