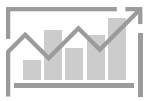


# Ambassador + Home Goods, Services, & Pets

Fast Onboarding, Ultimate Flexibility, and No Broken Promises



When this reputable solar company came to Ambassador in December 2015, it was fresh off a negative experience with a competing vendor. With Ambassador, the company has exactly what it needs and the security of true, end-to-end support.



## BY THE NUMBERS

A Closer Look at the Data

**\$52 Million**

Total Revenue

**17th**

Rank on the Inc. 5000 in 2014

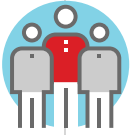
**11,560%**

Two-year growth rate



With Ambassador, there's an incredible commitment to problem solving and delivering functionality that other vendors only claim to offer. As a growing solar power company, we weren't the easiest implementation, but the Ambassador team made it feel easy.

- Marketing Specialist



## THE COMPANY

Since its founding in 2009, this company in the Consumer Home Goods and Services industry, has built up an impressive list of accolades. In 2014, the full-service solar provider was named the 17th fastest growing private company in the country by Inc. magazine. And, soon after that, the company earned Energy Company of the Year honors in the American Business Awards. Now, it is recognized as one of the top residential solar companies in the U.S.



## THE CHALLENGE

When the company started to search for referral marketing technology, it had thousands of happy customers and an offline referral program that was generating new business, but not in a trackable or scalable way. So, the company decided to invest in a referral solution that could automate manual processes and scale results. Initially, the business signed with a lower cost vendor. The team quickly realized they weren't able to integrate that product with Salesforce and their existing commission structure as easily as they had hoped.



## OUR SOLUTION

The solar company then came to Ambassador. Initially, the team was hesitant to partner with another provider, but quickly saw the benefits of Ambassador.

*"After running a manual program and having a negative experience with another vendor, Ambassador was a breath of fresh air. Their platform delivered the functionality our team needed, and Ambassador's effort, competency, and responsiveness was incredible."*



## THE RESULTS

Within five days of signing with Ambassador, the solar provider's referral marketing program was fully operational and the company had the flexibility it needed to customize the program to its unique sales cycle and referral process.