Why Sales Intellect?

- 75% of executives don’t prepare for client meetings.
- 80% of executives don’t know customers’ problems and pain points.
- 78% of excessive time and cost are spent in sales process.
- 66% of quotes are immoderate and higher than customers’ spending budget.
- 82% of proposals fail because of unmatched offerings to customer needs.
- 75% of executives are unaware of technology intelligence and its future.
- 65% of entrepreneurs have inadequate intelligence on business dynamics.
- Most developers require improvement in product competitiveness.
- 90% of executives never know about IT project operations and functions from outsourced countries.
- Most of the executives make unwise decisions based on poor quality information.
Your needs...!

- Prepare before meeting customers!
- Confident talk with prospects!
- Save time and cost!
- Know customer’s budget before quoting!
- Write intelligent content in proposals!
- Understand technology landscape!
- Often business model changes!
- Maximize product competency!
- Align business and technologies globally!
- Make decisions based on Intelligence!

Sales Intelligence™ Model

- Company Profile
- Business Roadmap
- Business Model
- Business Architecture
- Business Strategy & Planning
- Business Initiatives & Opportunity Evaluation
- Technology Intelligence
- Project Management Intelligence
- Product Intelligence
- Global Services Projects
- Information Technology Intelligence
- Information Technology Roadmap
- Information Technology Strategy and Initiatives
- HR Intelligence
- Financial Analysis
- Market Intelligence
Uniqueness

- Understand
  - Business Model/Business Architecture/Business Roadmap
  - Technology Landscape/Technology Roadmap/Project Management
  - roles Technologies plays in the present and in future
  - Competitive Landscape and future of their Technology
  - Business Value and Risk of new Technology initiatives

- Identify Business and Technology Opportunities

- Perform benchmark on Company’s Technology operation against industry peers

- Maximizing
  - value of Technology
  - value of Information Technology assets
  - more value from your Budget

- Better align Business and Information Technology initiatives

- Mapping
  - Technologies to key business drivers
  - Business goals to the Business Capabilities required
  - Assess Risk and Business Impact

About Sales Intellect Company

- Sales Intelligence™ + Business Research = Sales Intellect Company.
  “Everything about Customers”

- Prepare: Sales Intellect’s Sales Intelligence™ company reports for all Industry Verticals | Domains | Countries | Regions

- Mission: To provide Complete, Accurate, Reliability, and Timely Sales Intelligence.

- Vision: To increase Sales/Revenue of Companies using Sales Intelligence

- Product cost: between US$ 10,000 to US$ 100

- IP Asset value: US$ 10 Billions

- Trademarks: Sales Intelligence™, Churchill™

- Headquarters: Chennai, India

- Established: April 2010

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