



ebQuickstart

We bring customers to you

ebQuickstart is a technology sales & marketing firm that provides a variety of managed services associated with a complete sales cycle, including: data management, marketing, lead generation, sales, and customer service.

Our team concept contributes to our success... we call it a "Village Mentality". When our customers choose ebQuickstart, they get a managed service provider that offers a self-maintained team of fractional, specialized professionals that collectively deliver the service and the necessary management. The team works in the same office in Austin and communicates with each other in real time. Together they leverage industry best practices to achieve success criteria and provide immediate feedback.

With ebQuickstart's village model, customers get the flexibility to change services and/or the size of the relationship based on their ever-changing needs. By offering a self-maintained team, our clients receive quality, brand protection and security against turnover without sacrificing time and energy from their internal resources.



Data Mgmt Village

The ebQ Data Mgmt Village builds custom, targeted databases from scratch. We can update existing databases with the contacts, companies, titles and fields you define. We clean out-of-date or neglected databases. We can also organize and segment databases for specific marketing campaigns.

Marketing Village

The ebQ Marketing Village provides an array of a-la-carte marketing services, including any or all of the following: Creation of marketing collateral (whitepapers, case studies, press releases, logos, slide decks, etc.) Daily interaction on social media and blogging sites to engage your target audience. Run webinars start to finish and manage trade show booths. Build and maintain Wordpress websites and provide SEO/SEM to take your site further. Deployment of online marketing campaigns, lead scoring/nurturing, and video creation.

Lead Generation Village

The ebQ Lead Gen Village sets quality appointments for your sales staff while protecting your brand. We can set conference calls, web demos & face-to-face meetings. By utilizing a "top-down" approach we improve connection rates with real decision makers. We engage in solution & value based sales conversations and do not rely on robotic cold-calling scripts to navigate through gatekeepers and nurture prospects.

Sales Village

The ebQ Sales Village builds and maintains ongoing professional relationships with your prospects. We identify sales opportunities for your product or service, address issues and work the deals to close. Our sales teams deliver consistent, reliable sales pipelines that generate revenue, achieve sales targets and meet your long-term account goals. Our clients also have complete visibility into our Village, our process, and their pipelines every step of the way.

Customer Service Village

The ebQ Customer Service Village takes your existing customers even further. We interact with your existing clients. We provide information on additional products or services, and process customer inquiries, concerns or requests. Our team also provides level one customer support, deploys programs to onboard and train new clients, and executes maintenance and renewal programs.

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