



# ZUNA SOLAR CASE STUDY

"(GTR) helps legitimize you as a company"

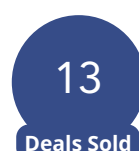
## ZUNA SOLAR

With over 15 years of combined solar experience, Zuna Solar is a family-owned Texas-based company that has a passion for bringing clean and affordable energy to all. With the physical product that is installed, the warranties they offer, and the customer service experience they strive for and provide, Zuna solar continues to provide a world-class product. They serve to empower their customers and employees, making decisions that benefit them.

## SOLUTION

GTR is not only the industry-leading solution for company referral programs, but it also provides tools that enhance the overall organization of a company. The GTR platform provides Zuna Solar customers with a way to monitor their project status, access documents, share their experience online, and refer others. The Zuna Solar company-branded mobile app consistently impresses potential customers and provided their sales team a way to deliver a great customer experience and organize their referrals. GTR provided all the features they were looking for in a platform!

## RESULTS



### \$156K in Sales from their Company Branded App by GTR

Since implementing their own company-branded app by GTR, Zuna Solar has earned over \$156K in sales.

### 16X ROI

With 560 Advocates, 95 referrals, and \$156K+ in revenue, they have a 16X ROI with GTR

### Enhanced Customer Experience

The ease of the referral program management and app features has created a streamlined referral process, amplifying sales and customer service.

## AT A GLANCE

### Their Challenges

- The Need to Build a Strong Referral Program
- The Need to Establish Their Brand New Solar Company
- A Platform to Enhance Customer Service.

### Our Solutions

- Amplified Referral Program
- Professional All-In-One Branded Mobile App
- Customers can easily share their links and write reviews
- Improved Communication and Overall Customer Experience



The app "helps streamline and organize everything for the sales reps, for the company and the customers. You can either spend your time prospecting or you can spend your time leveraging your current sales to generate more sales"



**Dallin Andrus**

Co-Founder & Owner  
Zuna Solar