

From fragmented tools to unified, AI-powered growth: How Blackfeather Digital hit **\$1M** in year one with Vendasta

-  Blackfeather Digital is a Pennsylvania-based revenue enablement agency.
-  Handles everything from brand development through sales enablement.
-  A Vendasta partner since 2024.

-  Build and scale a full revenue enablement agency without hiring a large internal team.
-  Replace fragmented marketing and sales tools with one unified system that provides full-funnel visibility.
-  Improve lead response speed, sales follow-up, and conversion rates while delivering a high-touch client experience.



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Fueling rapid growth and stronger sales results with Vendasta's AI



\$1M

First-year revenue

By standardizing every client with a unified, AI-powered revenue enablement program built with Vendasta.



100%

Client retention rate

By combining a unified tech stack, clear performance visibility, and a high-touch client experience at every stage.



3X

Increase in close rate for an SMB client

By strengthening lead handling with instant AI responses, data-informed coaching, and automated workflows.

Best-selling products



Conversations AI



Local SEO



Social Marketing



Reputation AI



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One system that supports the entire journey, made possible with Vendasta

"Vendasta's platform has been instrumental for us. It's allowed us to centralize everything in one place and give customers visibility into what we're doing, while also enabling them to oversee their own work. Being able to roll out AI to both our customers and our team has given us more time back and made the entire process seamless, from new leads coming in to engaging with customers throughout their journey."

- Brett Prieskorn
CEO & Co-founder,
Blackfeather Digital



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