

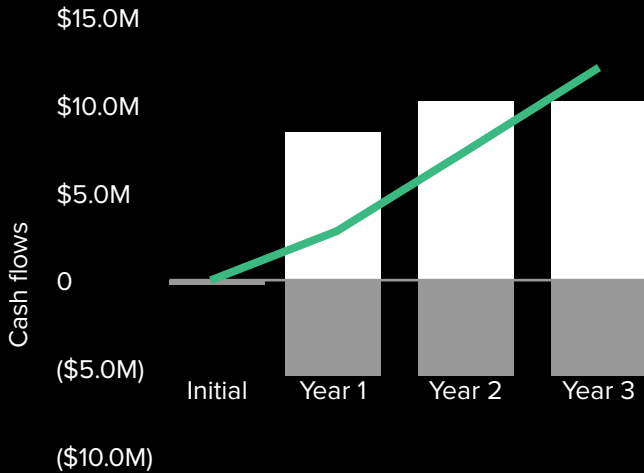
The Total Economic Impact™ Of Televerde


After interviews with five representatives from four organizations, Forrester aggregated the data and concluded that Televerde has the following three-year financial impact on a composite organization.

CASH FLOW CHART


Risk-adjusted

Total benefits
 Total costs
 Cumulative net benefits






NPV
\$10.20M



ROI
71%



PAYBACK
<6 months

TELEVERDE BY THE NUMBERS



0.1%

Revenue increase due to pipeline improvements attributable to Televerde



0.05%

Increase in revenue from net-new sources attributable to Televerde



2.8

Months reduced in SDR role vacancy with Televerde

VOICE OF THE CUSTOMER

“Not only are we moving faster through the initial stages of the pipeline [with Televerde], we’re also calculating the potential output to be higher than our normal.”

HEAD OF NORTH AMERICAN SALES, FINANCIAL TECHNOLOGY

“It is very easy to scale up and scale down with [Televerde] because we have such a core set of folks who have the knowledge of how our company works.”

HEAD OF GLOBAL PARTNER PROGRAMS, TECHNOLOGY

“I don’t think we’d be where we are today without what [Televerde has] been able to create for us.”

HEAD OF NORTH AMERICAN SALES, FINANCIAL TECHNOLOGY

Comissioned by:



This document is an abridged version of a case study commissioned by Televerde titled: The Total Economic Impact Of Televerde, November 2024.

 [Read the full study](#)