



CLIENT PROFILE

METRONOME

Metronome helps software companies launch, iterate, and scale their business models, with billing infrastructure that works at any size and stage.

INDUSTRY

High Tech

PRODUCTS

Sales Cloud

SERVICES

Sales Cloud Implementation



Navid Zolfaghari, Software Executive



www.metronome.com

WHAT THEY NEEDED

Metronome needed the ability to track sales and contracts, as well as assistance with selection and implementation of Sales Intelligence tools, and configuration of web-to-lead functionality.

HOW WE SOLVD IT

SOLVD created their products and added the ability to add the products to opportunities allowing for stepped-year pricing. SOLVD created automation to generate contracts and renewal opportunities for future forecasting. SOLVD also Installed and configured BoostUp and ZoomInfo, and enhanced the lead process to with automation to suggest account and contact matching.

WHAT THEY SAID

"Gwen and Connor were a pleasure to work with. They took the time to fully understand the needs before they took action on anything. They explained the options very clearly and made thoughtful recommendations on path we should take. They were well prepared for every conversation we had, always sending the agenda in advance, which made for a well structured and productive meetings. They worked with urgency but never at the sacrifice of quality. Would definitely recommend working with them." - Navid Zolfaghari

