

# How **hot** is your sales information?

sales-i's customers have the **'hottest' sales** and **customer intelligence at their fingertips**, with email and text alerts when anything changes. **Can you say the same?**

Give your sales professionals the edge out there in the field.

Read on for  
**Top Intelligence Tips**  
direct from sizzling hot sales-i  
customers

**sales-i**   
SELL SMART



# sales-i customers share their **Top Tips** for Sales Success

## **Sales intelligence for everyone (not a select few power users)**

"sales-i is so easy to use; we had it up and running in no time identifying gap analysis and product leakage and helping us spot real sales opportunities. I tested it on my own account list first and immediately identified somewhere between \$5,000 and \$10,000 in potential opportunities. We have rolled it out to the whole sales team".

*Allen Saunders*



## **Manual sales reporting is a thing of the past**

"We had a tedious and time consuming, manual sales reporting process which involved downloading reports from our DDMS system and loading into an Excel spreadsheet simply to find out what was going on in our customer base. Our month end reporting took 8 hours; a process we have now reduced to 5 minutes with sales-i."

*Norman White*



## **In the field on cell phones and blackberries...**

"What first caught my attention was that sales-i is integrated into DDMS, that it is available on cell phones and Blackberries and that it provides instant visibility of customer buying behavior... A closer look revealed that is also offers rather cool CRM functionality and interfaces with programs like Outlook and Sales Force. What's more – it's very affordable too."

*Kenneth Henderson*



## **Knowing what you really know (and no guess work!)**

"In 6 days I have learned more about my customers and their buying behavior and history that I could ever have known. From running one simple sales-i alert I identified which customers had not bought from us in 6 months. I made 20 calls and realised 5 or 6 sales opportunities that combined are valued in excess of \$50,000!"

*Dennis Martins*

**Inter Office Products, Inc.**



### **SaaS model – low cost, low risk**

“This has been a very refreshing buying experience and as it is a Web-based product, it is sold and supported that way and that keeps costs low and time to going live, short. It is an easy decision to make and a low risk one as there is no hardware, software or IT infrastructure to worry about.

I would urge all Office Products companies to jump onto an on-line meeting with sales-i and see the system for yourself. It's as simple as that!”

*Clive Katz*

**OFFICE  
CENTRAL**

### **CRM and Sales Intelligence in one system**

“One total powerful CRM and Sales Intelligence solution, built on a Microsoft platform, that gives us the knowledge to drill down to whatever level of detail we need to identify sales opportunities – our sales team loves it.”

*Norma Anthony*



“I have used every CRM there is to use; sales-i is by far the best. Our numbers speak for themselves.”

*Derek J. Hartsfield*



### **Early warning signs of drifting customers**

“Now more than ever, dealers recognize the critical need to sell smarter. And for the past year, I've heard from more and more members about sales-i and how it has made a real impact on their sales performance. sales-i has demonstrated its ability to deliver results for dealers and TriMega is very excited to be able to bring their customer intelligence service to our members”

*Michael Morris*



### **Boosting old/new product line sales**

“Last week we promoted janitorial to those customers that have not purchased janitorial items from us. In the 6 days of the month, we have nearly sold as much janitorial items as we did all of last year!. This is great. You keep on keeping on. Keep it up”

*Chuck Firmin*



**MAN UNEARTHS  
\$50,000  
WORTH OF SALES  
from just ONE sales-i Alert**

Dennis Martins doesn't use a computer very often, he hasn't had any sales-i training, yet after only 6 days of investigating customer sales and applying ONE sales-i alert, he has unearthed \$50,000 worth of sales opportunities -

To learn more telephone:

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