

MANUFACTURING MORE OPPORTUNITIES

INDUSTRIAL CAPITAL EQUIPMENT SUPPLIER FUELS
GROWTH WITH FACTUR PROSPECTING



Case Study Provided by 3C Industrial

LET US WORK FOR YOU

3C Industrial is the leading provider of industrial compressed air solutions in their area. They had the products, the service, and the expertise, but needed help scaling. Factor's Lead Generation was the perfect bolt-on to their sales team.

Only 5 months later, 3C's President, Doug Francis, has already claimed "It's the best business decision I've made to make myself a better business and be able to grow."

"The people we have the opportunity to quote - we have closed. I'm pretty sure we're at 80-100% closing rate after we've qualified them."

Doug Francis, President at 3C Industrial

5 MONTHS INTO PARTNERSHIP

\$150K

SALES WON

280K

OUTSTANDING QUOTED
OPPORTUNITIES

20

OPPORTUNITIES
QUOTED

10

NEW CUSTOMERS
GAINED

"Customers we gain are hopefully here for years to come with residual work."