

# A HEAVY ELECTRICAL EQUIPMENT INDUSTRY CLIENT INCREASED SERVICE-LEVEL REVENUES BY 15% WITH CUSTOM MARKET RESEARCH SOLUTION

## CASESTUDY

### BUSINESS CHALLENGE



To develop a coherent response to pricing changes, identify growth opportunities within services, and identify promising sources of revenue growth

### OUR APPROACH



Involved analyzing the company's service-product portfolio and evaluating business gaps

### BUSINESS OUTCOME



The client was able to increase service level revenues by over 15%

### INFINITI'S COVID-19 VALUE PROPOSITION

As the world continues to witness a global crisis of unprecedented scale due to the COVID-19 pandemic, professional advice, expertise, and timely intelligence are more critical now than ever before for business leaders across the globe.

*Infiniti offers a variety of COVID-19 support solutions to help clients in the heavy electrical equipment market to prepare for the rebound, gain agility, and ensure rapid response.*

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