



Revenue Operations on Demand

About RevQore

Who we serve

revQore works with a range of businesses from scaling B2B SaaS companies to larger, more established businesses in the events and finance space.

In some scenarios, a RevOps team may already be in place and we become an extension of this team to help them execute their strategy faster. In other scenarios we take on the RevOps role and build the framework from scratch.

We advise on best practice, support with software vendor selection/optimisation, implementation and can also maintain the tech stack.



SOME OF OUR HAPPY CUSTOMERS





“

Since we started working with revQore over a year ago they have been a game changer and a life saver.

Whilst we had systems and processes in place, they were not modern or scalable. With advice and input from revQore, we have now transitioned our entire tech stack successfully and have reviewed our entire GTM strategy.

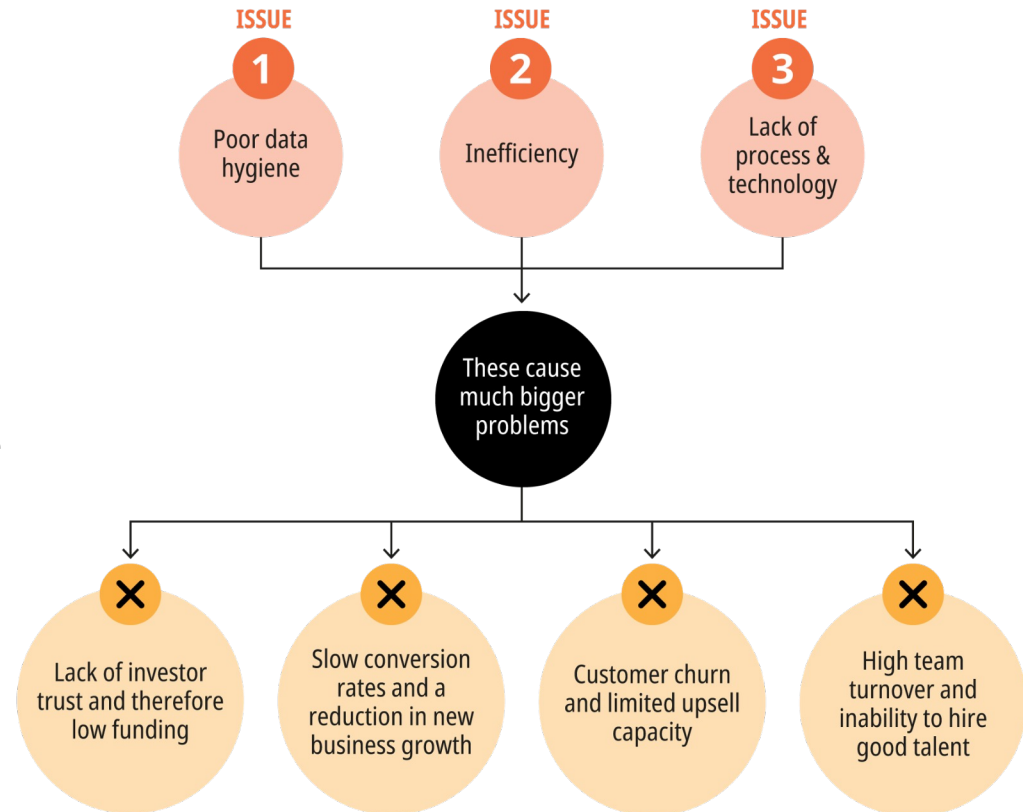
We're already reaping the rewards with better insights and more efficient flows and are looking to continue along our growth trajectory.

Dan Allan | Arthur Online
24th March 2023

The pain we address

revQore addresses the revenue leaking through all aspects of your customer journey.

