Press Release

perform IT presents a fast and simple software for a more successful MPS-Sale

More convincing argumentation by analyzing potentials using SalesDrive4Sales

Nürnberg, 20.03.2017. perform IT, one of the world's leading providers of software solutions for analyzing and optimizing printer infrastructures, is presenting a slimmer version of its successful consulting software mySalesDrive.com at CeBIT 2017. The new solution has been developed for sales representatives who are active in the field of printer hardware and want to uncover additional sales potentials through well-founded negotiation - and thus also generate more orders.

Under the name SalesDrive4Sales, the cloud-based solution, for the first time, enables fast, easy analysis and optimization of existing printer infrastructures with up to 15 devices. This, on the one hand, makes it possible to uncover cost savings on the end customer side, and, on the other hand, new sales opportunities for the consultant by improving the process flow.

More sales on account of more knowledge

The software is based on a database of more than 77.000 data sets for approximately 20.000 devices - printers, scanners, faxes and multifunctional devices - as well as approximately 57.000 different consumables and options. "Figures that a person cannot have at hand", says IT Managing Director Armin Alt. "Now they can easily be used easily for analyzing the printer park, which happens completely automatically and in the background".

For this purpose, the sales representative only enters two parameters into the software: device name and page volume.

Deposited in SalesDrive4Sales are countless experience values and information such as power consumption, CO_2 emissions, operating costs of the printer infrastructure, utilization of the systems or the number of required cartridges, as well as process costs in procurement and stockpiling resulting from this.

These results can be considered then for the further consultation together with the customer and serve as a basis for the development of optimization concepts for the internal processes.

This has several simultaneous advantages. The most important: the sales representative is no longer recognized as a salesperson, but as a consultant. In addition, the negotiation on the basis of well-founded figures is much easier and offers can be tailor-made in consultation to the needs of the customer.

The use of SalesDrive4Sales pays off: Customer- and prospective customer-appointments can now be significantly more efficient, the creation of proposals and the conclusion of contracts can happen more quickly and efficiently.

(In case of publication copy or link requested)

About perform IT
perform IT is a leading international provider of intelligent MDS (Managed Document Services) solutions. They are used by manufacturers of printers and MFPs, office supplies and technical equipment dealers as well as providers of software and consulting services in the field of printing. The focus is on the optimization of existing printer infrastructures with regard to various parameters, such as costs, process flow, capital commitment or environmental aspects. The software solution mySalesDrive.com is used by consultants and sales professionals from all over the world. More than 1.3 million devices have already been processed by the system. The characteristic is the combination of decades-long consulting know-how in the field of printer landscape optimization and the most modern, cloud-based technologies, as well as a comprehensive database.
www.performIT.net

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