



Case Study: Sales Influence

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Overview:

Exeter Studios LLC recently completed the beta phase releases, for a Cloud-based B2B relationship platform, which brings together Companies, Individuals, Strategic Partner, Market Influencers and related connections. This in effect created a market place for people who have strategic connections into business to be financially compensated for their professional networks and connections.

Business Value:

Market Challenge: To address the major challenge most companies & individuals face in knowing and connecting with key executives and decision maker's.

Our Solution: To create a B2B Business Development platform, focused on creating long term value for B2B Companies by connecting them to strategic partners, market influencers and investors.

The completed application is designed to be highly scalable in terms of future growth and expandability. It is based on layered structure, Service Oriented Architecture, and modular design patterns.

Technology:

Ruby on Rails, MySQL, Bootstrap, Stripe, AWS, Cloud, SOA, B2B pipelines and sales, Javascript, AJAX, Responsive layout design,




Outcome:

The cloud based B2B portal allows companies/individuals to identify strategic partners who have matching and appropriate relationships. The solution provides introductions into that potential client and ensures that the connections introduced are financially beneficial to the introductory agent.

The design and development of completed SaaS application has been done using Agile development methodologies and is technically architected using layered / SOA plus MVC for future development/features. This is in an effort to help avoid rework and rearchitecting when developing the solution.


Screenshots:

Sales Influence

Dashboard Profile Search My Network Requests Settings

Member Profile



Jonathan McAllister Test
 Exeter Studios LLC

Following
1

Connected
1

Member Profile

follow

Social Profile

Profile
 Profile Information about your account

User Details

Personal Information:

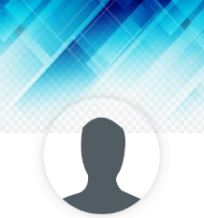
Name Jonathan McAllister Test	Phone 5129994524	Email jmcallister@me.com	Location Austin
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Postal Code 78727 78727	Country United States	Language United States	Industry

About Me:

Sales Influence

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Jonathan
Mcallister

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146
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ers

603
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Open Requests

Date	Target	Source	Description	Type	Status
Date	Target	Source	Description	Type	Status

My Network

Type	Name	Date	Status
Connection	Stephanie Kellogg	🕒 Oct 16, 2017	OPEN
Connection	Stephanie Kellogg	🕒 Oct 16, 2017	OPEN

Activity Timeline
users activity throughout the day

Jonathan Mcallister 2018-02-07 05:45:03 UTC

Jonathan Mcallister updated their profile