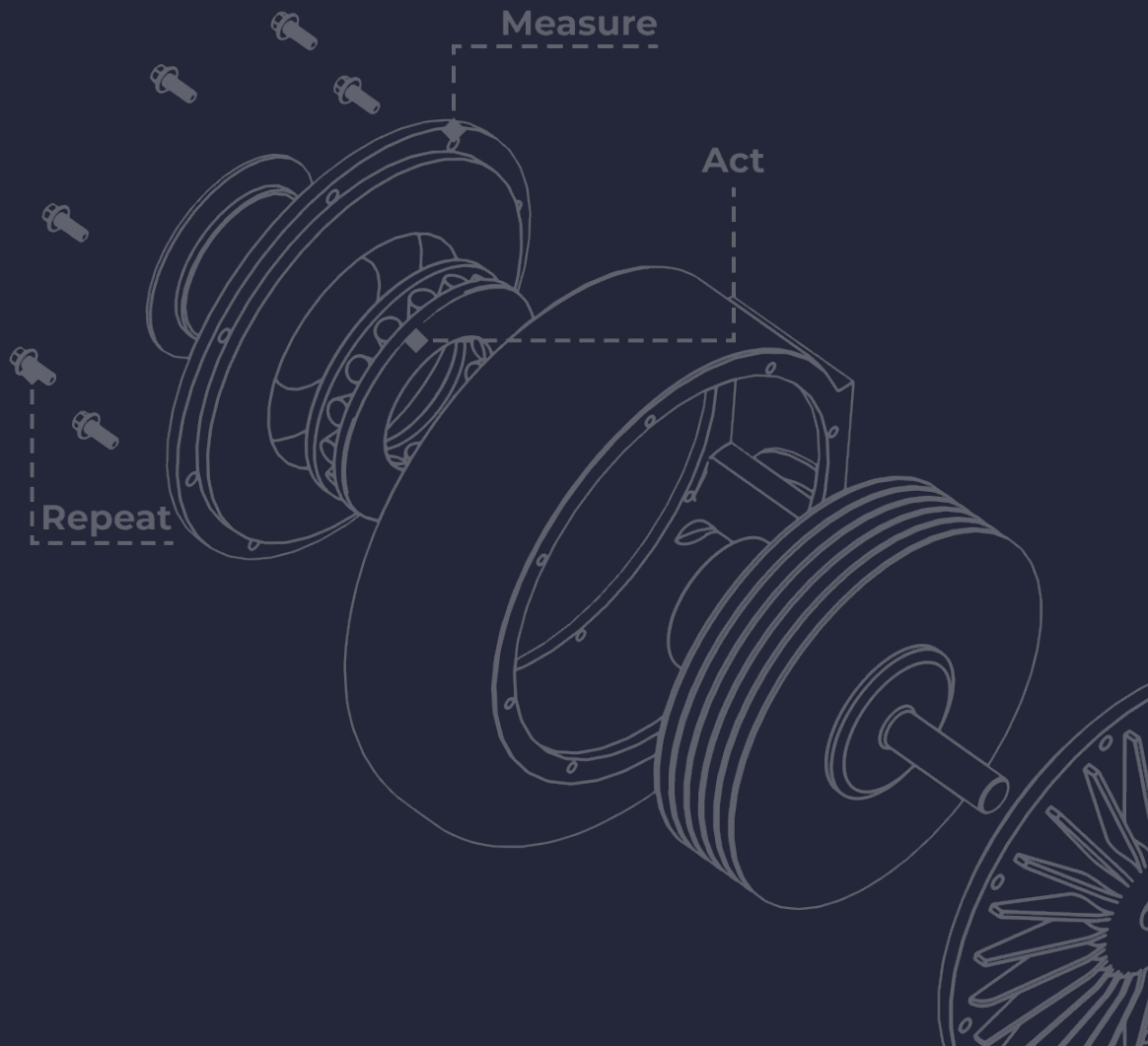# RevPartners

Solving for RevOps:

When to hire vs when to partner

Measure

Act

Repeat

When to hire vs when to partner

50% of CRM implementations fail within two to three years. As go-to-market efficiency becomes a pillar growth strategy, businesses are looking to RevOps to avoid becoming another statistic.

What's the purpose of RevOps?

Growth at all costs is done. Revenue strategies are shifting towards efficiency. RevOps is leading the charge.

