

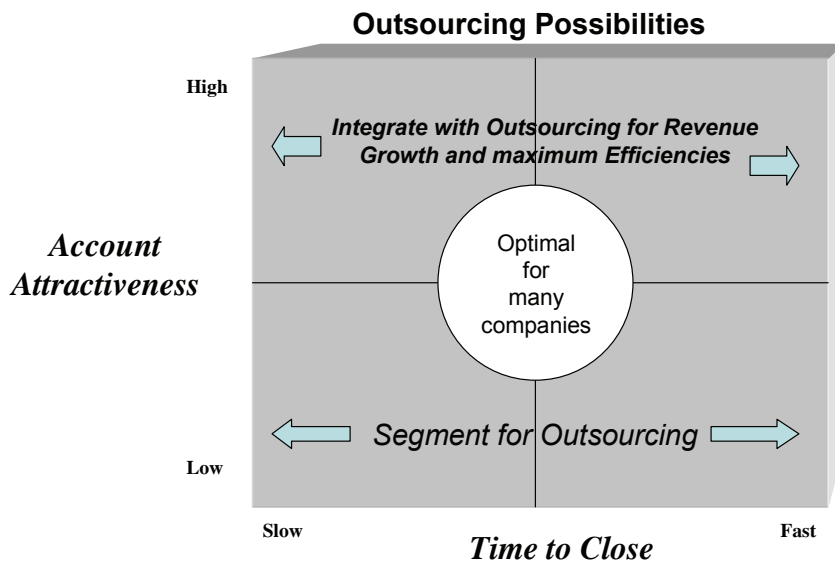
Integrated Sales & Marketing Services



Sagamore Group is a full service, outsourced sales and marketing firm. Our proven sales methodology features a performance based approach to providing tightly integrated inside sales, vertical market sales, and channel sales teams to select technology vendors in growth markets. We differentiate ourselves via a results oriented approach. Simply put, our success is tied to creating incremental revenue for our partners.

Inside Sales Teams

Growing revenue and market share is a challenge faced by every company. How to provide coverage for major accounts, new and existing markets, and key vertical markets must be addressed. Are high cost, high impact territory teams being utilized efficiently? Will channel programs increase leverage or dilute resources? Unfortunately, the solution is not always as simple as increasing headcount. At Sagamore, we enable growth without spreading your existing team too thin, or adding sizeable capital expenditures and additional managerial overhead.



Sagamore provides inside sales teams that can either complement existing territory teams, or operate as an independent entity capable of owning the sales process from inception to closure. Far more than a simple engine to provide contact names, Sagamore manages opportunities through each phase of the sales process. What's more, our pay for performance model assures your Sagamore team is sales-driven and focused on delivering your goals.

Sagamore Inside Sales Teams differentiate themselves by:

- Driving revenue - We don't just generate the leads, we close them!
- Increasing average revenue per sales call.
- Building competitive barriers to entry into every conversation
- Effectively integrating into existing sales organizations while transparently representing your brand
- Increasing sales teams effectiveness by enabling them to focus to on larger deals and major accounts
- Improving pipeline size, movement, velocity and shape
- Our ability to own the sales process from inception through closure

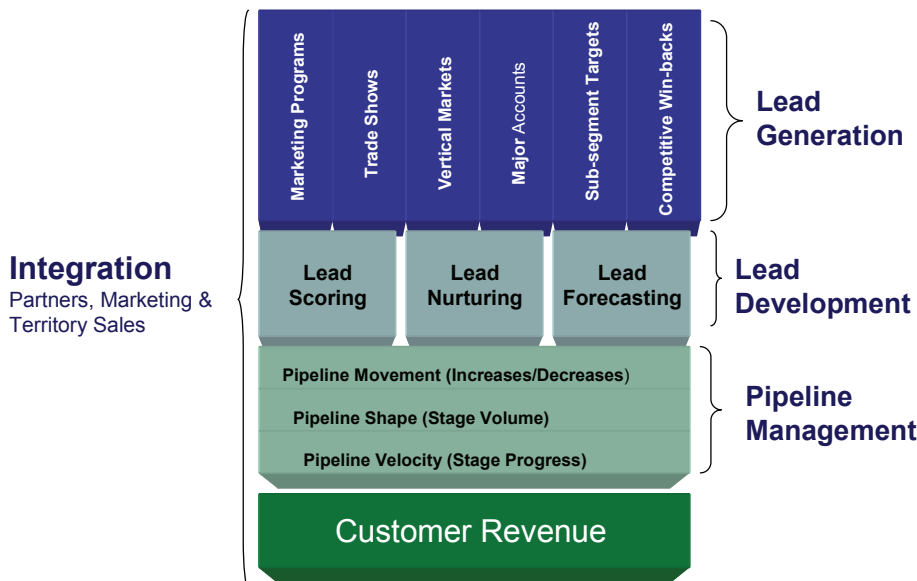
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Achieving seamless integration with your organization is a vital differentiator. Effective communication with territory sales, operations, and product marketing is of paramount importance. Sagamore's Product Oriented Division (POD)[™] approach leverages sales, technical and operational management resources that are tasked with ensuring our team is effectively incorporated into the vendor's operation.



Sagamore's Full Cycle Sales Approach

The POD approach facilitates our ongoing InterActive Training[™] program which enables Sagamore to rapidly field effective sales organizations. More than an initial onboarding program, Sagamore's InterActive Training system is a continuous technology and sales education process that provides the foundation for sustainable sales success.

Contact Sagamore today and learn how our unique full cycles sales approach can assist your organization in accelerating growth rapidly and economically.

Key Reasons to Choose Sagamore:

- **Integrated Sales Teams, not Lead Generators** - Most outsourced sales organizations limit their activities to lead generation and qualification. Their objective is to toss a 'lead over the wall.' At Sagamore, our sales teams share your goal: to close business.
- **Seamless Integration** - Integrating with your organization is fundamental to our mutual success. As such, Sagamore's sales programs include technical, operational, and sales management resources responsible for achieving the seamless integration of people, systems and communication.
- **Sales Driven, Performance Based Culture** - At Sagamore, our team is comprised of bright, energetic people who are rewarded for driving incremental revenue for our clients. By aligning compensation with desired outcomes our model fosters competitive sales teams dedicated to the success of your brand.
- **Agility** - Experience, infrastructure, and procedure enable Sagamore to hire and deploy specialized sales teams that scale rapidly and economically. Our market focus and methods shorten the ramp-up period, enabling our clients to field an effective team quickly.

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