

Hybrid Cloud Sentiment Tool





Capture customer sentiment, provide valued guidance as part of the customer buying journey and generate customer leads.

This online tool will only take your customers a few minutes to complete and in turn they'll discover where their organization sits in relation to the hybrid cloud age, and what risks and opportunities exist as a result.



See the tool and get your customized version

Integrated as part of your outreach campaign you can engage your customers and provide them with valuable guidance and insight, including:

-  Their current landscape
-  What is driving change in their organization type
-  Their risk factors
-  Their to-do list

The tool can also be used by sales teams, to engage customers within meetings or as part of the sales process, providing valuable insight into the customers situation.

What results can you expect?

Customers are pre-qualified after going a journey of discovery through answering questions and creating their own profiles.

Sales representatives are more effective. Using evidence-based results, the sales team is able to drive greater relevance when following up on leads.

The tool can generate a 30% uplift in next stage engagements.

Read the case study

Create your own differentiated lead generation tool

As a Partner the tool can be fully customisable with your own branding, look and feel. Additionally, the tool can be customised to draw out your own unique offerings in the area of hybrid cloud and points of differentiation.

The tool can be integrated as part of your existing outreach campaign or our approved Marketplace agency and creator of the tool, Ice Blue Sky, can support you with Account Based Marketing, lead and demand generation programs.

Contact Ice Blue Sky now for your copy of the tool

About Ice Blue Sky

Ice Blue Sky is a Cisco Business Enablement Partner and has uniquely partnered with Cisco on the Hybrid Cloud Future Ready Infrastructure marketing campaign.

Ice Blue Sky provides marketing and sales enablement services to help our customers grow their market presence and business revenues.



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