

How Nexenta Used 511 Enterprises to Help Revamp Process and Drive Sales

About Nexenta

Description

Nexenta is the original market maker and leader in Software-Defined Storage (SDS) for multi-cloud-focused enterprises and 5G and IoT-driven telcos and SPs; with nearly 3,000 customers, 300 partners, 50 patents, and nearly 2,000 petabytes of storage capacity under management.

As their space became more competitive, Nexenta sought to clarify its sales process and proactively build revenue.

“Our overall sales process needed help, and we couldn’t quite find the right process for growth. 511 gave us a cost-effective model with a beautiful learning curve that caused us to be able to close over \$12 Million dollars in new deals.”

Don Lopes
VP of Sales, NEXENTA



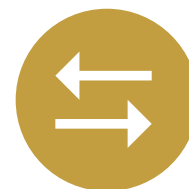
500+

New Sales Opportunities



\$12 Million

In New Closed Deals



\$4.3 Million

In Additional Sales Pipeline