

CASE STUDY

Sector: HR Staffing Company



COMPANY PROFILE

One of the largest HR Staffing companies in Asia



PAIN POINTS



POOR SALES FUNCTION
SCALABILITY



SUB-OPTIMAL SALES
PRODUCTIVITY



PRICE PRESSURE DUE TO
WEAK DIFFERENTIATION



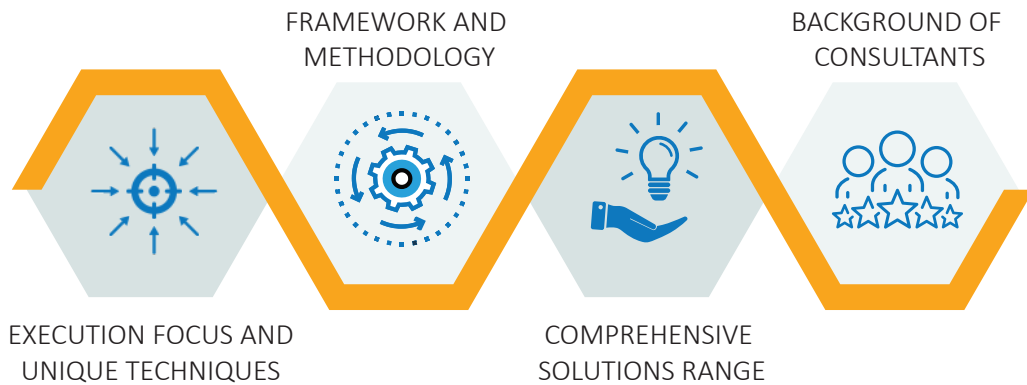
WEAK ACCOUNT
MANAGEMENT



INEFFICIENT
COMPENSATION STRUCTURE



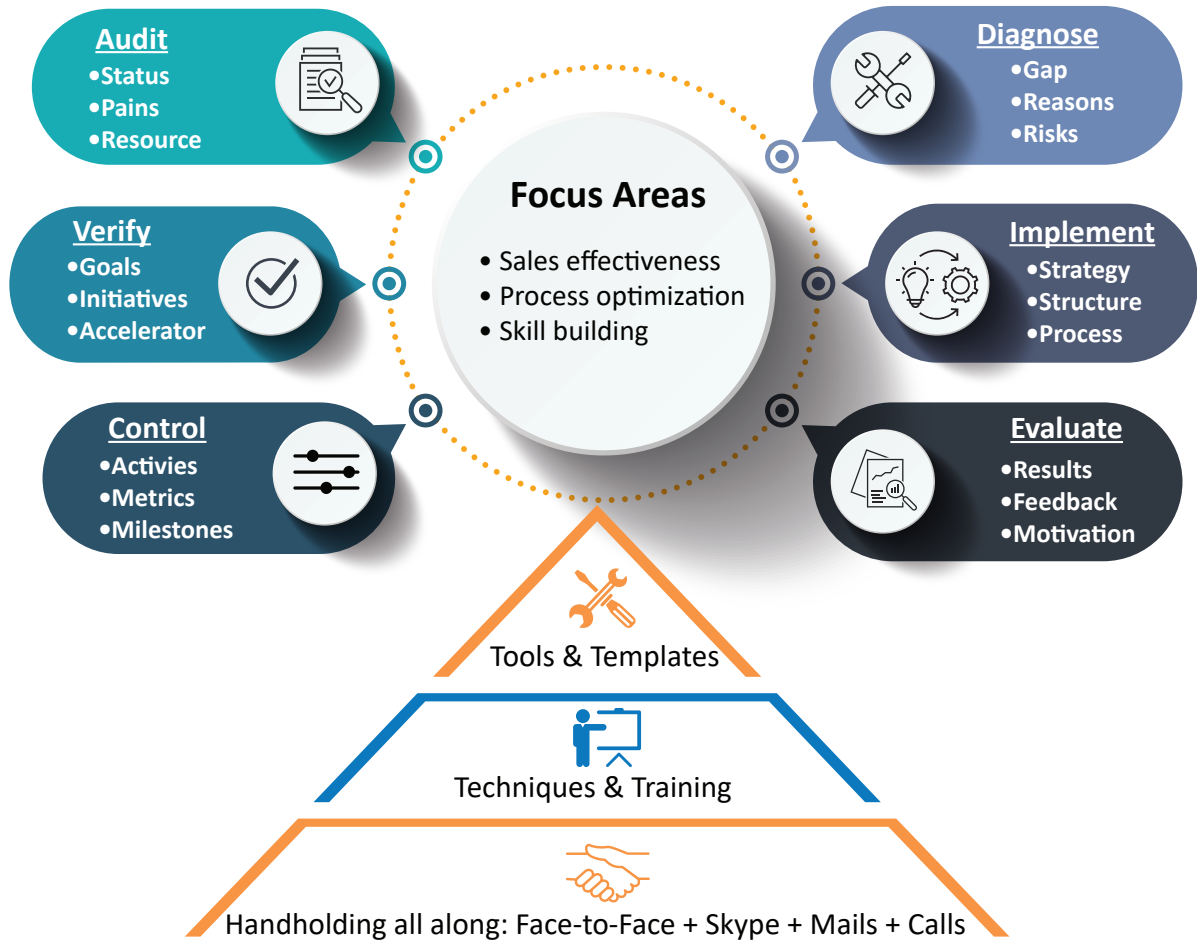
WHY THEY CHOSE BIZWIN



OUR SOLUTION

PLATINUM CATEGORY ENGAGEMENT FOR 15 MONTHS

SAGE Framework + ADVICE methodology

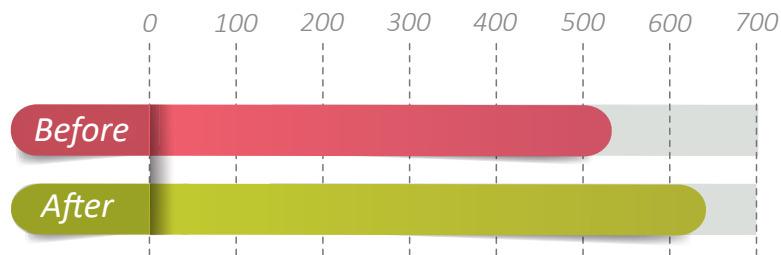




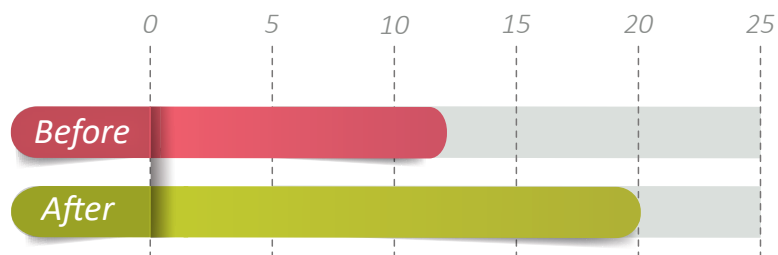
RESULTS

Overview of consolidated Benefits considering both products and services

12-month Bookings (\$ Mn)



Proposal conversion (%)



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