

TAX ADVISORY SERVICES FOR STARTUPS



**PROFITING
FROM OUR
NETWORK**

GLOBAL TAX AND PAYROLL PROVIDER WANTS TO EXPAND THEIR CLIENT BASE

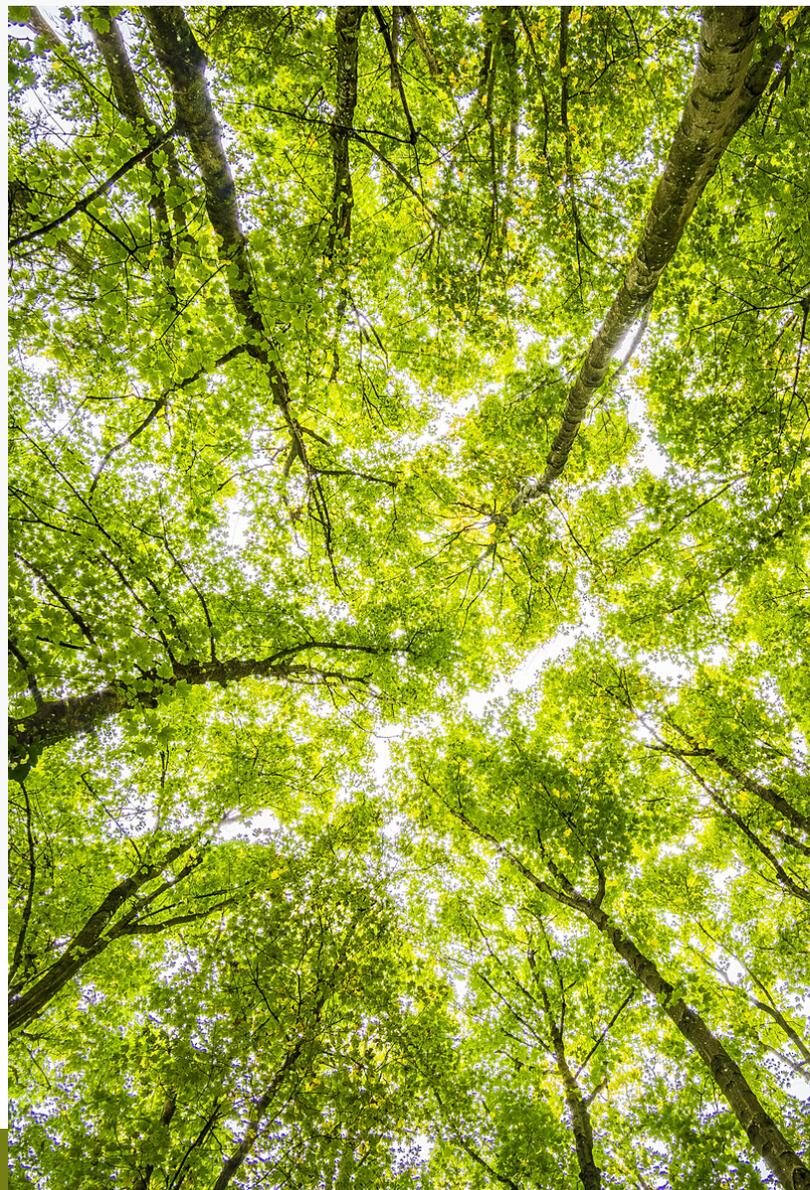
The Austrian subsidiary of one of the largest tax- and payroll providers worldwide - active in over 100 countries - wanted help in approaching new clients with strong growth potential.

The Challenge

The two Managing Partners had long been the only source of sales activity in the country. While the awareness within the existing customer base was quite large, there were a number of other target groups that were being neglected. The group turned to vendosolutions to help in creating interest specifically in the budding startup and scaleup ecosystem of Austria.

The Process

After a jointly held workshop with the Managing Partners and some of their senior staff members, vendosolutions produced a series of five unique scripts in German and English to address the target audience. Once these were finished, the dedicated account manager began filtering the existing network and reaching out on behalf of the partner company.



The Solution

Within the first four weeks of the cooperation having begun, vendosolutions was able to reach out to over 800 key decision makers in its network and arrange meetings or calls with a substantial number of them. Over the course of the partnership, representatives from over 3,000 companies showed interest in the solution. Young startups from the FinTech, MedTech, InsureTech, GovernmentTech and other prominent fields were contacted and introduced to the advantages of working with an established provider of tax- and payroll advisory services. As the partnership grew, it then led to vendosolutions being in touch with other target groups in Austria as well.

VENDOSOLUTIONS: WHAT WE BRING TO THE TABLE

EXPERIENCE

For the past three decades the team at vendosolutions has been involved in global business in a variety of functions and industries. Functions include Country as well as Regional Management, Sales, Business Development, Key Accounts, Human Resources and Product Management. We have deep experience from Banking to Retail, Telecoms to IT and a number of industries in-between.

INTERNATIONALITY

Our entire management team has worked internationally for most of their careers and has lived in a number of countries outside of home. It is this cultural diversity that allows vendosolutions to target international audiences effectively. We understand how to communicate across regions, having done business on every major continent and with companies in over 50 countries.

NETWORK

For three decades we have built a global network which our partners benefit from tapping into. We are connected to 1,000s of global decision-makers, across a wide range of functions and industries. Quite a number of these people look to us to bring them new, innovative ideas to pursue in their corporations. We are a trusted partner of companies such as Red Bull, Credit Suisse or Deutsche Telekom.

ELOQUENCE

Over the last few years it has become very evident that what people respond to is carefully worded material. We take a great deal of pride in being able to understand our partners' business to such an extent that we can phrase all client communication in an intriguing yet simple way. This allows us to get a strong response rate from prospective companies which significantly shortens the sales cycle.

PASSION FOR SALES

We work with partner companies of all sizes, from start-ups to corporations and help them with their sales. We usually come in when the strategy is formulated, the products are ready and someone is needed to actively approach, meet with, qualify, follow-up on and close the client. We roll up our sleeves and bring in new business thanks to our proven and unique method.

MULTI-LANGUAGE

Our company is based in Vienna, Austria. The team is spread across the town in virtual offices. Due to International hiring, we now speak five languages with native proficiency. These are English, German, Spanish, Hungarian and Polish. Our language base will expand as is necessary to serve our international partner base.

DIGITAL PLATFORM

vendoConnect is vendosolutions proprietary digital platform for customer reach-outs and follow-ups. It is unique in the market and underscores our quality-first approach. Each partner is managed by an account manager who is in charge of finding just the right potential client. vendoConnect allows for quick, efficient and error-free work.

COST

What does it cost to hire an experienced sales resource? One with a list of interesting clients that they bring on-board, fluent in multiple languages and with a proven track record? Sounds expensive? It doesn't need to be. Our professional package comes in at a fraction of the cost you would expect. Let's take a little time and talk through the options together.

QUALITY-BASED APPROACH

Are you skeptical of the effectiveness of outsourced sales companies? Perhaps you have been the subject of hard selling methods and don't feel that it fits the culture of your company. We are diligent and thoughtful in our approach. We have a unique way of looking at what you do and add quality to your sales team. You can say that we use a scalpel, not a sledgehammer. Discover what this means for you.

WE TURN A MILLION TO ONE INTO ONE IN A MILLION

vendo
SOLUTIONS