

## Huthwaite International Ltd

**Tony Sharpe, International Director at Huthwaite**, made the following comments when we asked him if he was pleased that they had decided to purchase PowerRetrieve.

*"The answer is an unqualified yes. For us the real payoff has been the ability to find specific information quickly. Just recently, we needed to gather evidence to prove that one foreign company was stealing our IP (Intellectual Property). We had only 28 days to get the evidence ready to make a claim. Not only did we need to find the material we also had to have it translated, so it was a tall order in such a short timescale. I'm pleased to say that we succeeded and it certainly wouldn't have been possible without PowerRetrieve. The last time we had a similar situation it took almost a year to create the case!"*

**Huthwaite International** is a behaviour change consultancy specialising in the area of sales performance improvement. As creators of the renowned SPIN® selling technique their research into sales success spans more than three decades worldwide.