

What

We help B2B companies attract qualified clients by blending the most advanced digital marketing and social media strategies with evergreen principles, making old-school principles work in today's B2B markets.

How

Our exclusive service platform (*Lead Generation Farm™*) consists of a mix of inbound and outbound strategies that can be customized on your needs to build a lead gen machine that identifies, reaches, engages and nurtures over time qualified decision makers until they say "Yes, let me know more about your solution!".

The ultimate goal is to have them request to book a call, videocall or meeting with your sales rep's.

Why Us

We have 20 years of experience in the marketing and sale of high-ticket products and professional services with hundreds of B2B organizations, selling to companies of any size and decision makers at any role.

Case Studies

- **SaaS (Software as a Service) startup targeting big companies (turnover > \$500M)**
Goal: make CTOs, CIOs attend an online demo of their technology or book a face-to-face appointment
Results: 74 online demos + 117 appointments booked in 6 months, 41 orders, \$615,000 MRR (Monthly Recurring Revenue)
- **Manufacturer of machinery (avg order value \$400,000+) looking for new clients in USA & Canada and Latin America**
Goal: attract qualified decision makers: CEOs, Business Owners, Production Managers with a need/project in 6-18 months
Results: 60-70 qualified leads generated monthly
- **Service Provider in food and beverage industry**
Goal: generate inbound requests and book face-to-face appointments with retailers
Results: 74 leads from digital/social media + 30 appointments from telemarketing, 32 orders, \$160,000 MRR in 2 months

Customers

Bose, General Electric, Dyson, Emerson, Arval, Canon, Kodak, Lincoln Electric, Heidelberg, Nielsen, Bausano, Konica Minolta, KPMG, Chemorbis, SAP, PixartPrinting, Rohde & Schwarz, Wonderware, Datalogic, Kroll Ontrack, Riso Gallo, Atradius, Bombardier, Air Liquid, McCain, Interroll, Brunner, X-Rite, Siemens, Videojet, Zumtobel, Locatel, American Appraisal, New Store Europe, The Winesider, Simons-Voss, Pitney-Bowes,...