



Treat your Clients as Partners
A Triumphant Approach to sell Domain and Cloud

– Hiren Shah
Founder & CEO

What is the Agenda of our **hosting business**?

- Generate Revenue or ARPU- Average Revenue Per User
- Customer Acquisition



19+ years
Industry Presence



24x7
Tech Support



6000+
Active Customers



40000+
Websites



ICANN
Accredited Domain Registrar



100+
Countries Served

Why it's necessary to transform clients into **partners**?

- Positive clients stay consistent and give repeated business.
- Positive clients lead to growth via word of mouth.
- Boost brand identity and gain abundant audience attention.

(In a nutshell these factors will lead us to fulfill the agenda).



Transforming clients into partners to increase the sales. (Cloud/Domain)

- Satisfied clients help us establish new connections.
- They are open to suggestions regarding product or services.



How to transform clients into **partners**?

- Analyze the pain area of your clients.
- Differentiate what clients want and what they need.
- Solving client dilemma with regards to the product

(These factors create a positive stir and reveals the human side of the brand to the consumers.)



Conclusion

- Personal attention
- Great Customer service
- Delivering the right product (without playing tricks to gain profit)



Thank You



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