

# **Partnering for Profit with DataSelf Analytics**



**Presenter: Rick Chase, VP of Sales at DataSelf**

# How to find gems in your list of clients

- Manufacturing Distribution
- \$30 mil Sales
- Growth Pains/Decline Pains



# How to ask the right questions

- What are they doing now?
- How do they like it?
- What do they not like about it?
- What is the cost of the problem?
- What options do they have?
- If you were to offer a solution that is less expensive than the problem, will they look at it?



# What is important to those clients

- Compete
- Lower cost
- Increase sales
- Manage better
- Improve the bottom line
- Acquire
- Sell



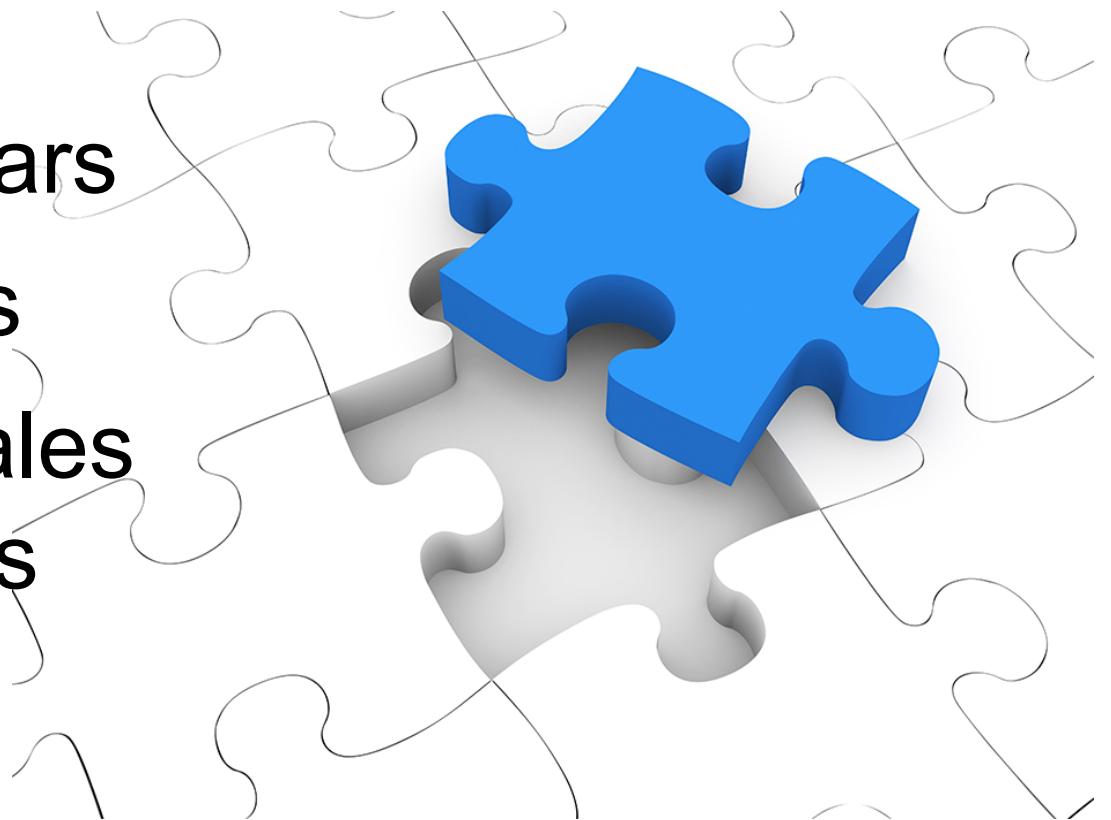
# How to tackle the budget dilemma

- Always ask about the budget
- Always ask how they came up with that number
- Always know their annual sales
- Always find out the cost of the problem  
(be good with numbers)
- Quickly calculate the  
cost of the solution



# How to work with DataSelf

- Amazing product
- Amazing team
- Conduct Webinars
- Conduct Demos
- Help with the sales and negotiations



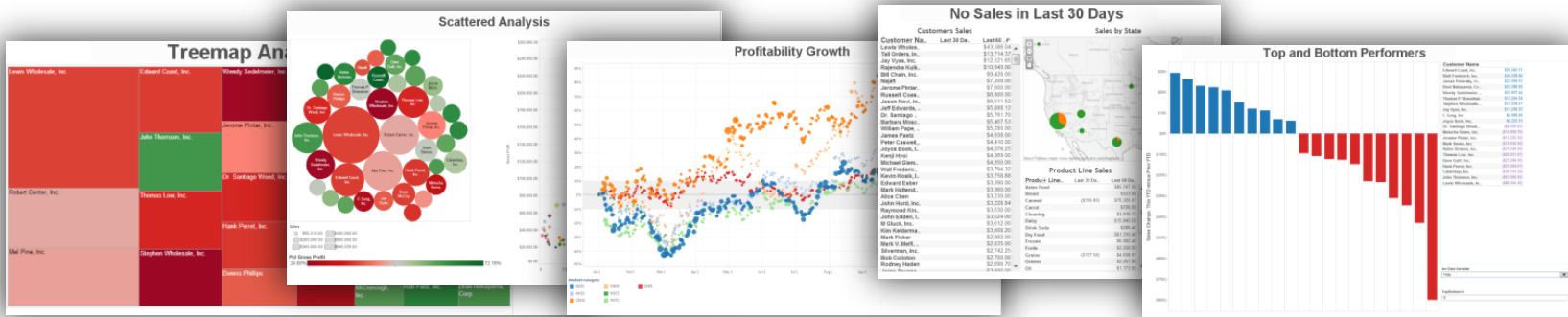
## **Next Steps**

- Make a list of your customers
- Pick top 5 that you can name right away
- Make the call and ask the questions discussed above
- Engage DataSelf



# 2,000+

reports, dashboards & KPI's





# Thank you!

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## DataSelf Analytics

So fast, so nimble, so liberating  
that it's like driving a Ferrari...

2,000 reports, dashboards and KPI's  
In-memory analytics  
Data warehousing

