

What our clients say.

This page highlights just some feedback from **SalesGap** clients. We believe these comments mean far more than any glossy marketing content. These are real organisations, operating in real - and competitive - markets that have experienced the **SalesGap** model first hand. We hope you find their comments of interest...

ROCELA

OPTIMISING ORACLE

Rocela (www.rocela.com) is a highly successful, fast growing and award-winning consultancy operating within the Oracle ecosystem. Over the past 5 years, Rocela has helped over 40% of the UK's largest Oracle clients to 'optimise Oracle' costs. The Rocela management team has over 90 years dedicated Oracle experience, creating enhanced business benefits and saving millions of pounds for their clients. **Martin Mutch, CEO**, states:

'Growth and change are the only constants in our business. We want to continually feed our success and expand our offerings. We need the ability to have flexible 'on/off' sales resources to help as business requires on campaigns and activities. SalesGap are able to deliver the right resource, at the right price and when we need it. This allows us to effectively scale up (and down) in particular areas or projects as needed - a major advantage for us in this fast moving and ever changing market.'

Green Oak Solutions

Green Oak Solutions (www.greenoaksolutions.com) addresses the growing market for CRM solutions addressing the various operational and business requirements of Waste Management. This market is developing organically and also being impacted and structured by legislative pressures. **Robert Mckechnie, CEO**, says:

'We had a need to build an early presence without wanting a long-term commitment to a permanent salesforce. We were looking to target the early adopters and maximise our presence. SalesGap delivered a flexible sales solution for our complex market and products. In particular, they allowed us to have higher quality resources on a part time basis, which was far better than lower skilled fulltime staff - our only other option. SalesGap gave us high quality people within a defined budget. Their delivery was consistent and professional.'

PeopleMaps

Peplemaps (www.peplemaps.com) deliver a unique web-based personality profiler. Their approach to this market is both different and value-added. Their ability to provide highly accurate profiles - quickly and easily - is of enormous benefit to recruitment agencies, organisations (for current staff and recruitment) and individuals. The profiling process is very simple to use. **Martin Gibbons, CEO**, comments:

'SalesGap came up to speed quickly for us. They understood our uniques and issues and demonstrated value right from the beginning of our discussions. I don't want my team to be involved in sales or managing sales and SalesGap have provided the resource and results with none of the usual up front commitments and hassle.'

Sales Gap

flexitricity

martin energy limited

Martin Energy (www.martinenergy.com) is a highly innovative supplier of flexible energy consumption and generation models for corporate clients. Flexitricity, their primary offering, enables their customers to use their in-house generators to sell power to the National grid - thus ensuring that their costs are reduced, the UK grid produces more power and their emergency generators are more tested and ready to manage any unplanned outages. This combination is a revolutionary new approach to corporate energy efficiency, cost saving and management. **Dr Alastair Martin, Managing Director**, said:

'SalesGap have delivered effectively, consistently and professionally for us. Once they were up to speed (which they did swiftly despite ours being a very specialist proposition) they were very quickly able to analyse and establish the reality of our pipeline. From there they have helped us in all stages of our sales cycle from initial contact to final negotiations. They are a flexible, friendly and supportive business partner - and they really show an interest in our business. Their attitude brings another dimension to our company. Not only are we happy with SalesGap, we have now contracted to extend the relationship and make it a long term arrangement.'

1stopcareer.com

changing the face of online recruitment

1stopcareer (www.1stopcareer.com) is an innovative, early-stage organisation addressing the graduate recruitment marketplace. They provide the leading, easy-to-use portal environment for graduates and graduate employers, which eases the employment process for graduates and levels the playing field for small, medium and large organisations as they look to attract quality graduate candidates. **Linda Wilson, co-founder**, comments:

'We are HR and recruitment specialists with high level skills in this specialist area. However we don't have equivalent route-to-market or sales skills. SalesGap carried out a sanity check on our sales processes and recommended many improvements. We then 'outsourced' all sales activity, management and reporting to SalesGap and they delivered a far stronger mix of skills and budget flexibility without any long term commitment. This combination was important to us as we were dealing in an unproven market with a new business model. As well as delivering for us, SalesGap also removed all the sales and sales management activity and issues. We recommend SalesGap to anyone needing responsive and highly flexible sales resources.'

for more information email us
craig@salesgap.co.uk