

Business Services

Strategic Sales Optimization also provides business and technical consulting services to organizations seeking to facilitate their acquisition, prioritization, and adoption of technical solutions.

Technology Solution Strategy Assessment

The Technology Solution Strategy Assessment Package from Strategic Sales Optimization is a robust, detailed service designed to analyze the needs of your organization, rationalize these with your current technology stack, and prioritize the acquisition and implementation of software best suited to address your requirements. Our primary focus is Sales and MarTech tools, but our expertise can be applied to any area of the organization.

This offering includes:

- Initial Solutions Needs Assessment and Gap Analysis
- Collaborative Strategy Workshops
- Evaluation of Current Resources and Deployment
- Customized Implementation and Enablement Prioritization Roadmap
- Documentation and Reporting
- Expert Guidance and Support

Software Acquisition Services

Strategic Sales Optimization also provides expert services to assist you in acquiring, implementing, and rolling out key technological solutions within your organization. This can be performed as an additional service after the Technology Solution Strategy Assessment or can be performed independently.

This service ensures that the software or solution that you acquire meets the needs of the organization as well as is successfully implemented and deployed. Comprehensive plans and timelines for training, adoption, and rollout will also be created to ensure that the solution is adequately adopted so that organizations realize the ROI intended from the acquisition.

This offering can include:

- Technical and Organizational Needs Analysis
- Vendor Selection and Shortlisting
- RFP Creation and Process Management
- Evaluation Criteria and Process
- Training, Adoption, and Enablement Planning
- Staffing and Resources Allocation