



ebQuickstart Provides a Quickstart to Success

Your Company

Finite resources and infinite needs require organizations to make sacrifices. With talented resources placed and pooled into “essential” and “important” positions and groups, gaps of inefficiency and ineffectiveness are created. Gaps within telemarketing and pre-sales are generally the first created and lead generation and account management begin to suffer as a result. With talented resources placed elsewhere, organizations attempt to close the gap within telemarketing and pre-sales using outsourced call centers or small inside sales teams. Precedence provides low expectations and outsourced call centers and typical inside sales amateurs deliver on the low expectations, merely working to fill the gap. Their results can be frustrating.

Your Gap

Though often discarded, Lead Generation, Account Management, and Pre-Sales efforts are essential building blocks towards expected and anticipated revenues. Your company spends valuable time, limited resources and vested money on training, creating, and maintaining product development, marketing campaigns, and outside sales efforts. Each and every one of these efforts are directly affected by your telemarketers or inside sales reps. Each and every one of these efforts can be undone and degraded by ineffective and inefficient amateurs who do not have the training and insight into their position and its value. Lead generation and pre-sales work should not be left to sub-par outsourcers or amateur inside sales groups. They require too much time to deliver their sub-par results.

ebQuickstart: Gap Closers

Our organization was founded to provide outsourced professionals that can close your telemarketing and pre-sales gaps. Our resources and talents are pooled like yours, but instead of pooling the talent away from lead generation and account management, we pool our talents directly to them. Our efforts close the gap that hinders and degrades your current marketing and outside sales efforts. Whether the gap is 1 person or 10 people, 15 leads a month or 60 leads a month, ebQuickstart employs qualified telemarketers and pre-sales professionals to fit your needs and close the gap.

Why Not Them

In-house telemarketers or inside sales teams bring with them additional costs outside of the team’s salaries. Employee taxes, benefits, and office space cost money. High churn rates force companies to use their already limited resources to hire, train, and manage an ever-changing team. This cost money.

The continual change of employees eliminates any hope for in depth product knowledge or a creation of a lead generation funnel and requires organizations to spend more time than anticipated in the training of new employees. Professionalism and ability to communicate and converse with high level contacts is typically moderate. Their position is generally deemed a day job and a stepping stone to a bigger and better role within the organization. Your limited resources must spend extremely large amounts of time to develop an inside sales team that might not be there in 4 months.

Most companies that don't want to deal with in-house teams resort to Call Centers as a solution. Call Centers are great at saving money and are even better at creating headaches. You choose call centers because you need to cut cost. You choose call centers because your limited resources are already taxed with current projects and you do not want to spend the time and energy hiring, training, and overseeing an inside sales team. But call centers have even higher churn rates. Their professionalism and ability to communicate and converse with high level contacts is obsolete. You end up losing as much time managing the call center managers as you did managing the in-house inside sales team. The call center employees generally work for pay checks, are given low fixed pay with high commissions. The result is high numbers and low quality. Add to everything a potential barrier of language and distance and you find that managing the outsourced team takes more time than managing an in-house inside sales team. Little to no time is spent on their side in developing skills and talents specific to lead generation and calls with contacts turn into one-sided script readings.

Inside sales amateurs and sub-par telemarketers do not deliver and will not close the gap.

Why US

ebQuickstart is Intelligent Outsourcing. Whether it is qualified telemarketers, trained account managers, or pre-sale professionals, our organization was founded for the sole purpose of closing gaps and generating opportunities for sales revenues.

We are an outsourced group of pre-sales professionals who are trained in question based sales. We eliminate the need to hire, train, supply, and oversee an inside sales team. We provide the cost-effectiveness of a call center without the churn rate, without the managing headaches, and without the language concerns. We provide the expertise of a trained inside sales team for the cost of an outsourced call center.

We understand and establish the following:

1. Time is Limited-

- a. Within three days, our team can be trained on any given project. Our company is dissected into product and market based groups. Each employee is trained based on their group and carries at least two years of experience within the space. Understanding the uniqueness of your product will be a continual process, but it will be built on a foundation of experience and knowledge. Training requirements from your side are minimal. We allow your organization to receive telemarketing and pre-sales results without extensive time requirements.

2. Bad Leads are Worse than No Leads-

- a. Our employees are paid on salary and are not driven to provide large numbers at a low value. Low paid employees who live off commission hopes will throw leads over the fence. Those tire-kicking leads do not provide opportunities for revenue. They provide a

time sink for your taxed sales team. No lead, in this case, would be better than a bad lead. ebQuickstart creates, with the help of your company, qualifying parameters that meet your needs. These qualifying parameters must be met before a meeting is set, assuring your sales team of real opportunities for revenue generating leads.

3. Success is Created by Professionals –

- a. Don't trust building block work to amateurs and part-timers. Your organization spends valuable time, limited resources and vested money on training, creating, and maintaining product development, marketing campaigns, and outside sales efforts. Companies need professionals to manage product and value proposition conversations with high level contacts. They need professionals to determine pain points, discover the customers' technological drivers, and deliver product outlines with an insight that can not be read from a call script. ebQuickstart uses experience, product knowledge, and process expertise to speak to your potential customers as an equal. We dig into their needs and provide an overview of your product as their potential solution. We create leads. We don't find them.

Move Now

Ramp up and product training is provided from our side. Supplies and employees are managed from our side. Little to no energy is needed from your side to get us going. We handle everything.

Within 3 days our team is on the phone, adding to your limited resources in order to close the gap and create qualified sales leads.

Give us a **call today at 512-292-1100** or

visit us online at <http://www.ebquickstart.com/>