

WHAT YOU DON'T SEE ...

CAN SINK YOU

UNDERSTAND THE ISSUES BEFORE THEY SURFACE

INTELLIGENCE COUNCIL: 4 PILLARS



Buy-side Research

- 12 annual reports
- 350+ global interviews each report



IRO Research

- 8 annual reports
- Benchmarking



Conferences

- Semi-annual
- No vendors
- Regional Exchanges



Concierge

- Extension of your IR team
- Librarian of our own library
- Rapid Action Research



850+

Reports in the library

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Rapid Action Research Case Study: Management Access

“We hold an annual investor day and because of that, my CEO doesn’t think we need to present at sell-side conferences. I think we should.

Do you hold an annual investor day and if so, how many conferences does your CEO participate in? Please elaborate as much as possible.”

- Jordan, VP of Investor Relations

Rivel Intelligence Council Members



Rivel gathers commentary from 59 Council members in less than 24 hours.

As a result, Jordan was able to walk into the CEO’s office armed with supportive data and anecdotal feedback.

Jordan asks the Rivel Concierge:
“Can you introduce me to the six respondents I highlighted? I would like to discuss with them further.”



Over the next week, Jordan has in-depth phone conversations with those six members.

4.3

Average number of conferences attended in addition to Investor Day

