

Case Study - Forward with Joy

TAIPUVA CONSULTING SAAS SALES MANAGEMENT



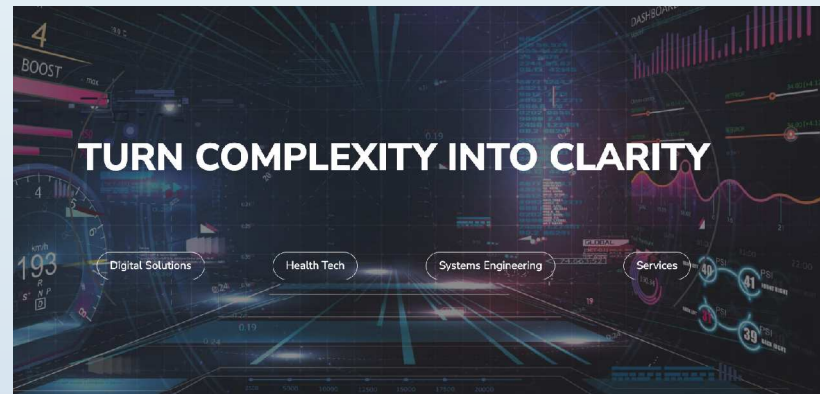
FORWARD WITH JOY

About Taipuva

Taipuva Consulting offers a unique combination of R&D process excellence together with a world-leading digital tool platform, Siemens Polarion. As a Smart Expert Partner of Siemens Digital Industries Software, Taipuva have access to a world-wide network of expertise and huge information resources.

Growth & Impact

Taipuva recruited new sales force and set the comp plans as per SaaS industry standards to achieve maximum performance.



“ **The most important thing for us at Taipuva is making sure our customers succeed. It all starts from sales. We knew Juha could help us.** ”

**Pasi Ahola, CEO & Founder,
Taipuva Consulting**

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Enable SaaS sales with a proven, sound comp plan

The company needed to look for new sales force and to update the comp plans according to SaaS model.

Stiernkors consulted Taipuva concerning questions related to sales management and comp planning.



"We received swift, professional advice from Stiernkors. I would recommend them for any company in need of SaaS or sales advice."

Pasi Ahola, CEO & Founder, Taipuva Consulting