



Managed Document Services in daily business

Quick. Simple. Precise.

About mySalesDrive.com (SalesDrive)



mySalesDrive.com is the third generation of an industry-specific solution to analyze and create proposals in the field of Managed Document Services. This web based software has been awarded several prestigious awards and is used worldwide. Up to this present time more than 1.5 million devices have been analyzed and respective new concepts have been continuously developed as well as calculated in the software.

The highlight of SalesDrive is its modularity, that is, the design is so flexible that each user can work with it very quickly and simply with a few clicks. The more know-how is available, the more functions can be unlocked and a precise evaluation can be created.

User groups

We distinguish the following user groups

Owners / Sales Managers

Forecast, prospect planning and project monitoring

Salespersons

Quick and easy operation to determine the budget at the customer's site

Project Managers / Consultants

Precise and comprehensive function with room planning, process cost determination, Offer modelers and many more



SalesDrive 4 Management

Users

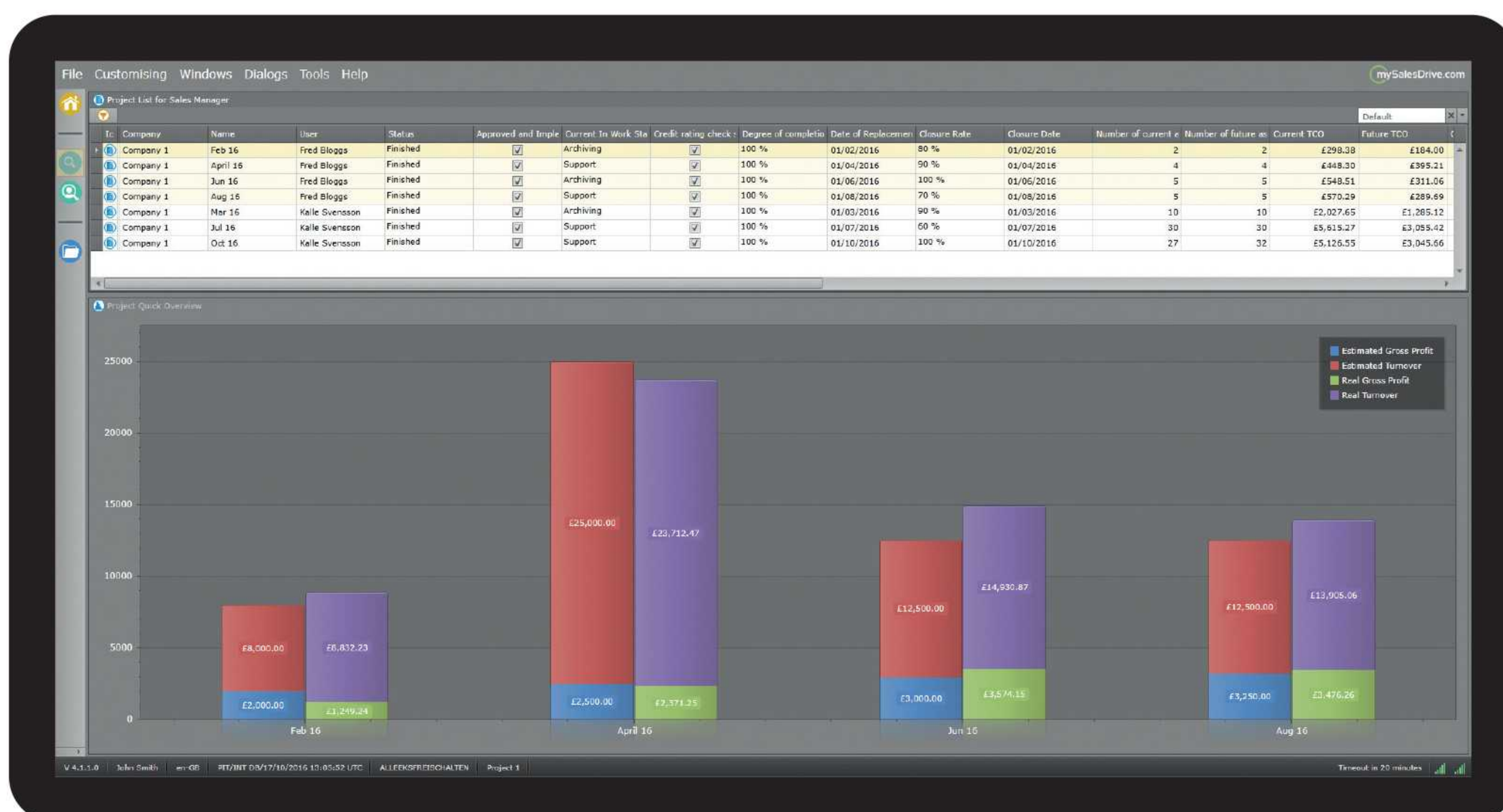
Owners / Sales Managers

Target

Overview of the projects of all sales persons and consultants

Results

- a) Forecast of turnover and gross profit for hardware, service and solutions
- b) A thorough overview of groups and teams
- c) Final statistic with target reaching
- d) Overview concerning purchase planning and warehousing



Customer quote / Sales Management

„Sensational – quick overview – from each location and at any time! Always at hand: the turnover situation, completed orders, the forecast as well as proposal activities and level of deals achieved by each sales person!“



SalesDrive 4 Sales

Users

Salespersons

Projects

End customers with 1 to 5 devices

Target

Quick and easy result evaluation

Results

Evaluation of the current costs at the customer's site (budget)

