

# Medium Enterprise Data-Related Software Company

## Introduction

This case study of a medium enterprise computer software company is based on a February 2024 survey of The Skills Connection customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



I would definitely recommend The Skills Connection (TSC)!

We wanted to learn how to effectively differentiate ourselves from our competitors when talking with analysts. TSC has been a great partner for our company.

Their insight and perspective have strengthened our analyst report submissions. We rely on them to help us tell our story to analysts in a manner that improves our ranking in evaluative reports and can honestly say that having TSC as a partner during our 2024 Gartner Magic Quadrant submission was invaluable.

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select The Skills Connection:

- Engaged with The Skills Connection for the following reasons:
  - Wanted to learn how to effectively differentiate themselves from their competitors when talking with analysts

## Use Case

The key features and functionalities of The Skills Connection that the surveyed company uses:

- Uses The Skills Connection to:
  - Provide the necessary expertise to effectively engage analysts
  - Show them how to effectively communicate their story to analysts
  - Help them improve their position in an MQ/Wave/Marketscape
  - Provide the tools and best practices needed to build a strong case for analysts
  - Create compelling evidence-based cases for analysts

## Results

The surveyed company achieved the following results with The Skills Connection:

- Experiences gained with The Skills Connection:
  - Confidence in communicating the unique value of their solution to analysts
  - The ability to create a strong evidence-based case for analysts covering their product/service
  - The skills needed to communicate with analysts in the future
- Benefits from working with The Skills Connection:
  - Received better results than when they had engaged with analysts
  - Provided their internal team with the tools and skills to effectively engage with analysts
  - Effectively communicates the unique value of their products/services
- Agrees with the following statements:
  - Met their internal schedules and deadlines: strongly agree
  - Ensured they met schedules and deadlines for the analysts: strongly agree
  - Facilitated the coordination of activities across their internal response team: strongly agree
  - Acted as an extension of staff: strongly agree
  - Enabled them to focus on what was needed and avoid wasting time on anything else: strongly agree
- The Skills Connection is:
  - Collaborative: strongly agree
  - Knowledgeable: strongly agree
  - Service-oriented: strongly agree
  - Value for money: agree
  - Best practice focused: strongly agree

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Medium Enterprise**

Industry:  
**Computer Software**

### About The Skills Connection

The Skills Connection helps technology companies to get the right results from analyst engagement. They work with technology clients that want to optimize their chances of success in a Gartner MQ or Forrester Wave assessment. In addition, they work with elite analyst firms, providing coaching and training services to sharpen delivery and improve client satisfaction and renewal rates.

**Learn More:**

[The Skills Connection](#)