

# Sento Corp. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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# **Abstracts**

Sento Corp. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between Sento Corp. and its competitors. This provides our Clients with a clear understanding of Sento Corp. position in the Industry.

The report contains detailed information about Sento Corp. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for Sento Corp.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The Sento Corp. financial analysis covers the income statement and ratio trendcharts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your



company's decision-making processes.

In the part that describes Sento Corp. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of Sento Corp. business.

## **About Sento Corp.**

Sento Corporation provides call and contact solution center services for customer acquisition, customer service, service intervention and technical support for an expanded portfolio of organizations. The company's services include self-help, live chat, Web collaboration, email, and telephone. It conducts principal business through whollyowned subsidiaries Sento Technical Services Corporation and Xtrasource Acquisition, Inc.

The Customer Choice Platform is made up of multiple components. Each of these components integrates diverse tools, technologies and services such that both client data and client interfaces are rolled up into a single customer view. Through these CCP components, clients are afforded toolset choices, customers are provided interaction channel choices, and agents are afforded a single view for both the client and customer.

The company's proprietary customer relationship management (CRM) software, known as 'Recite' and other reporting and management tools, when integrated with communications points such as telephone, internet, chat, email, call-back, and self-help, provides solutions designed to help clients improve customer satisfaction. The company owns and operates US Customer Contact solution centers in Utah, Wyoming, New Mexico and North Carolina along with centers in the Netherlands and France. In addition, it uses contact solution center resources in India, Sweden and Brazil on a



contract basis.

#### Services

The company's integrated Customer Choice Platform and customer contact solutions are designed to enable clients to use technology to improve their business processes. Clients rely on Customer Choice Platform methodologies, and customer contact solutions. The company offers two main solutions: Right Channeling for customer acquisition, customer service and technical support; and Service Intervention. It also offers standard outsourced contact solution center services, and professional services. These offerings are described as follows:

## Right Channeling

Right Channeling offering is a multi-channel strategic mix of communications channels, customized for each client based on their needs and industry. The client can 'right channel' its customers to particular communications channels, or give the customer the option to choose. The channels include free phone, fee phone, voice self-service, web self-service, chat (proactive and service/support), forums and email. The company provides clients an inventory of tools through web interfaces. Through Customer Choice Platform, customer specific information is made available to customers. This information provides customers with the option of answering questions and resolving problems without ever going to a live person for assistance. If live assistance is necessary, however, the Customer Choice Platform presents customers with alternatives for live contact options (voice, chat, email or forums). The company provides clients with a variety of fee-based options. By adopting fee-based solutions and methodologies, its clients charge customers for annual service contracts, multi-incident packets, single incidents, or even single minutes of support assistance. Fee-based services can apply to any type of contact, whether delivered by telephone, chat, email, self-help, or a combination of these. Fee-based services can be used to route and prioritize interactions, enabling clients to offer multi-tiered service plans (silver, gold, and platinum). The company, in the case of fee-based solutions, invoices its clients' customers directly using a credit card or 900-number billing system (customers receive an invoice on their telephone bills).

#### Service Intervention

Service Intervention offering reduces unnecessary service claims and product returns. The company possesses knowledge supporting the installation and operation of



universal remote controls.

Centralized Retail Support: The centralized retail support arrangement the company has developed with LensCrafters has the potential of positively affecting the retail environment when store personnel can be freed up from constantly being interrupted by incoming customer phone calls. The company's tec

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.



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# **ANALYSIS FEATURES**

## **SWOT Analysis**

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

## **Enhanced SWOT Analysis**

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

#### **PESTEL Analysis**

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.



# Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

## IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors



integrated into one suggestive model.

# **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

# **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity



# Reputation

# Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?
Rare?
Costly to imitate?
Organized properly?



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