



RepClear has developed a series of case studies designed to help sales leadership clearly understand the value of credentialing support for their representatives.

CASE STUDY #1: Regional MedTech Sales Team Gains Back 40+ Hours Per Month

Client: Mid-sized Medical Device Company

Team: 12 Sales Reps covering 28 hospitals across the Midwest

Challenges:

- Multiple credentialing vendors: Symplr, Green Security, Vendormate, Intellicentrics
- Reps spent 3–5 hours weekly on credentialing tasks
- Missed sales appointments due to expired documents

RepClear Solution:

- Centralized credentialing management and dashboards
- Proactive alerts for expirations and renewals
- Onboarding/offboarding protocols

Outcomes:

- Regained 40+ hours/month in productivity
- Zero missed appointments
- Centralized visibility for Sales Director
- Reduced burnout and higher rep satisfaction

Cost Justification:

- 40 hours/month at \$50/hr = \$24,000/year in reclaimed productivity
- Elimination of missed appointment losses resulted in enhanced revenue