

Tele-SalesForce.com™

World class tele-sales people, world class results



Outbound Call Center

"We were paying a tele-sales company \$1500 per lead. More than half the time, our Sales Director would show up for the meeting to find out it was cancelled... and the Director had just flown from LAX to Chicago!"

"We tried outsourcing our lead generation to a telemarketing company that didn't understand our unique solutions and the campaign was an absolute failure."

"As the VP of Sales for my company, it's my responsibility to build a pipeline and close transactions. I'm not paid six figures to make tele-sales calls all day, every day."

We closed an \$86,000 transaction as the result of a lead that TSF generated for us. And this was in the first two weeks of launching this particular campaign"
Stephen Polinski, GenuOne

VISION VALUE

To be the leading provider of world class tele-sales people, world class results

INCREASE SALES

- > Increase outbound telesales calls by more than 1000%!
- > Improve telesales call success ratio by more than 100%!
- > Building a list is half the battle - Let Tele-SalesForce.com build one for you considering your target market/vertical focus, and solutions
- > Free up time from your high-paid Account Executives to focus on strategic opportunities, and less time making traditional "telesales" calls!

DECREASE COSTS

- > Offshore telesales can be 40-60% less than US based telesales organizations
- > Monitor activity made by your telesales team for effectiveness

INCREASE YOUR AVERAGE DEAL SIZE

- > Solidify your ROI Analysis and Methodology
- > Build a framework for the sales team to follow

VELOCITY

IMPROVE TIME TO MARKET!!!

- > Let Tele-SalesForce.com provide a jump start to your lead generation engine!
- > Beat your competition by calling into many more accounts than they do and improving accountability to your telesales process!!!

"I went from making 50 cold call per month to 50 cold calls per day using *Tele-SalesForce.com* !!!" Satisfied Client

Case Studies



High-Tech Outbound Tele-Sales Campaign

	BEFORE Tele-SalesForce.com	AFTER Tele-SalesForce.com
Outbound Calls	50	648
Tele Sales Success Ratio (TSR)	3/50=6% (1 call, 2 emails)	35/649=5.4% (10 call, 25 emails)
Total Companies Fetched	3	35



Money spent on TSR in one month	GenuOne value of Closed Deal
<\$5,000	\$86,000

"I'm not paid 6 figures a year to do the work a \$25/hour professional TSR could do!"

Customers Include:



Tele-SalesForce.com SOLUTIONS

Outbound Services:

- > TSF Messaging Workshop
- > TSF Value Based Selling Methodology Workshop
- > TSF Professional Script Development
- > TSF Professional Database Management and List Development
- > TSF 8 step Tele-Sales Campaign Launch Methodology
- > TSF Lead Generation
- > TSF Survey Service
- > TSF Customer Reports

Inbound Services:

- > Customer Service
- > Tech Support
- > Help Desk
- > Claims Processing
- > Email/Instant Message Handling

INDUSTRY EXPERTISE - Sales, Pre-Sales, Business Development, Vertical Expertise

Our Management Team consists of world class experts from enterprise software companies i2 Technologies, Oracle, AMR Research, and other global powerhouses. The practices and methods, know-how, and complete understanding of Sales, Pre-Sales, Business Development, and focus on multiple industry segments, make this team unbeatable. We have taken and taught various courses including: Solution Selling, Value Based Selling, and Cold Calling Techniques.

PEOPLE - Competitive Telesales Resources

The team consists of people with diverse backgrounds including 10+ years of managing offshore call centers, 10+ years of selling software solutions to businesses, and much more. Our telesales resources are college educated, extremely persistent and have been trained with Solution Selling, Value Based Selling, and Cold Calling Techniques by leading industry experts.

PROCESS - Effective Results

It's easy to set up a relationship with a call center. It's not easy to properly set-up a relationship that will deliver the best results, for a minimal cost. Tele-SalesForce.com has been doing this for 2+ years successfully and we understand what it takes to create, launch and sustain a successful outbound tele-sales campaign. All of our processes have been validated by Ernst & Young to insure quality, efficiency, and effectiveness.

TECHNOLOGY - World Class Connectivity, World Class CRM

TSF Call Center utilizes the latest in world class technology powered in large part by Nortel Networks. With the use of Nortel 7480 and the IPLC Meridian, coupled with a world class CRM system, our call center is years ahead of the competition.

