



QuickQube

Q: What is QuickQube?

A: QuickQube is an automated Sales process System designed for the office moving sales person. The program collects, stores, manages and calculates all data concerned with a commercial move estimate. By computerizing this task there are many valuable benefits for the salesperson, operations, customer service, clients and agency owners.

Q: Why did you develop the program?

A: A large commercial mover was looking for a program to help the sales staff become more automated and therefore more productive. In looking through the industry, they couldn't find anything that was acceptable or met their needs. After a discussion with Solutions On The Go it was determined that there was an industry need for such a program and development began.

Q: Who is responsible for the Development?

A: A team of experts was put together to develop the program. J.J. Krukenkamp from King Office Services, a Southern California Commercial Moving Company, heads up the industry team for the content of the program. The developers Dave Dunlap and Hari Dudani from Solutions on the Go and a group of programmers with many of years of collective experience in mobile computer solutions make up the rest of the team.

Q: How is this important to me as an Agency Owner or Sales Manager?

A: There are many, many, many advantages to the QuickQube software program. One way that QuickQube can benefit your company is by giving you automated control over rates, estimate parameters, and procedures that are utilized by each salesperson using the system. An Owner/Sales Manager can setup and control this data to insure the entire sales staff is providing consistent information to all clients. Other benefits include:

- When used as a mobile estimating tool, QuickQube can reduce travel time and costs, giving your sales staff a tool to reduce fuel expense and eliminating the need for increased car allowances.
- QuickQube will increase a salesperson's efficiency by reducing the time required to produce estimates and work orders. This time can then be reinvested in prospecting and closing new business. QuickQube will also improve a salesperson's closing ratio, again leading to an increase in sales production.
- By using predefined templates for move proposals and work orders QuickQube significantly increases the consistency of information provided to clients and to operations. This eliminates costly errors caused by communication gaps between the salesperson and operations. Clients get what they were promised.



QuickQube

Q: How is this important to me as a Moving Sales Person?

A: The software was designed with you in mind. Once you learn the functions of the program you will spend substantially less time doing the paperwork that's involved in your job. Move proposals are reduced to being prepared in minutes. Complicated move plans can be auto generated. Work orders are processed in the software and reduce the time and effort needed to complete them.

The program becomes your automated assistant helping you to remember all the details as you go. When you estimate the job, there are screens that prompt you for access information, there are defaults that help you remember additional services and labor as you go. Have you ever forgotten a crate for that glass table top? Not anymore! Once configured correctly, every time you select a glass table top, the crate will be included.

Time is money and this program will give you plenty of that back. It's up to you of how you spend your new found time.

Q: What hardware is required to run the program?

A: QuickQube runs on any PC based system. It can be loaded on your desktop, laptop, or tablet PC. If you want to use the mobile estimating function, you will need a tablet PC. Our recommendation is to start with it on your laptop and then gradually move to a tablet once you get the hang of it. Tablet PCs run from \$800 to several thousand depending on the options. QuickQube works well on any of them.

Q: How & where do we buy the program?

A: Please call us at (866)526-9641 or visit the Partners section of our website at www.solutionsonthego.com for information about where to purchase QuickQube

Q: How long does it take to cost justify the investment in the software program?

A: It all depends on your sales statistics. A sales person booking \$500,000 a year will take longer to cost justify the program than a sales person booking \$1,500,000.00 per year. How much of your business is account type moves vs. project type moves is also a factor. After crunching many sales people's statistics, we know that it typically takes between one month and around 8 months to pay for the software in time saved by using the program.

Q: Are there other automated estimating systems that compete with QuickQube?

A: There are no commercial applications that compete with QuickQube. There are a few inventory options in other software for office moves however, none come close to the completeness of QuickQube.



QuickQube

Q: Can more than one person use the program at a time?

A: We license the program for each computer, but it could be shared by several users.

Q: Will the program integrate with our existing software

A: QuickQube has been programmed utilizing all the new modern database configurations and languages. This simply means that it can be programmed, at an additional cost, to integrate with any modern database program you may have. You can link it to your current dispatch system, accounting system, or Sales CRM program. We will be happy to provide you with a complimentary consultation on what it will take to get you hooked up if you feel this is needed.

Q: What kind of training is included with the program?

A: Upon purchase of the program, a Solutions On The Go representative will work with you on the phone and over the internet to get you up and running. We then will offer monthly web meetings to go over varying topics. This training is included in your annual maintenance fee and will be ongoing. You simply sign up to be included, we give you a pass code, and you attend the meeting over the web. You will be able to ask any questions and if you need a little extra time, you can sign up for personalized web instruction with Solutions on the Go. The user community is growing fast. We will be holding user group meetings where you can come and get personalized training. Exact times, dates, and locations are yet to be determined.

Q: Can we use our own methodology of estimating?

A: The beauty of QuickQube is it is fully customizable to your needs. You are not stuck with our methods of estimating. The program can be set up to incorporate your methodology, your proposals and work orders, etc. Once the setup is completed you are on your way using familiar looking data.

Q: Do you have current Users that we could contact for a reference?

A: Absolutely, please call us at (866)526-9641 for a list of references.

For more information about QuickQube™, or to find a Reseller in your area please visit www.solutionsonthego.com or call us toll free at (866)526-9641.