

# Customer Cloning & TAM Build-out



ATLAS SYSTEMS

## About Atlas Systems

Atlas Systems is a leading IT consulting firm that helps organizations unlock their full potential. Its innovative solutions provide a competitive advantage in innovation, dependability, and speed to market, allowing businesses of all sizes to optimize their workflows. Founded in 2003, Atlas Systems manages IT infrastructure support for global Fortune 1000 companies. Its ComplyScore and PRIME products help organizations with governance, risk, compliance, and provider data compliance.

## CHALLENGE

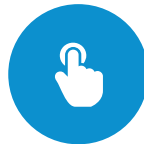
Atlas Systems has marquee customers within the Financial Services & Life Sciences industry segments, and wanted to further expand their level of influence within these segments, by targeting other potential accounts. This also warranted the need to reassess the Total Serviceable Market (SOM), as well as redefine their Ideal Customer Persona (ICP), in order to validate their RevOps roadmap.

See how RightLeads can help you clone your customers for pipeline success!

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## SOLUTION

RightLeads' team of data analysts utilized a scientific approach to determine the Total Addressable Market (TAM) and further identify high-potential accounts with firmographic relevance to Atlas Systems' existing prominent customers, leveraging their proprietary 'Clone your Customers' process. Additionally, the Human Data Assistants thoroughly researched each of the selected target accounts to pinpoint decision-makers, economic buyers, and influencers aligned with the new Ideal Customer Persona (ICP). The activated lead data was then integrated into a high-touch outreach campaign, resulting in an immediate increase in new business revenue. Moving forward, the RightLeads Revenue Intel Dashboard enabled tracking of market penetration in relation to RevOps performance.



Total Addressable Market



Clone Your Customer



Revenue Intel Dashboards

## THE RIGHTLEADS RESULT



45k Net new accounts identified



175k ICP-aligned contacts built



>95% High Data Accuracy



23,00+ Sequence responses analyzed to identify high-conversion segments



500% increased performance from a pipeline generation perspective in a 6-month period.