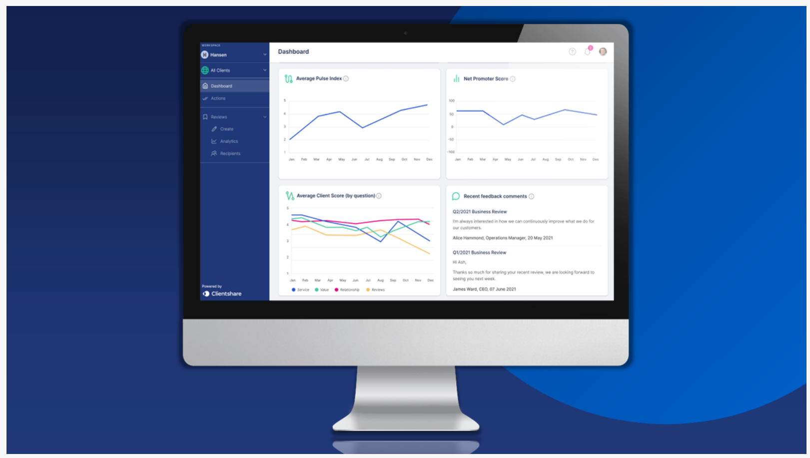
1 in 3 of the FTSE 100 now use Clientshare Pulse, the Quarterly Business Reviews platform

Clientshare Pulse enables B2B suppliers to uncover accounts at risk of churn and identify growth opportunities, and is now used by 1 in 3 FTSE100.



QBR platform screenshot showing the client Risk Analysis Dashboards

LONDON, UNITED KINGDOM, July 12, 2023 /EINPresswire.com/ -- Clientshare's growth in Q2 continued at pace and the tool is now in use at 1 in 3 of the FTSE 100 companies. The team secured new business wins with National Express Transport Solutions, Sigma Connected, Wilson James and IPI. The company also signed a global agreement with one of the world's largest IT services companies that will see their Quarterly Business Review platform, Pulse, deployed across North America and EMEA to over 800 client sites.

> "With QBRs now front and centre of client relationships we're able to help companies identify risk of churn and uncover upselling opportunities through the Clientshare software platform."
>
> *James Ward, Managing Director at Clientshare*

Perhaps most impressive, was the continued expansion across the facilities management and contract catering sectors where Clientshare now boast an enviable record working with 50% of the top 10 UK industry players and forecast over 100% revenue growth in this market sector alone in Quarter 3.

Gartner have identified Revenue Enablement as one of the biggest growth drivers for B2B suppliers and highlighted in a recent report how important Quarterly Business Reviews have become to enable contract retention and growth. Clientshare's position as the market leading tool for digitising Quarterly Business Reviews and CSAT means they are uniquely positioned to capitalise on this emerging trend.

James Ward, Clientshare’s Managing Director, sees a record quarter ahead; the business headcount growing significantly, and the company has recently moved into new headquarters in the City of London.

“With QBRs now front and centre of client relationships we’re able to help companies identify risk of churn and uncover upselling opportunities through the Clientshare software platform. Before this was guesswork; now business leaders have data that helps them focus their attention on the right accounts at the right time.”

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About Clientshare
Clientshare launched in 2017 with a vision to fix client relationships on a global scale. From their very first customer, to their latest enterprise win, they’ve kept their passion for helping B2B businesses retain and grow their most precious asset - their clients. Today 30% of accounts churn for reasons that are within a business' control. In 2021 Clientshare launched Pulse to enable B2B enterprises to increase retention by uncovering accounts at risk of churn and identifying new growth opportunities. The platform digitises the Quarterly Business Reviews process, measures CSAT and NPS easily across all accounts, and provides Risk Analysis Dashboards to help senior leaders make decisions based on data-driven insights. Clientshare is used by 1 in 3 FTSE 100 companies including Compass Group and Mitie.

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