

SKYLINE G

Skyline G **saves time** by relying on SuccessKit to produce **concise and effective Case Studies**.

Situation

Skyline G was creating their own Case Studies. They had internal sales people orchestrating the process and would hire a third party to interview the client.

This process did produce Case Studies, but “the biggest challenge was time intensiveness: facilitating the interviews, distilling down the essence of what our clients are sharing, then going back to them for sign-off on information provided, then going back to their legal to get sign-off on the Case Study was a lot to handle,” shared Milo Sindell, President at Skyline G.

Another issue was that most of the assets they were creating ended up being multi-page Case Studies. Although they had a lot of information from their happy clients, they were struggling to condense it all into a concise, compelling, and easily digestible piece of content.

Solution

Skyline G partnered with SuccessKit to handle the full process of conducting interviews, creating Case Studies, and acquiring permissions.

“SuccessKit provides me with time savings, first and foremost. I can focus on other, more important aspects of my business. Now I don’t have to coordinate the activities of someone creating Case Studies myself,” said Milo.

SuccessKit has also been able to deliver effective, impactful Case Studies in a shorter form.

“We are now able to provide multiple Case Studies to our clients in a way that is concise and easy for them to understand,” said Milo. “[With SuccessKit Case Studies], we’re not asking them to read three to five page documents. They can quickly look at a one page Case Study and quickly identify the value we provide our clients.”



Milo Sindell
President, Skyline G

“ I definitely would recommend SuccessKit. If you’re looking for Case Studies, this is a solid organization to partner with. Our experience has been excellent.”

SKYLINE G

Results + Benefits

Time Savings



With SuccessKit, Skyline G no longer has to invest extensive time and resources scheduling and conducting interviews, gathering permissions, and creating assets.

Concise Assets



SuccessKit's concise, compelling single page Case Studies provide a powerful tool for the sales team to use with prospects.

Excellent Customer Service



"If I need an edit, or change, or modification, or a question, they are hyper-responsive. It is often a matter of minutes rather than hours, which I appreciate tremendously," said Milo.

“SuccessKit provides me with time savings, first and foremost. I can focus on other things in my business.”

Industry

Professional Services

Primary Value

Time Savings

Case Studies Created

5 in 5 Months

