

ACCELERATE REVENUE GROWTH

ELIMINATE TIME WASTERS AND GENERATE MORE TIME TO SELL



WITHOUT LEAD-TO-CASH, YOU ARE WASTING VALUABLE TIME



AT DESK



Beginning of day... check emails, review CRM, set appointments, review pricing, new products, updated marketing, offers and discounts...
wasting a lot of time.



WITH CUSTOMERS



With a customer - starting from scratch... learn what they want or need, then process a paper transaction, gather stacks of forms throughout the day and return them for signatures.



BACK AT DESK



End of day... catch up on emails, enter customer data, check on order fulfillments, payments and renewals, then email colleagues about pricing, quotes and product availability.

LEAD-TO-CASH IS FASTER & EASIER THAN PAPER TRANSACTIONS



LEAD-TO-CASH = MORE SALES

Close more deals in less time. On average, salespeople gain 22% of their time back when they exercise a Lead-to-Cash solution, such as FAST and Salesforce.

- **No post-sale data entry:**
Forms are electronic, therefore the sale is completed while you're with your customer and they can sign electronically
- **Customer history at your fingertips:**
Know when and what your customer typically purchases
- **Pricing is fair and accurate:**
Know the customer's price sensitivity and get the best deal for the company
- **Bundles and upsell options are automatically provided:**
No need to operate off of product catalogue memory
- **Inventory and delivery knowledge are available:**
Set expectations with your customer on the spot