Create a single source of truth

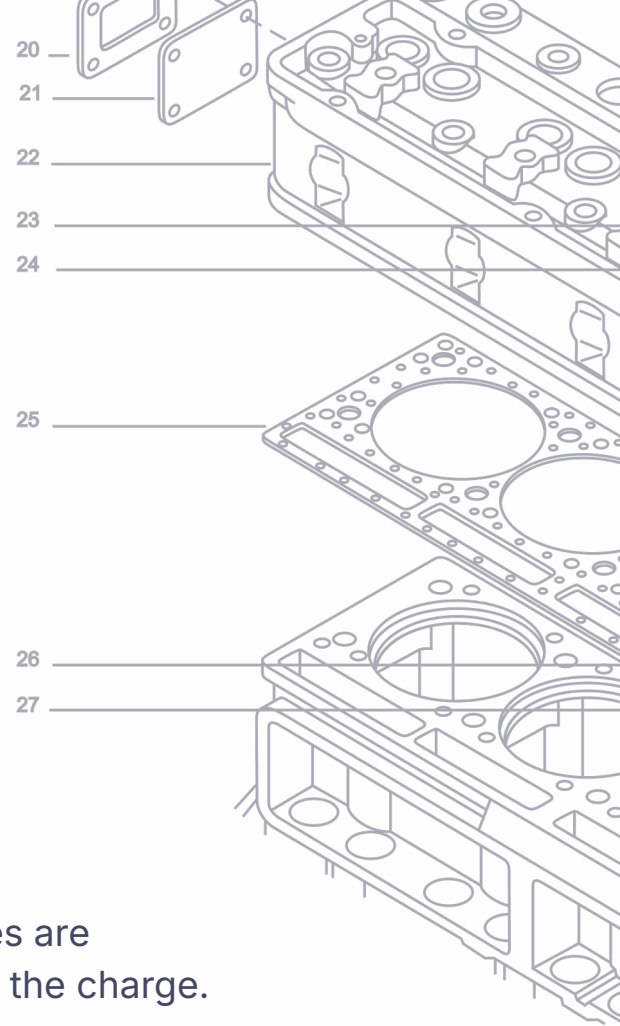Serve as a system of record for customer data & critical business processes.

Drive efficiency

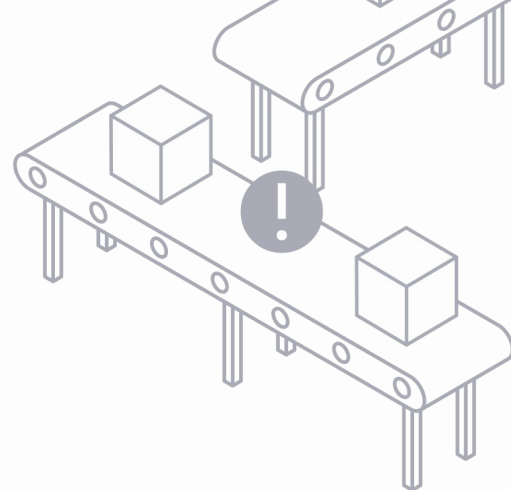Reduce friction and drive efficiencies across teams and users.

Increase visibility

Generate accurate data that drives actionable insights.

Indicators a business needs RevOps

Data Overload

Teams spend more time searching for data than analyzing it, slowing decision-making

No clear KPIs

Struggling to identify and track basic KPIs that reflect business health.

Disconnected data

Information lives in disparate systems, creating gaps and inconsistencies.
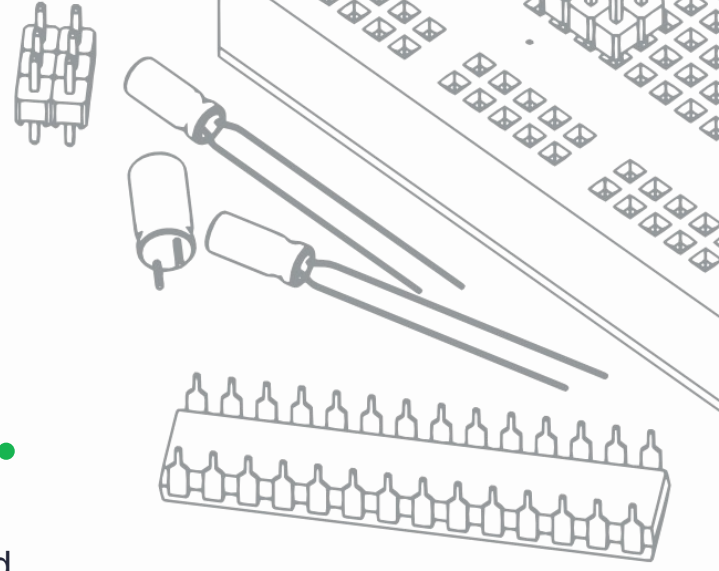
Siloed teams

Sales, marketing, and customer success are disjointed, leading to inefficient go-to-market efforts.

