How Kentik used over 100k quality leads from TaskDrive to grow their business

Meet Kentik

Kentik is one of the biggest data platforms that helps businesses turn real-time network traffic data into a valuable asset. Combining comprehensive analytics with business context, Kentik helps optimize performance, reduce costs, and increase revenue.

Challenge

Finding specific people with detailed contact information, or specific technology users.

Solution

- 2 to 5 dedicated Lead Researchers, depending on the number and size of the project
- A Customer Success Manager
- A QA team

Results

- Over 60 projects
- 118k quality leads
- Keeping busy a team of 5 SDRs

“Working with TaskDrive is kinda like having a crew that’s ready to take on any project that we have in mind. It’s like flipping a switch - when we have a big project you just add more researchers at no time.”

Tom Grissinger
HEAD OF DEMAND GENERATION AT KENTIK

Email us
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Schedule a call with us
Book a slot

Call us
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