

Case Study

Growth and Profitability Turnaround of a Mid-Sized Technology Company

The Client

BOXX Technologies is the leading innovator of high-performance computing for artificial intelligence, animation, engineering, architecture, and more. Combining record-setting performance and reliability with unparalleled industry expertise, BOXX is the trusted choice for creative professionals and data scientists worldwide.

The Challenge

Despite BOXX's superior products and service, revenue and profitability had remained relatively flat for 10+ years. With BOXX now owned by private equity, there has been a renewed urgency to accelerate growth and earnings to maximize the company's potential.

How Mentorforce Helped

Mentorforce deeply engaged with the CEO and executive staff, deploying expert mentors across all key business functions and leading several critical initiatives, including:

- Creating a data-based management system
- Building an aggressive sales culture
- Optimizing budgets and spending
- Modernizing demand and lead generation
- Implementing new pricing and compensation models

The Results

27%

Revenue Growth

112%

Attainment of Sales Target

87%

EBITDA Improvement

What BOXX Leaders Say:

“We were able to transform so much faster!”

“Incredibly helpful guidance from true experts!”

“They didn't just *consult*, they *executed*!”



“The ability to access the expertise of world-class executives has been critical for BOXX. Mentorforce works side by side with our team to strengthen results, while mentoring our leaders to ensure any improvements are sustainable.”

Kirk Schell, CEO at BOXX