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Using Installed Base Selling to Maximize Revenue Remi Gicquel, Paul-André Lambert, 2019-08-30 There is no such thing as an easy sale. However, selling to an existing customer, whether by refreshing an old product or introducing a new and different product, is often easier, faster, and returns higher margins. Centering your organization's sales strategy on your installed base is a smart and proven way to achieve long-lasting, profitable growth. *Using Installed Base Selling to Maximize Revenue* reveals a step-by-step, integrated approach you can begin using today. Authors Remi Gicquel and Paul-André Lambert show how you can apply this robust and reliable end-to-end solution by illustrating concepts through real-world case studies from Spotify, Hewlett-Packard Enterprise, Nestlé, and more. Full of wisdom fit for the digital era, this book presents the results of the authors' experience and research into current installed base selling processes, identifying from an objective point of view what works and what does not. This book explains fundamental concepts such as the profitable growth paradox, the installed base profit wedge, operational methodologies for managing your installed base selling transformation, and much more. Innovative companies protect and nurture their most valuable asset: their customers and the data that defines them. They put installed base selling at the heart of their sales strategy. Now it's your turn. What You Will Learn: How to maximize the return from installed base customers; Fundamental concepts such as the profitable growth paradox, the installed base profit wedge, and turnkey operational sales methodologies to best maneuver your sales teams; Keys to changing patterns to become a company that can enjoy higher, profitable revenues for years. Who This Book Is For: General Managers, Sales and Marketing Leaders who are eager to transform their business to secure long-lasting profits, and for leaders looking for a pragmatic approach to transform their sales force to harvest the potential of their existing customers. [Raspberry Pi Media Center Guide](#) Barrett Williams, ChatGPT, 2025-05-25 Unlock the Ultimate Home Entertainment Experience with Raspberry Pi Media Center Guide. Imagine transforming your living room into a cutting-edge multimedia hub without breaking the bank. With the Raspberry Pi Media Center Guide, you can turn a simple, cost-effective miniature computer into a powerful media center that rivals high-end systems. Whether you're a tech novice or a seasoned DIY enthusiast, this comprehensive guide will show you how to harness the full potential of your Raspberry Pi. Begin with an insightful introduction to the world of Raspberry Pi and the unique advantages it offers as a media center platform. Learn how to choose the right model and accessories to suit your needs and prepare your workspace for optimal setup. Dive into the core of your media center by installing the perfect operating system and choose from popular media server software options like Plex, Emby, and Kodi. Customize your media experience with unique skins, playlists, and settings that reflect your personal style and preferences. Enhance your audio and video quality to deliver a true cinematic experience and integrate popular streaming services such as Netflix, Amazon Prime, and Spotify seamlessly. Connect external storage solutions, secure your network, and ensure hassle-free remote access. Explore additional dimensions by integrating retro gaming with RetroPie and smart home automation using smart speakers and

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