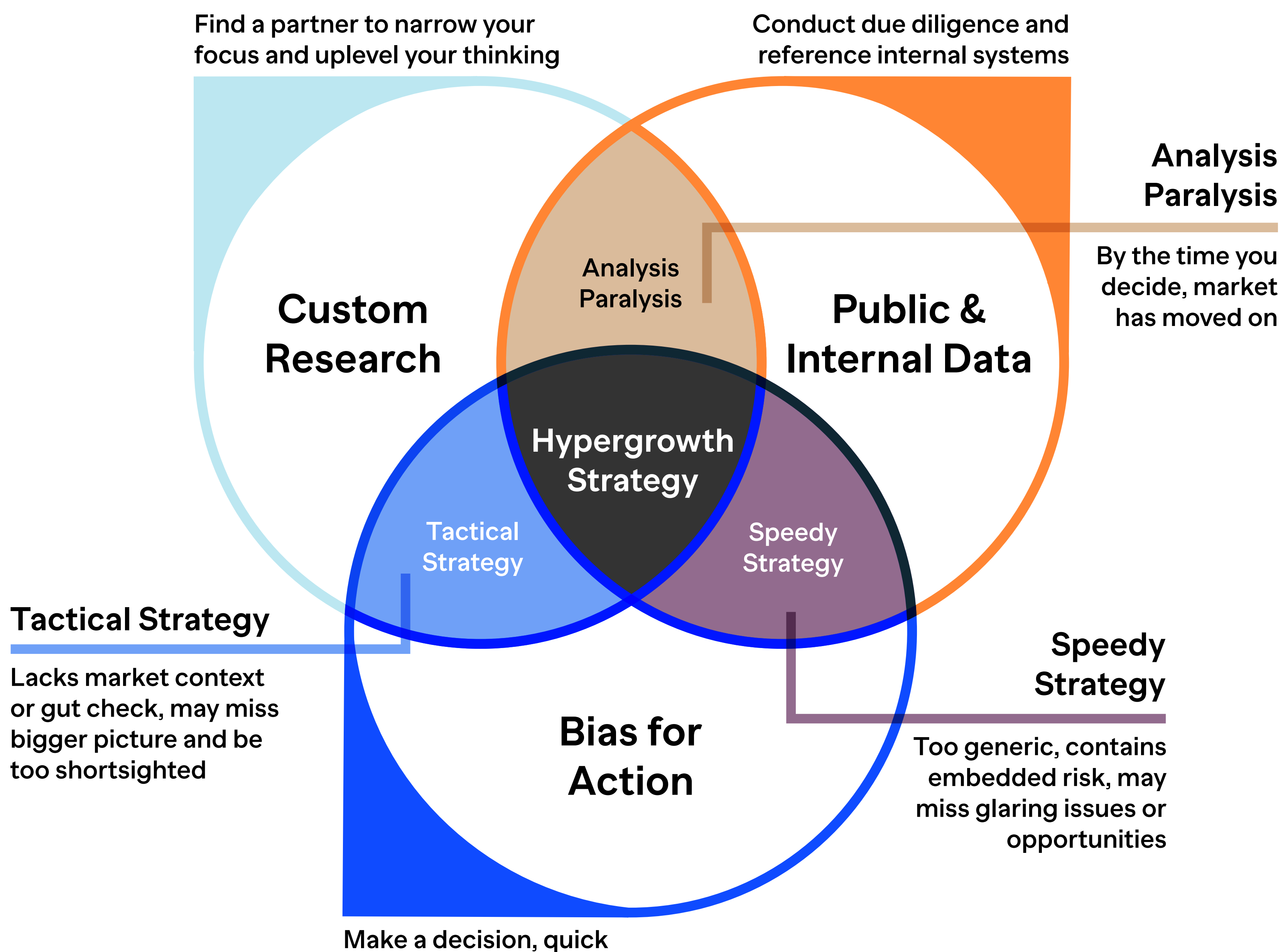


# The Hypergrowth Strategy Framework

Tap into the secret of hypergrowth tech companies: custom B2B research.

As used by Santiago Sanchez, DoorDash General Manager:

“With quickly changing competitive landscapes, we need to grow in a more disciplined way. We’re no longer a scrappy startup; we’re a publicly traded company. Research enables a much tighter focus to our strategy conversations, which ultimately gives us greater advantage. Because when we go too fast - we miss things if we don’t dig into research and surface new insights. Research helps us increase the upside by helping uncover new growth ops and minimizes the risk by providing the ‘right’ certainty in our decisions.”



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