

10 REASONS YOUR BUSINESS DOES NOT NEED A WEB BASED SALES TOOL

(or WHY you might really NEED one!)

1. My company only sells one product.
2. We sell very distinct products like screws, nuts and bolts so nobody will ever pick the wrong item.
3. We can hire as many application engineers or sales associates as we need; they instantly understand our business and are productive immediately.
4. We don't sell service parts or accessories.
5. We don't like to up-sell or increase the size of our deals.
6. Our product line is not visually interesting.
7. We already have a quoting tool (paper, Excel, the ERP system) that works great, there is no need for our customers or sales partners to access it.
8. The cost of sale for every part number and the demand on every part is the same creating no need to try to reduce the costs on specific part numbers or products.
9. We NEVER lose a quote in our system and our customers ALWAYS get exactly what they ordered.
10. We will ALWAYS be able to visit my customer in person so there is no need for an online sales tool.



Okay, maybe you really DO need one!



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