

Medium Enterprise Telecommunications Equipment Company

Introduction

This case study of a medium enterprise telecommunications equipment company is based on an October 2016 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.



“Yes, I absolutely recommend The Skills Connection. We have succeeded in moving our position from a ‘Niche Player’ in a Gartner Magic Quadrant to being recognised as one of the ‘Visionaries’ which is very important for us to be able to compete with other larger players in our industry.

“By working with The Skills Connection we gained an ‘inside view’ of what industry analysts want to hear and a deep understanding of how they will interpret the information they receive. This helped us to tailor our messaging to ensure we pushed the right buttons, all backed-up by the necessary evidence to convince the analysts of our capabilities.”

“The MQ has only just been published, however, we are confident this will result in new business opportunities for us moving forward. Money (and time) well spent.”

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 reason:
 - Wanted to change their position in the MQ/Wave/Marketscape to generate new business

Use Case

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

- Uses The Skills Connection to:
 - Show them how to effectively communicate their story to analysts
 - Help them improve their position in an MQ/Wave/Marketscape
 - Focus just on what was needed, and avoid wasting time on anything else
 - 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 communicating the unique value of their solution to analysts
 - The ability to create a strong evidence-based case to analysts covering their product / service
 - The skills needed to communicate with analysts in the future
 - Unique insights about their solution that were instrumental in winning over analysts
- Benefits from working with The Skills Connection:
 - Positively shifted their position in the MQ/Wave/Marketscape
 - Received better results than when they had engaged with analysts
 - Provided their internal team 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 co-ordination 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
- Agrees with the following statements:
 - Collaborative: strongly agree
 - Knowledgeable: strongly agree
 - Service-oriented: strongly agree
 - Value for money: strongly 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:
Telecommunications Equipment

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](#)