



The Client Experience

# OUR CLIENTS LOVE WORKING WITH US

"I've worked with many sales and revenue operations consultants during my career. Skydog Ops has quickly emerged as my top choice. This team is knowledgeable, humble, easy to communicate with, and consistent in producing innovative, practical solutions for modern business challenges."

- **Bentley Chang, Parkhub**

"The Skydog team has been amazing to work with from the start. They immediately made me feel like I could trust them to take care of a crucial part of our business. Their knowledge, preparedness, and organization makes them a great partner!"

- **Francesca Gonzalez-Roel, Journey**

"Skydog has been deeply involved in many key aspects of our business, from software selection to system design and integration. When I have a mission-critical project, I know I can trust Skydog without reservation.

- **Chris Baker, Terabase Energy**

"The Skydog team quickly got our Salesforce platform up and running after a previous developer didn't deliver what we needed. Skydog has been invaluable to our organization, creating innovative and logical solutions to meet our multi-customer strategy and business. I highly recommend Skydog to any business that needs a trusted partner."

- **Rachelle Galant, Careviso**



# ...AND THE NUMBERS BACK IT UP

**2 out of 3 Skydog clients come from direct referrals.**

Our clients and network trust us, and they spread the word.

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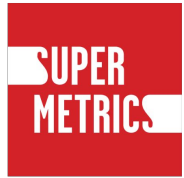
**Over 100% monthly net revenue retention.**

We're long-term partners that keep our clients happy and grow alongside them.



# OUR CLIENTS

Trusted by high-growth companies to customize, automate, and integrate their RevOps tech stack.



Skydog clients come in all shapes and sizes:  
from bootstrapped to venture-backed to publicly traded.

# CLIENT SPOTLIGHT:

## Company Overview

The leader in molecular diagnostic patient access, offering prior authorizations, benefits investigation, notifications, genetic counseling, and more. 50 employees and \$15M raised.

## Challenges:

- Two concurrent sales funnels (Medical Clinics and Laboratories)
- Scaling startup with needs across sales, marketing, customer support, and operations.
- Integrations with marketing automation, document generation, e-signature, data viz, and more.

## Solutions:

- Recovered Careviso from prior failed implementation, configuring custom architecture to reflect complex business needs.
- Implemented Salesforce Service Cloud, Pardot, DocuSign and Tableau to make Salesforce single source-of-truth for all company data.
- 50+ custom-built automations to speed up user workflows and enhance productivity.



# CLIENT SPOTLIGHT: terabase

## Company Overview

The Terabase platform enhances solar project development via a single source of truth collaborative environment for site assessment, project development, design, and optimization. Spinout startup from SunPower Corporation with 50+ employees and 2 acquisitions.

## Challenges:

- Tracking physical locations (solar power sites) in relation to potential sales and project management.
- Fast-paced operational changes (e.g. 2 acquisitions) that needed to be integrated into CRM.
- Different sales processes (e.g. software, consulting, engineering) needed to be integrated into one central source of truth.

## Solutions:

- Built custom “Project” architecture object to track relationships between solar sites and multiple open/won Opportunities.
- Onboarded and integrated acquired companies into CRM to streamline consistent data management and allow for seamless cross-selling.
- Trained and onboarded globally distributed team.

