

Predictive SellingSM – Case Summary

E-commerce sales application for computer hardware manufacturer



Solution objective

- Generate incremental sales via customized TrueChoice Predictive SellingSM e-commerce application

Target audience

- Consumer buyers of computer solutions (hardware, software and accessories)

Deployment strategy

- Language-specific URLs / Web applications
- Respondent traffic solicited on client's website

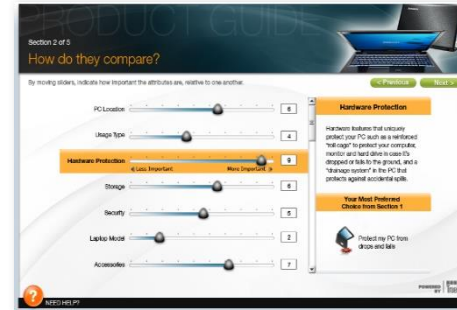
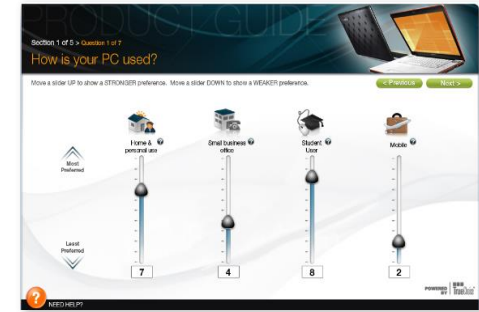
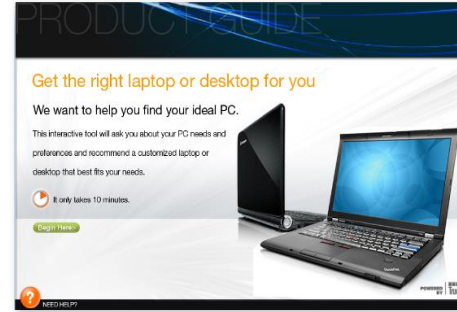
Analytics

- Customer analytics included: preference analytics, offer optimization, bundling, pricing, segmentation, trend analysis, etc.
- “Real time” analytics access – simultaneous with commencement of data collection
- Analytics dashboard segmented by country, customer segment as well as global roll-up

Results / impact

- 1 month payback for client, driven by incremental sales attributed to application

Illustrative screen shots



What is TrueChoice?

- ✓ Customized Software-as-a-Service that enables 'Predictive Selling'.
- ✓ Best practice technology measures 'how' individual customers make decisions, understand needs and buyer values, willingness-to-pay and purchase drivers.
- ✓ Powerful analytics and decision support in real-time.
- ✓ Everybody wins: Customer, Sales and Company.
- ✓ De-risks decisions through reliable, actionable insights for account management, sales optimization, solution selling, product strategy and pricing.
- ✓ Based on 460+ patented algorithms, fully customized.

Better customer experience

- Easy-to-use, fast, educational, personalized
- Email, website, mobile, sales rep, call center, etc.

Scalable sales optimization

- Lead generation; more and higher quality leads
- Account optimization, lead prioritization, 1:1 insights

Actionable customer insights

- Real-time insights via 120 metrics
- Strategy, sales, pricing, supply chain, segmentation, etc.

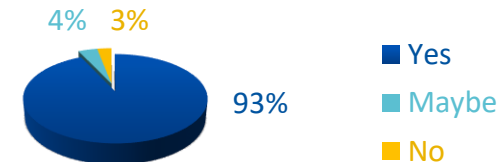


Track-record: Measurable ROI

	Increase in revenue per customer	+ 27.3%
	Increased conversion rate	+ 104.5%
	Revenue from existing accounts	+ 18.2%
	Decrease in selling expenses	- 21.8%
	Cost savings from research	3 to 5x
	Cost per lead	- 61.5%

Better customer experience in B2B and B2C

“Adds real value, is educational & helps me make better decisions.”



- 87-93% completion rate (without incentive)
- Personalized experience, optimized individual content and recommendations, “at my pace”
- 89% feel that tool builds “trusted advisor” relationship