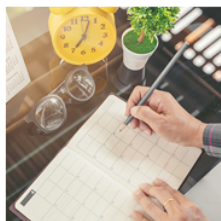


FLATWORLD SOLUTIONS PROVIDED B2B APPOINTMENT SETTING SERVICES TO A LEADING CLEANING SERVICE COMPANY



Learn how the B2B appointment setting experts at FWS assisted the client in generating more qualified leads in a short period.

The Client

Based out of Virginia, the client is a renowned family-run cleaning service company.

Client's Requirements and Project Challenges

The client approached FWS to help them with B2B appointment setting services. Although they had their own internal team, they deemed that the cost per professional was too much to manage.

Even though we had over a decade and a half of experience in B2B appointment setting services, we faced an impending challenge while taking up the client's project. They did not have consolidated customers' data rather wanted us to retrieve them from the yellow pages.

The client specifically asked for an experienced resource(s) who had prior experience in the same field. Our B2B appointment setting support team took up the challenge. They researched and screened the data.

The Solution

Together with the talent recruitment team, we found suitable agents and deployed a dedicated team for the project. Initially, the client had reservations about the price, but seeing the experience, work quality, and turnaround time, they agreed to proceed.

In the early phase, we bumped into a challenge as the customer only allowed us to access the Yellow Pages. The team then did some research and filtered the data.

Soon, the client trained the team on site and clarified all the questions and answers provided by the agent. Since then, the agents have performed consistently executing the task accurately in the specified turnaround time. So far, there are no problems, the client is pleased with our service.

The Results

The client gave their approval of collaborating with us on a long-term basis and sent reference letter.

Outsource B2B Appointment Setting Services to Flatworld Solutions

For the last 16 years, FWS has been a leading provider of [B2B appointment setting services](#) to global clients. With a wide range of [call center service](#) portfolio, we understand the importance of lead generation and converting them into potential customers. We serve [appointment setting services](#) to SMEs, chief risk officers, chief technology officers, operations managers, manufacturers, software vendors (ISVs), etc.

With over 1000 resources working with us permanently and about 100 consultants working virtually, we have the required wherewithal and resource capability to manage a large volume of appointments and generate qualified leads. [Get in touch with us](#) for a scalable, efficient, and reasonably priced B2B appointment setting services.