Return on financial investment

IN-HOUSE

COST SAVINGS

- 80% businesses located in major metropolitan areas experience high overhead costs due to the cost of living and larger business operations costs.

OUTSOURCED

COST SAVINGS

- Businesses that outsource sales operations can achieve cost savings of up to 40% compared to in-house teams.

REVENUE GAINS

- Many B2B businesses struggle to achieve the same ROI as outsourced partners due to the lesser focus on their cost saving and more limited access to talent.

OUTSOURCED

REVENUE GAINS

- Typically, outsourced businesses will see revenue increases from 8:1 to 13:1. Outsource sales to companies beingclocked in less expensive labor markets.

Return on people investment

IN-HOUSE

TURNOVER AND RECRUITMENT

- The average sales organization salesperson turnover rate is now 34%. Turnover is expensive, and requires not only the costs of wasted training and investment, but also of acquiring a replacement. Plus, empty seats don’t sell.

OUTSOURCED

TURNOVER AND RECRUITMENT

- 48% of businesses outsource sales functions to increase their geographic reach. Outsourcers have the infrastructure and resources to adjust and expand quicker, which can help companies achieve their sales targets more effectively.

ACCESS TO TALENT

- Complex and dynamic lean, adapting to the local business climate, and finding the right talent for new initiatives and other growth areas can be challenging, especially when considering entering new markets.

OUTSOURCED

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- 48% of businesses outsource sales functions to increase their geographic reach. Outsourcers have the infrastructure and resources to adjust and expand quicker, which can help companies achieve their sales targets more effectively.

Return on time investment

IN-HOUSE

RAMP UP TIME

- A fully-functional enterprise-level sales infrastructure and enablement program can take up to 6-12 months to implement plus additional months in developing it to ensure running smoothly.

OUTSOURCED

RAMP UP TIME

- Outsourcers have processes in place the day one, and prepared for the inevitable tweaks required to sustain it. In-house teams can take up to 12 months to implement.

BUILDING TECH STACK

- Implementing a customer relationship management (CRM) system can take anywhere from 6-12 months, depending on the size of the organization.

OUTSOURCED

BUILDING TECH STACK

- Outsourcing providers are trained and have access to the latest sales technologies and tools, including CRM, sales enablement, sales acceleration, AI-based tools, etc. Our teams can be launched in 6-8 weeks, 50% faster than in-house teams.

Return on opportunity investment

IN-HOUSE

TESTING NEW IDEAS

- Testing new sales tools and sales motions can be risky, complex, and expensive. Implementing all the changes involves many departments and may take months to complete with no guarantee of success.

OUTSOURCED

TESTING NEW IDEAS

- A joint program can be setup up to down paying with outsourcers. Outsourcers have innovative technologies and tools, including CRM, sales enablement, sales acceleration, AI-based tools, etc. Our teams can be launched in 6-8 weeks, 50% faster than in-house teams.

RISK MANAGEMENT

- Risk management processes in-house often reflect that those of an outsourced team, which can reduce risk exposure. The pricing structure for most outsourcers is a result of thorough, in-depth research into risk exposure.

OUTSOURCED

RISK MANAGEMENT

- 50% of businesses struggle to achieve the same ROI as outsourced partners due to the lesser focus on their craft (sales) and more limited access to talent.

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RETURN ON FINANCIAL INVESTMENT

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