

# MANUFACTURING MORE OPPORTUNITIES

ESTABLISHED COMPANY FINDS NEW BUSINESS  
WITH OUTSOURCED PROSPECTING

Case Study Provided by SIROIS TOOL/ [siroistool.com](http://siroistool.com)

## LET US WORK FOR YOU

Sirois Tool provides tooling and gages for many industries, as well as precision-machined parts and assemblies for specialty machine manufacturers. They had a great offering, but needed help finding new business.

Our Industrial Outsourced Prospecting was the turn-key bolt-on service they needed to supplement their sales team. We leveraged our database and our prospecting team to find new customers for them.

### 2 YEARS INTO PARTNERSHIP

**\$ 1.5M**  
IN WON BUSINESS

OVER  
**100**  
COMPANIES  
QUOTED

**+35**  
NEW  
CUSTOMERS

Alan Ortner - President  
@ Sirois Tool

*Be ready to be busy!*  
**“Factur finds the opportunities, be ready to quote them and win.”**