

PROJECT	SALES TEAM EXPLORATORY ON-BOARDING REVEALED NEW CLIENT INSIGHTS
LOCATION	KY, VA, CA, NJ, NY, AND CT, UNITED STATES
CLIENT INDUSTRY	ENVIRONMENTAL PROFESSIONALS
SERVICES	CUSTOMIZING SOLUTIONS TO A VARIETY OF CLIENTS

THE CHALLENGE

Environmental Professional companies regularly face the complexities of remaining competitive in the marketplace with their customer base. Over the last five years, environmental professionals throughout the U.S. that utilize Envirosite’s products have repeatedly shared this information to us through needs analysis sessions. Most companies we’ve encountered are operating with a high demand for quick responses and analysis at a low cost to their clients. Additionally, we’ve discovered that many of the Environmental Professional companies that reach out to Envirosite have individual needs that require a customized solution.

OUR SOLUTION

Envirosite works diligently to provide customization that empowers companies to do more for their clients. We’ve provided customized solutions such as adding or removing databases; increasing or decreasing a database search radius; turning details on or off to individual sites within a report, such as specific distance radius that is out of the standard scope or selecting specific data that needs to be analyzed to meet their customer’s needs. Envirosite understands these challenges and supports clients in meeting them. During the on-boarding of a new client, our sales team performs a client needs analysis to uncover the client’s most significant needs

These included:

- **Pricing** - We are value-driven, and provide our clients with quality environmental data reporting with the most competitive pricing in the industry.
- **Turnaround Time (TAT)** - Envirosite provides the industry’s fastest data turnaround time with on-demand, near real-time delivery of reports.
- **Customization of Reports** - Needs analysis process informs a clearer, fuller picture of each individual client need.
- **Individual Client Attention** - We deliver the highest quality of service, efficiency, and experience to our clients.

THE ENVIROSITE ADVANTAGE

We provide customization of our services and solutions to help you run your business. With our pricing structure we were able to lower the client’s price and save them substantially over their current vendor. Our turnaround time, in most cases, was already faster than they were experiencing when compared to their current vendor. We provide flexible customization of our databases and report content, which enables us to deliver exactly what our client wants, needs and expects from our services. Envirosite’s methodical approach also has a ripple effect on our client’s service. Some report offerings available to our client’s customers include format customization and an accelerated turnaround time, allowing your deliverables to be received in a quick and seamless way.

