Custom Project Dev for Sales Consultancy

PROJECT DETAILS

🏷️ **Custom Software Development**

📅 **Jun 2021 - Jan 2022**

💵 **$50,000 to $199,999**

❝ *"The entire team was so easy to work with."*

PROJECT SUMMARY

Optimum7 developed a customized project for a sales consultancy. The team had the domain expertise needed for the execution of the client's project.

PROJECT FEEDBACK

Optimum7 delivered an exceptional project to the client, which resulted in an ROI that significantly exceeded their expectations. The team was comfortable to work with, and they communicated well. They also adjusted their approach to match the client's needs, which showed their flexibility.

The Client

Please describe your company and your position there.

We help companies scale their sales teams.

The Challenge

For what projects/services did your company hire Optimum7, and what were your goals?

Our main frustration was that we knew what we wanted but couldn't communicate it to any vendor. No other vendor had the experience we needed to understand what we wanted or the domain experience to execute the nuance.
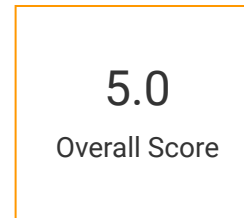
Ali Mirza
CEO, Rose Garden

Business services

Atlanta, Georgia

CLIENT RATING

5.0
Overall Score

Quality:	5.0

Schedule:	5.0

Cost:	5.0

Would Refer:	5.0

The Approach

How did you select this vendor and what were the deciding factors?

Several conversations and their ability to showcase how they understood our challenge and what we were trying to accomplish.

Describe the scope of work in detail, including the project steps, key deliverables, and technologies used.

Not sure about what Tech was used, but they delivered excellently.

How many people from the vendor's team worked with you, and what were their positions?

3 others, executive levels

The Outcome

Can you share any measurable outcomes of the project or general feedback about the deliverables?

I can't share the measurable outcome, but we significantly surpassed the ROI threshold we had benchmarked

Describe their project management style, including communication tools and timeliness.

They communicated perfectly based on our needs

What did you find most impressive or unique about this company?

The entire team was so easy to work with

Are there any areas for improvement or something they could have done differently?

No feedback here

Optimum7

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