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ATH Technologies (A) Robert Simons, Jennifer Packard, 2017 *Hardy Process Solutions* Charla Griffy-Brown, Doreen E. Shanahan, 2016 Hardy Process Solutions new General Manager Chris Prazak was caught off guard when sales declined precipitously after several month over month increases While the company was capturing transactional data Hardy business analysts had been unable to forecast sales beyond one week The company had been hovering at about a 30% conversion rate on its sales leads Prazak believed many qualified leads were not being nurtured effectively through the sales funnel However with very little automation supporting their sales processes he had no way to really know As Prazak pondered this problem he realized it was much larger than simply acquiring a more robust CRM This case study examines this topic

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