

ALLTAKE GLOBAL

‘DIVERSIFIED SALES INTELLIGENCE’

COMPANY PROFILE

- ▶ Alltake has created fresh, affordable sales–building services that will help to generate more revenue in new sales.
- ▶ Alltake provide innovative, affordable sales and marketing solutions to meet the needs and budgets of small companies.
- ▶ Alltake’s well defined effective services in terms of cost,time and quality can help forming a strategy to simplify difficult sales and marketing problems. Alltake activates improve and grow your sales, and always have an approach to get a new customers. Its basic idea is to improve sales rep productivity by generating qualified leads and to focus on creating an awareness of your name refinement and your market exposure.
- ▶ Alltake will work closely with your company to customize a package of services to meet your specific needs, goals, and resources.

MISSION AND VISION

- ▶ Our Vision– To be the best-in-class global quality Lead Generation and Appointment setting with commitment to sustainability and excellence.
- ▶ Our Mission – Delivering high quality, efficient on quality leads to clients through innovative creativity. Profitable growth through superior customer service, commitment and constant up gradation of technology.
- ▶ Objectives – Maintain leadership hereby meeting clients' expectations in terms of cost, quality, time & innovative technology.

COMPETITIVE EDGE

- ▶ Affordable Sales–Building Services
- ▶ Cost–effective Services
- ▶ Generate qualified leads
- ▶ High quality lead generation
- ▶ Best tools and techniques
- ▶ Improvement in customer satisfaction
- ▶ An engaged workforce
- ▶ Specific Market Expertise
- ▶ Enhance your organization’s performance and profitability.

CORE FOCUS

- ▶ Focus on quality leads
- ▶ Focus on communication skills
- ▶ Focus on the presentation/scripts
- ▶ Stress on client delivery
- ▶ Point in client satisfaction
- ▶ Aim in attaining our object
- ▶ Centralize on Innovative programs
- ▶ We believe in our thoughts/practice
- ▶ Generate valuable/meaningful appointment

OUR SERVICES

- ▶ Appointment Setting
- ▶ Lead Generation
- ▶ Account Profiling
- ▶ Business Intelligence Gathering
- ▶ Webinar, Seminar, Event Invitation Services
- ▶ Lead Enhancement Services
- ▶ Contact Discovery
- ▶ Data Append & Refresh
- ▶ Email Opt-In and CRM Data
- ▶ B2B Research
- ▶ Demand Generation–Whitepapers & Email Campaign Management, Event Registrations, B2B Surveys, Customer Intelligence

CORE STRATEGIES

- ▶ We target mostly on decision makers in the company to get quality leads
- ▶ Design and implement a winning plan to ensure your company rapidly and successfully penetrates these new markets
- ▶ We develop a clear, concise message that will provide a competitive advantage and increased sales
- ▶ Cost effectively provide sales representatives with a consistent flow of qualified, useable appointments with key decision makers and recommenders at your best prospects
- ▶ Gather pertinent, insightful information about your prospects, markets, and competition to help you make the best possible informed decisions

FUTURE PROSPECTS

- ▶ Alltake and its team work on their innovative strategies to capture future markets
- ▶ If a prospect is using a competitor's product or service, our Sales Intelligence can provide you with an advantage in the future by finding answers to key questions.
- ▶ We are planning to work on the module where we can focus more on client satisfaction and requirements

WHY ALLTAKE

- ▶ Alltake has gained unmatched business and technological expertise.
- ▶ We develop our own unique market model that allows campaigns to be up and running in days from the contract execution date
- ▶ Alltake's Business Development Agents are screened as a professional and specialized individual who are capable of successfully handling and setting up an appointment and generating Leads, and they are not like telemarketers.
- ▶ Our agents recognize the impact of their interactions which can have on your brand enrichment.
- ▶ We have the planning and the expertise for an amazing communication with a dynamic skills with an ability to come out of static scripts.
- ▶ Our agents are paid by the hour, not on commission. This gives them the peace of mind to find leads that are truly qualified for your sales opportunity without being pushy or desperate to keep a prospect on the line at the expense of your brand.
- ▶ Our clients can receive as per their requirement the daily progress report of their campaign and the productivity of an agent.

GLOSSARY

- ▶ **Lead Generation**–Process of identifying prospective customers for a sales pitch or further marketing efforts.
- ▶ **Sales Intelligence**–refers to technologies, applications and practices for the collection, integration, analysis, and presentation of information to help sales people keep up to date with clients, prospect data and drive business
- ▶ **B2B Appointment Setting**–Telemarketing conducted to generate and arrange qualified sales meetings.
- ▶ **Market Research/Survey**–An effort to find out what qualified sources exist that are capable of satisfying the state's requirements. This always involves some form of data collection about products, services, and capabilities. A Request for Information is sometimes used for this purpose.

OUR LOCATIONS

INDIA

- ALLTAKE INDIA
- PUNE

US

- ALLTAKE (coming soon)
- NEWYORK

UK

- ALLTAKE (coming soon)
- LONDON

END NOTE

- ▶ Alltake understand the value of taking advantage of any and every revenue opportunity. Tradeshow and seminar/webinar attendees, business reply card respondents, whitepapers and other marketing promotion respondents are stellar sales prospects that shouldn't fall by the wayside. However, without rapid and professional follow-up, they can quickly become stale and disinterested (and maybe even go to one of your competitors).
- ▶ Alltakes' **Direct Response Follow-Up** as a means of Lead Qualification, and we have the resources and bandwidth to generate top-notch data for our clients.