

Helping clients navigate the lead-to-revenue landscape with speed, precision and confidence

When it comes to Sales, Service, Operations, and Finance, companies often think in terms of tasks and tools:

- How can our organization **reduce customer churn**?
- What product will help **resolve billing disputes** more quickly?
- Why does our business have **reporting inaccuracies**?
- How can our organization manage **SKU proliferation**?

At Navint we approach these issues differently, working with clients to address their challenges not as isolated events, but as symptoms within the existing lead-to-revenue architecture. Together, we focus on foundational elements of the business to create a comprehensive strategy that unlocks growth and operational efficiency across the front and back office. Always ensuring that business operations are connected to lifetime customer value and that each function is enabling the shift to a long-term, relationship-driven sales model.

Who we are

Navint is an advisory and technology services firm that enables enterprise organizations to drive growth and operational efficiency throughout the lead-to-revenue lifecycle. We place special emphasis on optimizing recurring revenue models within the existing business framework and unifying operations for all revenue strategies across the front and back office.

Why Navint?

- Digital natives, with enterprise business process and operations expertise at our core
- Specialists in recurring revenue, monetization, business process transformation
- Deep expertise in leading platforms spanning lead generation, price, packaging, sales, service, CPQ, billing, accounting, and delivery operations
- Cross-industry experience with specialization in high-tech, manufacturing, media & entertainment, consumer goods, health & life sciences and financial services.

Our Approach: Strategic in nature we work with clients to develop a customer-centric, lead-to-revenue framework that helps get from strategy to implementation quickly.

Define strategic and operational priorities

- Assess current business needs & differentiators
- Create roadmap to connect technology and operations with strategic objectives
- Define target capabilities and evaluate vendor solutions
- Develop a compelling business case to ensure stakeholder support & adoption
- Create program budget & timeline

Identify core technology capabilities

- Assess existing capabilities, overlaps, gaps & silos
- Identify target architecture and capability framework
- Navigate vendor engagement and negotiation
- Determine the sequencing of transformation

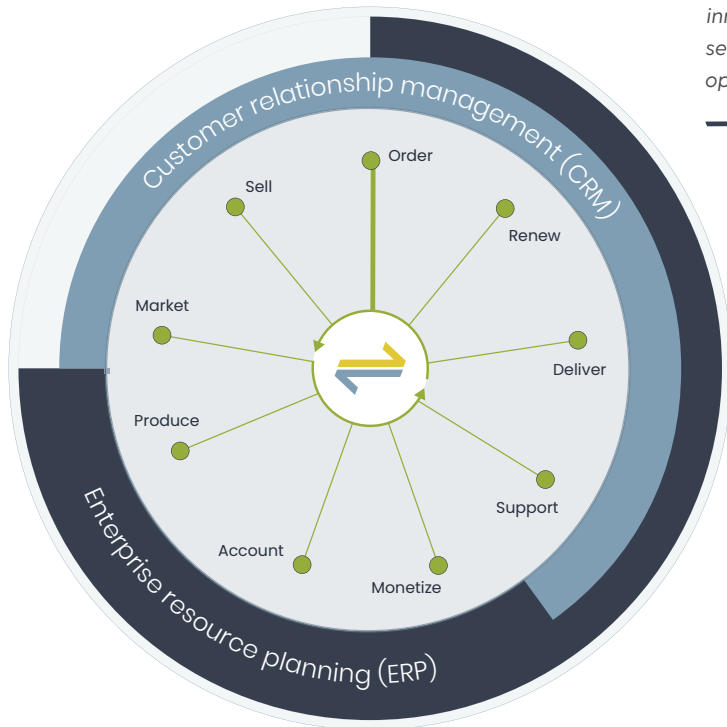
Deliver iterative value

- Develop a platform-based approach to scale & evolution
- Stepwise development of future-state solutions to support new product lines & revenue models
- Generate meaningful reporting and analytics
- Continuous tracking of benefit realization

Unify the lead-to-revenue process

- Mobilize across functions for effective change
- Provide strategic counsel to effectively manage complexity & ensure necessary collaboration
- Help reshape the organizational culture to enable greater cooperation between the front & back office

Connecting capabilities to help our clients grow revenue and innovation across product, service, pricing, and operations



Navint Services Overview

- Lead-to-Revenue Strategy
- Recurring Revenue Operations
- Product, Pricing and Packaging Design
- Sales Effectiveness and Customer Success
- Configure Price Quote (CPQ)
- Billing Optimization & Planning
- Accounting & Finance Optimization
- ERP Selection and Architecture
- Salesforce Implementation Services
- Post-Acquisition Integration Strategy
- Program Management and Implementation Services

Key Platforms:



Our Clients Include:



Let's Talk

To learn more about our full suite of Advisory services reach out to reach out to info@navint.com.