



HOW TO WIN DEALS AND STRENGTHEN ACCOUNTS

Don't just assume you know why you win or lose sales opportunities or how you are performing in existing accounts — uncover the truth with Forensics and Predictive Analytics.

FORENSICS

Win more deals • Strengthen accounts

SalesForensics & AccountForensics

Do you know why you lost—or more importantly—won your last sale? Are your existing accounts truly secure? The stakes are too high to make assumptions. You need to continuously uncover the truth about how you're performing.

AskForensics asks the questions you can't and gets to the answers you don't. We thoroughly analyze the in-depth, first-person feedback we obtain about how your company is performing to deliver objective insights, analysis, recommendations, and an action plan—and we help you put that plan to work so you can start achieving results immediately.

PREDICTIVE ANALYTICS

The Power to Predict, Win, and Grow

SalesAnalytics & AccountAnalytics

You're likely surrounded by data you've spent thousands (maybe millions) of dollars collecting, yet you still don't have the answers. Why? Because it's in disparate systems making it nearly impossible to analyze and it lacks one critical source of information to complete the picture —the candid views of your prospects and customers.

Predictive Analytics enables your company to take corrective actions at critical points deep within the sales funnel. Powered by AskForensics' proprietary algorithms and the AskForensics Knowledgebase™, your company will maximize sales closure rates and account retention, decrease sales costs, and get the most out of your existing internal data.

AskForensics has evaluated over \$14 billion of business and identified \$6 billion of at-risk accounts for some of the most recognized companies, including:



THE RITZ-CARLTON®
HOTEL COMPANY, L.L.C.