



Industry: Professional Services
CEO: Matt Stoyka

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RelationEdge Overview

RelationEdge is a CA, HQ company, with offices across the USA in: Atlanta, Chicago, Dallas, Denver, LA, NY, San Diego, Irvine, San Francisco and Seattle. They specialize in implementing technology solutions that are simple to use, but provide powerful information that drives their clients' business to higher performance levels. Their methodology is based on business process engineering and sales management, employing a process first, technology second approach to solve their clients business problems. Their passion for helping clients better market, sell, and service distinguish them from their competitors.

The Business Challenge

RelationEdge's rapid growth has resulted in over 70% year over year growth helping companies implement Salesforce. They provide a custom engineered technology solution to improve their clients business processes, solve their biggest challenges, and improve their sales results. Their focus is helping clients customize Salesforce, integrate it with third-party applications, and provide ongoing services and support to continuously evolve the platform to meet their customer's changing business needs.

With high growth comes the challenge of having accurate forecasts to run the business and ensure resourcing requirements in a Professional Services business model can keep pace. Submitting accurate forecasts to leaders and also to investors is a monthly requirement for the CEO & Founder of RelationEdge, Matt Stoyka.

Matt's challenge was finding a Predictive Analytics and Data Sciences business partner that could not only help his own business improve its sales forecasting efficiencies, but also could provide a solution offering to his clients. *"We wanted to advance into the Data Sciences and Analytics solution area, but innovating with Machine Learning Approaches,"* said Matt Stoyka.

Relation Edge, a leading Systems Integrator in the USA selected SalesChoice as their Data Sciences partner. *"SalesChoice delivered a simplified, predictive and accurate sales pipeline that has improved our opportunity win rate, reduced cycle time and enhanced our ability to provide meaningful coaching and input to the sales organization during the deal cycle when it is needed most,"* said Matt Stoyka, Founder & Chief Executive Officer of RelationEdge.

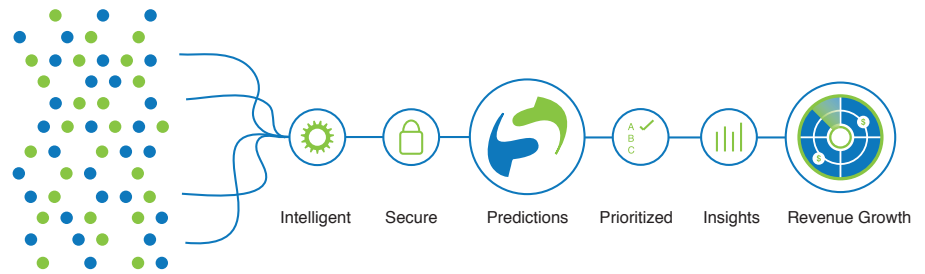
"I independently validated the SalesChoice predictive results against what I thought forecast results would be," he continued. *"I was pleased to discover that SalesChoice predicted results above 90% accuracy over a 3 month time frame. I can now focus less time on forecast reviews and more time on situational coaching and growing the business. SalesChoice has a compelling vision and is tightly integrated with Wave Analytics. We are delighted to bring this solution to our RelationEdge clients."*

Join us in our Innovation success and experience what the CEO of RelationEdge has validated first hand. To See More to Win More, book your personalized demo at SalesChoice to learn how we can save your company precious time, build a competitive edge and advance your company into the Age of Data Sciences. **We guarantee you will improve your topline revenue by 5-10X.**

Sales Predictions - Insight Engine™

A SaaS Predictive and Prescriptive Analytics solution for sales professionals, using advanced methods to increase win-rates, reduce costs and work smarter!

SalesChoice: Secure and Smart



What We Deliver:

- Predictive Prioritization, Predictive Forecasting, Predictive Pricing, Prescriptive Insights.
- Prioritize all your sales opportunities to identify the highest yield for increasing win rates.
- Increase your visibility on the reasons of wins or losses, and leverage actionable insights.
- Align your resources on the most promising deals, and stop chasing the duds.
- Measure lead sources against opportunity outcomes for improved budget planning.
- Apply simulations on different targets to get best pathways possible for quota accelerating.
- Access to Dashboards for management and sales reps for accelerating sales performance..
- Flexible ways of working on diverse portable devices, (mobile, iPad, laptop, etc.).
- Integration ease with Salesforce Wave Analytics, and open API.
- Track prediction accuracy to easily determine ROI, we have over 85% predictive accuracy.
- Surge intelligence from over 11,000 databases for lead generation on up-sell/cross-sell.
- 7/24 coaching tool with guided alert notifications.
- Customer Service and Brand Trust - **Always Friendly!**



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Matt Stoyka, CEO
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