

For Start-Ups

Start-ups are exciting and challenging. At Xceediant, we specialize in enabling start-ups to accelerate their go-to-market timelines. We also match the right start-up with the right potential customers, thereby helping to build a mission-critical pipeline.

A few points on how we help start-ups:

- ✓ For less than the cost of one full-time salesperson, Xceediant will deploy a team of seasoned enterprise sales executives, who will accelerate qualified introductions to technology leaders in their community.
- ✓ We maintain “trusted advisor” relationships with our clients which gives us invaluable feedback on both the product and the market fit.
- ✓ With the feedback that we receive, we then team up with you, to provide market development efforts which will best message your solution and guarantee a repeatable business model for success.

Most importantly, we ensure that the sales cycle is managed from introduction, feedback, messaging, proof of concept and purchase order.

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