



LEAD GENERATION AND SALES IN NORTH AMERICA

powered by human intelligence and reliable business data



USE CASE 1

Jedox Inc.

SaaS financial planning software

- Martal Services Used – Outbound Lead Generation (Tier 1)
- Company Website - <https://www.jedox.com/>
- Company size - 250 employees
- Company base - Boston, USA, NY and Germany
- Contracted period – 3 months and ongoing
- Prospects generated / month - 30,000
- Qualified leads generated / month - 21
- Martal's sales team headcount servicing Jedox account - 3 team members



USE CASE 2

Fullscreen Inc.

SaaS financial planning software

- Martal Services Used – Outbound Lead Generation (Tier 1)
- Company Website - <https://fullscreen.com/>
- Company size - 750 employees
- Company base – CA, USA
- Contracted period – 5 months
- Prospects generated / month - 14,500
- Qualified leads generated / month - 10
- Martal's sales team headcount servicing Fullscreen account - 3 team members



USE CASE 3

UMBO Computer Vision

Enterprise Video Security

- Martal Services Used – Outbound Lead Generation (Tier 1)
- Company Website - <https://umbocv.ai/>
- Company size - 70 employees
- Company base – CA, USA
- Contracted period – 4 months
- Prospects generated / month - 7,500
- Sales ready leads generated / month - 30
- Martal's sales team headcount servicing Umbo account - 2 team members



USE CASE 4

Spin

SaaS data protection for G-Suite and O365

- Martal Services Used – Outbound Lead Generation (Tier 1)
- Company Website - <https://spinbackup.com/>
- Company size - 35 employees
- Company base – CA, USA
- Contracted period – 9 months
- Prospects generated / month - 5,500
- Qualified leads generated / month - 15
- Martal's sales team headcount servicing Spin account - 3 team members



USE CASE 5

Clickworker.com Inc.

Microtasking marketplace for AI training

- Martal Services Used – Outbound Lead Generation, Sales & Account Management (Tier 3)
- Company Website - <https://www.clickworker.com/>
- Company size - 200 employees, 2,000,000 contractors
- Company base – CA, USA
- Contracted period – 5 years
- Annual Sales > 1.2M\$
- Martal's sales team headcount servicing Clickworker account - 3 team members



USE CASE 6

Incentives Solutions

SaaS platform for Sales Performance Management

- Martal Services Used – Outbound Lead Generation & Sales (Tier 2)
- Company Website - <https://www.incentives-solutions.com/>
- Company size - 40 employees
- Company base – Israel
- Contracted period – 2 years
- Prospects generated / month - 3,500
- Qualified leads generated / month - 13
- Martal's sales team headcount servicing Incentives account - 2 team members