

# Medium Enterprise Computer Software Company Closed Business and Realized Sales Lift with HIMSS Events

## Introduction

This case study of a medium enterprise computer software company is based on a November 2021 survey of HIMSS customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“HIMSS is the leader in healthcare information and technology industry events. If you are not participating in one or more of their events per year, you are missing a big opportunity.”

## Challenges

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

- The top purchasing drivers for sponsoring a HIMSS event:
  - Generating qualified sales leads
  - Networking with key individuals and decision makers
  - Brand awareness
  - Thought Leadership

## Use Case

The type(s) of campaigns executed in their go-to-market strategy with HIMSS by the surveyed company included:

- HIMSS21 Global Conference Digital
- In-person Global Health Conference & Exhibition
- Webinar

Reasons they invested in a HIMSS event sponsorship:

- Networking opportunities
- Speaking opportunities

## Results

The surveyed company achieved the following results with HIMSS:

- The types of benefits their organization realized from their event:
  - Generation of qualified leads
  - Close of business and sales lift
  - Personal connections with key individuals and decision makers

### 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**