



Accelerating Site Evaluations and Sales for a Leading US Security Provider



Executive Summary

A major US-based security surveillance provider sought to optimize their site evaluation process. IMS Datawise provided a tailored solution by scaling their team, and implementing a focused survey strategy. This streamlined operations, improved accuracy, and ensured timely delivery, leading to enhanced overall efficiency.



Client Background

- Industry : Security Surveillance
- Services Provided : Pre-Sales Optimization
- Geography : United States

Client's Objectives

- Swiftly scale up resources
- Execution with meticulous attention to detail
- Shortlist potential sites from a pool of 800,000 within 180 days

Solution Offered:

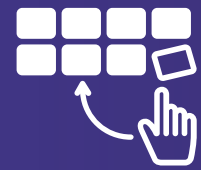
IMS DataWise implemented a robust solution to address these challenges.



Assembled a dedicated team of experts in 2 weeks.



Developed a detailed questionnaire for site evaluations.



Implemented a systematic review process to meet deadlines.



Impact:



Rapid Team Assembly

Built a 20-person team in 2 weeks



Comprehensive Site Reviews

Evaluated 800,000 sites in 180 days



Exceptional Accuracy

Delivered 99.8% accuracy



Optimized Sales Cycle

Streamlined site selection, speeding up sales




Contact Us

 info@imsdatawise.com

 www.imsdatawise.com

 USA +1 646 517 8836

 UK +44 203991 2531

 C-26-C1, 3rd Floor, Malviya Nagar, Jaipur-302017, Rajasthan, India.

 Our Delivery Center
Ahmedabad, India | Jaipur, India. | Manila, Philippines



Talk to our Experts



Gary Archambault

AVP - Sales and Key Accounts
gary.archambault@imsdatawise.com
+1 860 978 0694



Anoop Menon

Sr. Manager – Sales & Key Accounts
anoop.menon@imsdatawise.com
+1 646-502-9860