Poor user adoption

Teams aren't using the CRM due to lack of training and poorly defined processes, limiting data accuracy and effectiveness.

Stalled growth

Revenue growth has plateaued, and you're not sure why.

RevPartners

Skills needed

Building an in-house RevOps team requires a diverse skill set, making it rare (and costly) to find someone who can do it all.
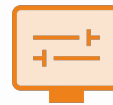
A full team? Even more expensive.

Project Management

Organizing and communicating priorities across teams.

Strategy & data modeling

Strategize & recommend priorities & what needs to be accomplished.

CRM administration

Manage data, workflows, and system updates while creating reporting visibility.

Advanced technologists

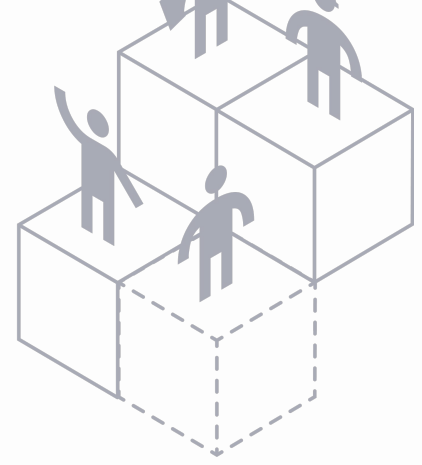Migrations, integrations, and custom development.

Data analysis

Diagnosing key issues and performance bottlenecks.

Developers & CMS

Graphic design, landing page creation, and website development.

Costs

In-house RevOps comes with a steep price tag. RevPartners delivers all the expertise you need—for a fraction of the cost.

Team Structure	Annual Cost
Base team Strategists & Technologists	**$250k - $300k**
Full team (Strategists, technologists, CRM Admin, Data Analyst, Web Dev)	**$550k - $650k**
RevPartners **Full department**	**$100k - $300k**

Why choose fractional RevOps with RP
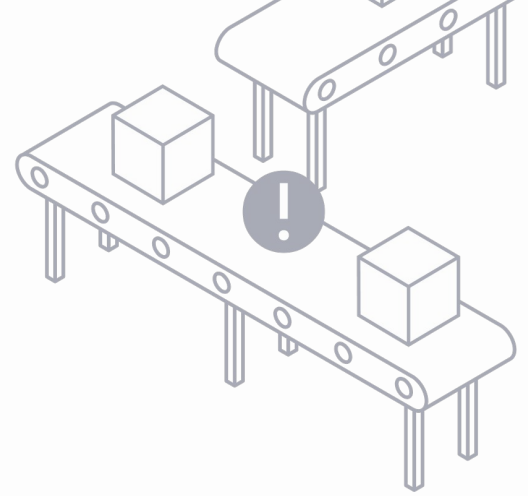
Less risk, more experience

Rather than relying on a few hires to cover multiple roles, you get a full RevOps department with experience across hundreds of businesses and verticals.

Scalability

Our team scales with your business, allowing you to focus on growth—not operational bottlenecks. We adapt to fit any stage, from startup to advanced support.

Objective mindset

Our objective is to hit your goals, not departmental agendas. We ask tough questions: We ask the tough questions: Are you on track to meet your revenue targets? If not, we find out why and deliver clear, data-driven answers.

Product-first approach

Your CRM is not a one-time project—it's a product that evolves with your business. We deliver continuous updates tailored to your growth stage to drive long-term value and user adoption.

Time to value

No months-long hiring process—we start driving results within weeks, delivering quick wins that make an immediate impact on your business.

RevPartners

Revops done *right* is hard. **RevPartners** makes it easier.

Talk to our team to see what fractional RevOps services model can do for your business.

Get started

Measure

Act

Repeat