



Our goal is **simple**.

We help clients create
more service value,
one contract at a time.



Driving Value Through Increased Support Services

At AttachPoint, our experience, capabilities and proven sales methodology enables clients to quickly maximize maintenance service revenue. Our goal is simple, we help clients create more service value, one contract at a time.

AttachPoint is a "Pay for Performance" based sales firm focused on helping organizations maximize renewal support services.

SinglePoint Service Program

- **Renewal Services**

Delivering the highest renewal rate with an average of 80% on current maintenance contracts pending expiration.

- **Lapsed Services**

Close the gap on potential revenue loss by pulling lapsed contracts back under support programs.

- **Expired Services**

Executing on a proven sales methodology converting expired contracts and customers.

- **Uncovered Services**

Dedicated sales professionals delivering on a set of best practices converting the most difficult, but largest opportunity into a new annuity revenue stream.

SinglePoint Program Benefits

- Integrated sales extension to increase revenue
- Dedicated sales team with zero additional fixed overhead
- Improved sales coverage and balance
- Increased opportunities through up-selling
- Improved customer satisfaction and loyalty

AttachPoint's **SinglePoint** program offers clients a best-in-class sales extension trained in selling support services and customer retention strategies.

A Winning Sales Strategy

Because AttachPoint is an extension to our client's organization, success depends on seamless alignment, sales partnering and product knowledge to optimize opportunity. AttachPoint renewal services are designed to unleash total revenue potential by proactively selling your support and maintenance services.

100% Performance-Based Sales Organization

AttachPoint is the only 100% at-will performance based service sales organization, exclusively focused on selling maintenance support services. Our approach is to quickly deliver incremental revenue and consistent performance. Start your revenue generating engine!

Power of Outsourcing

Whether you are seeking to broaden sales coverage or increase sales revenue, outsourcing to AttachPoint is the most cost-effective way to rapidly increase service revenue.

Increase Revenue - AttachPoint compliments and extends your sales reach to any region quickly and with real results. Utilize AttachPoint to maximize revenue and improve customer retention.

Cost Effective - AttachPoint outsourced sales is the most cost-effective solution. In addition, AttachPoint's performance-based sales means clients pay only for the successful results AttachPoint produces.

Rapid Results - Start generating new revenue next month with AttachPoint's highly responsive sales team. AttachPoint quickly introduces a knowledgeable team to start executing on client's objectives.

Expertise - When support renewal sales are not your core competency, look to the service sales experts at AttachPoint. AttachPoint provides access to a professional sales force that is directed by experts in business-to-business maintenance sales.

Scale - AttachPoint offers the flexibility to increase your sales revenues in local, regional, national, or international markets without the investment of time and resources. Let AttachPoint grow your business quickly and efficiently.



Why Select ATTACHPOINT

Our highly experienced service sales professionals have been successfully selling maintenance renewal solutions into Fortune 1000 accounts for many years.

- O**utsource service sales management
- P**ay for performance
- T**rusted service excellence
- I**ntegrated service sales
- M**aximize service opportunity
- I**ndustry sales experts
- Z**ero implementation cost
- E**xperience



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