



ON-HAND HELP

Support your existing business with experienced market data professionals. An extra pair of hands when, or where, needed. Take a look at the table below to see what services are included:

SERVICE	WHAT WE DO?	WHY WE DO THIS?	BENEFITS
Data Sales	Our data sales team will work with vendors and clients to generate sales	Experienced sales resources at a fraction of the cost of taking on headcount	Revenues generated without taking on the risk of resourcing an in-house team.
Account management	Regular meetings and managing the contract rolls	To maximise vendor engagement and generate upsales/reduce cancellations	Retaining revenues in a cost cutting environment
Reporting	We will manage vendor usage reporting and ensure that your finance department are able to manage income	We have experience of reporting expected revenues and management reporting where data revenues may behave differently to core business	Enables you to predict recurring revenues and forecast income reliably
Legal and Governance	Work with your legal team to understand the contracts in place and requirements from those	Your legal and business teams will be aware of dependencies on data and core business	Risk management
New product or policy launch	As your market data business flourishes we will work with you to communicate new policies and product launches	To maximise promotion and compliance	Long term revenue generation
Monthly management report	Using our systems and processes we provide detailed reports of sales and account management functions	So that you know who we are talking to and why and at what stage of negotiations we are at. You will also be aware of issues and concerns throughout the life of the contract	Transparency and peace of mind

Find out more:

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