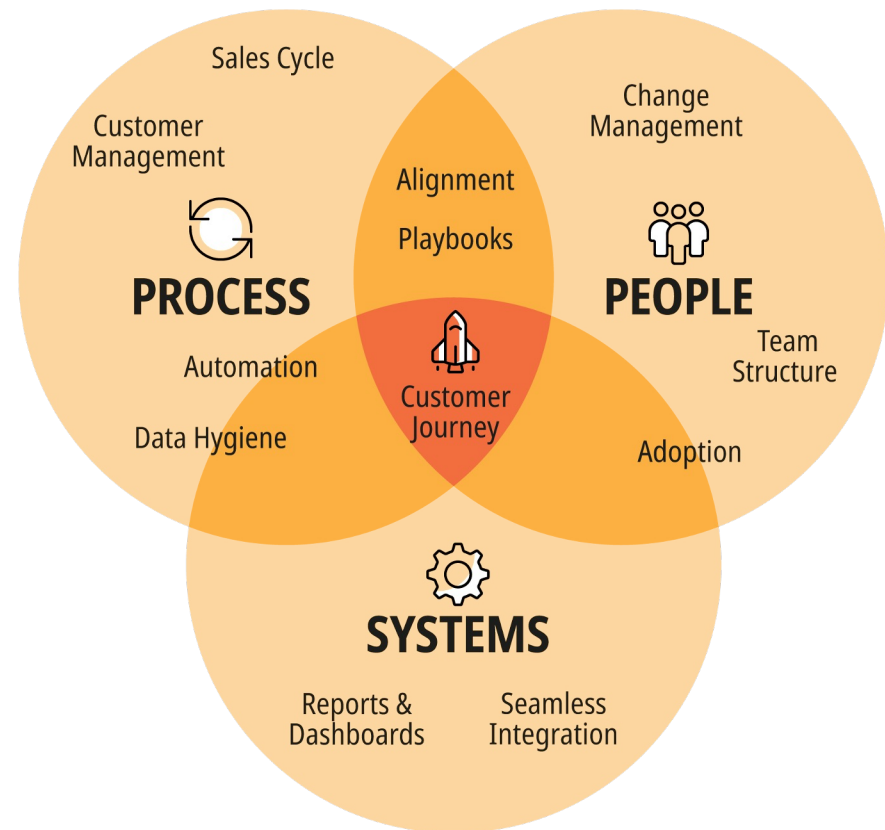
In our experience the most painful problems arise from a lack of process and infrastructure and result in three fundamental issues.



How we help

We are a revenue technology consultancy with revenue operations at the core. This means we take a “RevOps” first approach.

- ✓ We seek first to address issues with processes and team alignment, before we work on technology and data structure.
- ✓ The solutions we deliver should always centre around the customer and lead to revenue growth.
- ✓ Solutions should be simple, scalable and measurable.



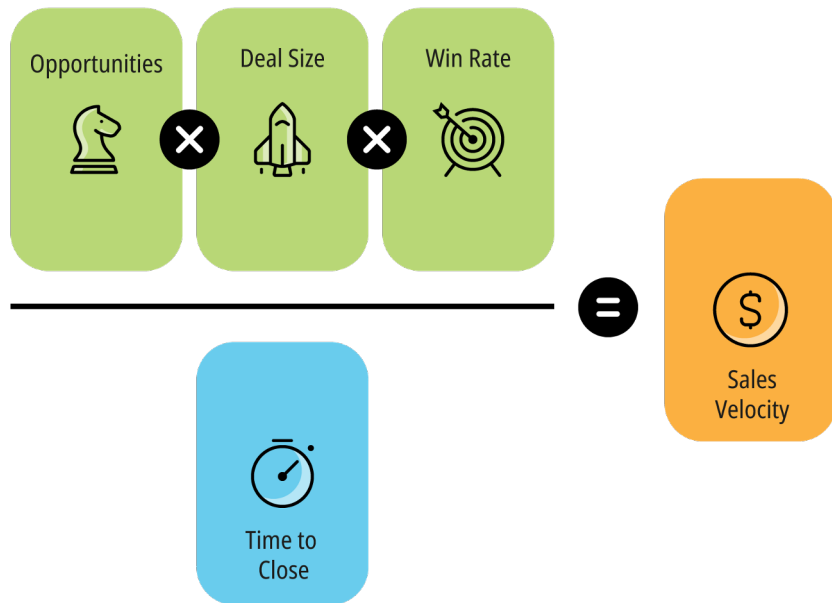


Building trust

Our approach is to embed ourselves with our customer as much as possible, becoming part of their team.

We seek to understand the “hair on fire” issues, the blockers to change, how the team likes to communicate and operate. This allows us to build a clear picture of how best to serve the customer and establishes a relationship of trust.