Creation of a customer-related proposal (comparison)



Process

Input of 2 indicators to evaluate the current situation

- 1 Device name
 - 2 Page volume (meter reading)

Automatic output of the following information by SalesDrive



-
- The diagram consists of five numbered steps arranged in two columns. Each step is represented by a light gray rounded rectangle with a darker gray number in the top-left corner. The steps are as follows:
- 1** Monthly costs at the customer's site = budget for solution
 - 2** Overview page volume
 - 3** Annual requirements of supplies relating to
 - a) Costs
 - b) Number of cartridges / drums
 - 4** Environmental aspects relating to
 - a) Costs
 - b) Kwh
 - c) CO2 emission
 - 5** Technical functions of the current devices

Customer quote



SalesDrive 4 Consultants

Users

Project managers / Consultants

Projects

Middle-sized and bigger consulting projects

Target

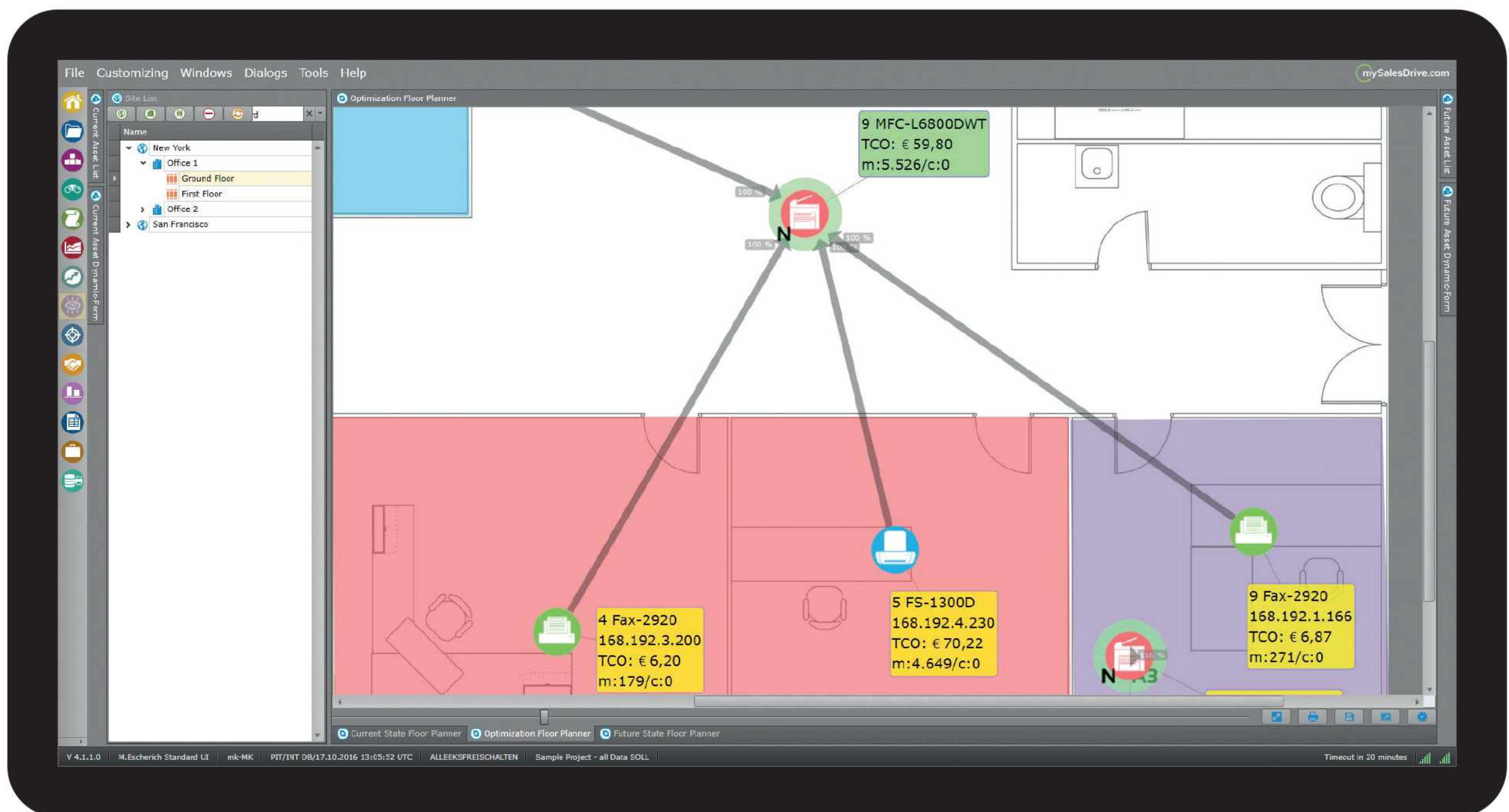
Precise evaluation of results containing many details as competitive advantage

Results

- a) Comprehensive presentation of the current situation at the customer's site, including room planning, costs, process flow, etc.
- b) Creation of an own concept for the customer with solutions and process optimization at his site



Process



1

Data collection using
a) iPad offline on-site
b) Import from fleet management
c) Manual input online

2

Contract management concerning
the current situation

3

Visual presentation of the current
situation using room planning

4

Visual presentation of the new
future situation using room
planning

5

Configuration and calculation of
the concept including solutions

6

Presentation and optimization of
the process flows at the customer's
site

7

Extensive reporting using diagrams,
roll out lists, expertise, etc.

Customer quote

„With the software the working on complex projects is
5 times quicker, easier and the documents for the concept
are much more professional!“





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