

ACCOUNT INTELLIGENCE

CUSTOM RESEARCH REPORTS:
PROSPECT AND COMPETITOR INTELLIGENCE



Intelligent Sales Enablement

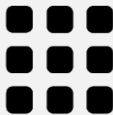
B2B businesses rely on specific large accounts for a significant part of their revenue and deploy a specialized sales enablement approach to convert, farm and grow sustainably within their strategic business units.

Growth leaders have a goal to optimize marketing and sales effectiveness strategically. We will explore how integrating in-depth account and competitive intelligence in your sales enablement approach will drive a better competitive edge.

Research NXT Difference: Key Account Intelligence



Gain 360 degree
visibility and heightened
target account control



Custom Whitespace Grid
for identifying growth
opportunities in
strategic accounts



Easy to navigate
bespoke and in-depth
target account reports

Benefits: Competitor Intelligence



Latest material insights
on competitor strategies
for proactive planning



Allows to develop bid
winning sales proposals
and differentiated
marketing collaterals



Expedite your
go-to-market time with
actionable insights

APPROACH



RESEARCH NXT USP:

1. On-Demand Research Reports on your target Accounts with Industry best TAT
2. Custom Solution Uncomplicated and easy to navigate bespoke report templates.
3. Experience 1500+ Key Accounts Maps and 500+ Competitive Intelligence Reports across industries.

OUR CLIENTS:



Research NXT is my go-to source for Key Account Intelligence. They deliver custom account maps consisting of deal insights, technology vendor landscape, and detailed org charts to create informed outreach plans.



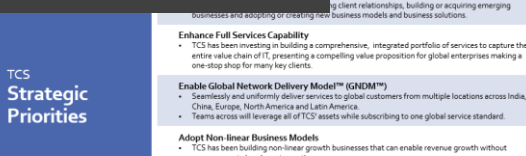
Head - Marketing Operations India & ME at HCL

KEY FINANCIALS

2019 Revenue by Service Type

Service Type	Revenue (USD Billion)	Percentage (%)
Application Dev. & Maint. - 37.9%	\$1,342.8	37.9%
Enterprise Solutions & Consulting - 12.7%	\$459.3	12.7%
Product Engineering Services - 9%	\$319.5	9%
Assurance Services - 9%	\$319.5	9%
ITTS - 6%	\$215.5	6%
BPS - 11.7%	\$418.5	11.7%
Asset Leverage Services - 2.1%	\$75.2	2.1%
Consulting Services Revenue - \$20.65 billion or 48.35%	\$20.65	48.35%

GROWTH TRACK



IT DEALS INSIGHTS

[illegible]

EXECUTIVE BIOS



KNOW MORE

COMPETITOR PROFILING REPORT TEMPLATE



KNOW MORE

ACCOUNT INTELLIGENCE: PRICING

FILL THE PEQ

AND GET A CUSTOM QUOTE TODAY

Our Account Intelligence per report pricing ranges from

\$250 to \$1250

based on the data points requested.

For an exact pricing and a sample of your custom requirement, please contact us by filling the details of your requirement through this PEQ above.

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OUR CLIENTS:

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TRANSACT



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HARMAN