Project management is through [Monday.com](https://monday.com), which our customers also have access to. This offers full transparency of roadmap progression and gives a space to collaborate in real time, reducing costly hours spent in meetings.



Reporting and data

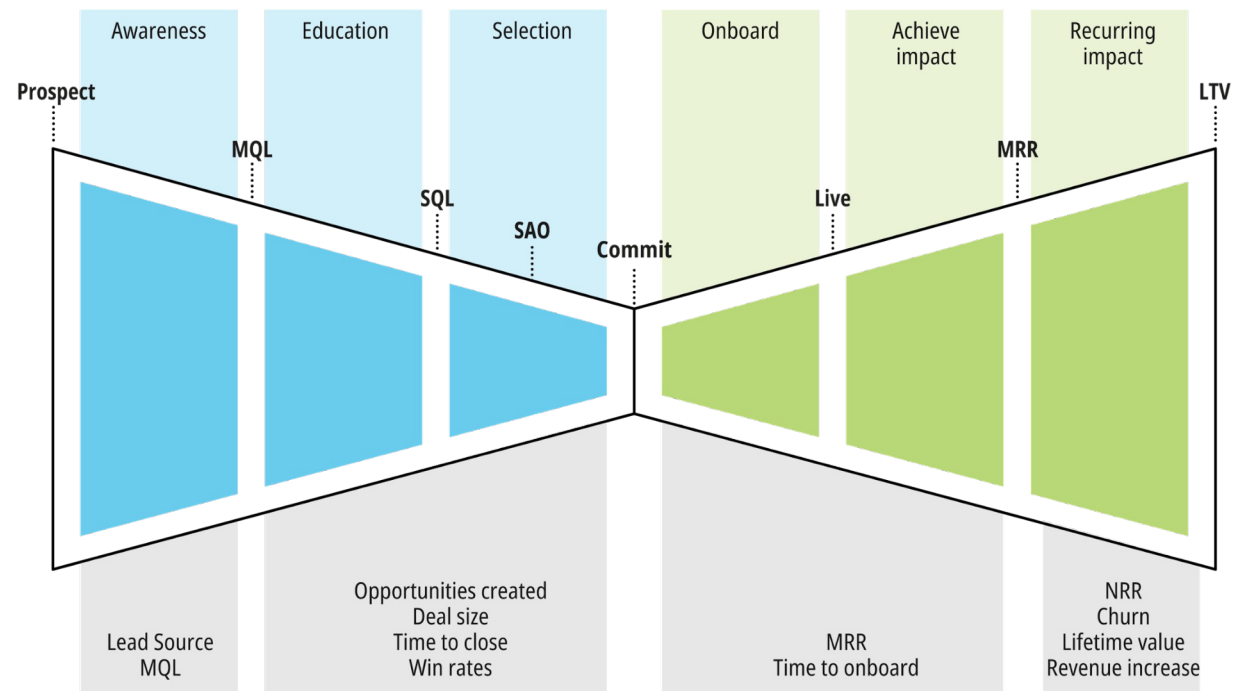
We believe that any successful project puts reporting and data needs at the forefront.

It's important to understand the data outputs that you're looking for, to ensure that your processes and systems can ultimately deliver this.

Whilst every business will have unique reporting needs, there's a list of "must haves". These centre around attribution, sales velocity and commercial performance overall. Sales velocity in particular is something we believe should be tracked well from the outset - moving any of these metrics in the right direction will accelerate revenue growth.

The data model

Using the “Bow-Tie” data model gives us a full view of the business pipeline and covers all of the essential metrics via the customer lifecycle



Horizontal RevOps team structure



Adjust fraction
hours based
on **needs**



Increase hours
with us as you
need



- Tech architect
- CS Ops
- Strategist
- Sales Ops
- Marketing Ops
- Finance/Analyst

Our tech partners

revQore has partnered with what we believe to be class-leading software providers.

We have in-house expertise in implementing and managing these systems and can provide tailored consultation that drives value from these platforms.

We ensure our customers see results early and are able to measure the impact of any tech project we undertake. This means agreeing success measures at the outset.

These should ultimately be revenue impacting, such as these examples:

