



Why O&I Sales Reps Need QuickQube

Makes you more efficient – QuickQube takes you through whole job, from the job walk through proposal generation and preparation of your work orders. It streamlines the whole process. QuickQube will cut your proposal and workorder preparation time by 60% or more and eliminates costly errors. You'll spend a lot less time "cleaning up" and a lot more time out selling.

Increases client confidence – QuickQube provides your clients with a high level of comfort, both with you and your company. When the client sees you using QuickQube he thinks: "This guy knows what he's doing. He'll give us an accurate bid if we give him accurate information."

Builds successful estimating habits – QuickQube keeps you focused and organized. You'll gain a level of consistency in your estimating process that's otherwise impossible to achieve. QuickQube leads you through the estimating process the same way each time. You set things up once they way you want them and they're automatically there every time. You don't have to remember that it's 3 minutes to pack a box, or 4 minutes to pack a shelf, or how to calculate how many carts it takes to move 250' of shelf contents. QuickQube remembers all that detail for you. QuickQube keeps you from making costly mistakes. No more "Oops, I forgot to include that crate for the glass conference table." Or, "what do you mean I didn't include that 20 hours of labor to gang and level those file cabinets?" Those days are gone forever.

Keeps valuable historical information right at your fingertips – If you need some information about a proposal you did two years ago with QuickQube, you've got it in seconds – survey sheets, origin and destination addresses, access issues, pricing, etc. It's all right there in QuickQube. You can build reference lists in seconds – who you moved in or out of a building, all the jobs you did that had pushes over 400 feet, every job where there was an elevator transfer, jobs you did that shelving installation, and much, much more.

Eliminate chargebacks – You'll earn 5 to 10% more on the same volume of business because with QuickQube you'll eliminate errors and omissions that lead to costly chargebacks.

Increase your closing ratio – QuickQube gives you the WOW factor advantage and differentiates you from your competition. You're using the latest and greatest technology; the other guy is using a pencil to make hash marks on scraps of paper. For many smaller moves you can present your proposal and try to close the business while you're still on site after the job walk. Even if you can't, you'll be able to get back to your client in a timely manner because your proposal is already well on the way to being done.



Why Owners and Managers Need QuickQube

Quality and consistency of information given to Operations – With your sales people and project managers using QuickQube, it's easy for them to supply Operations with a detailed list of what's moving, itemized by floor, by department, by building, by day, by phase, however it needs to be broken down. Everyone in your commercial sales department can provide Operations with similar computer generated documents – inventory printouts, work orders, etc.

Consistent pricing – Normal rates, overtime rates, and contact rates can all be configured in QuickQube. You set them once and that's it. No more having to remember things like "What do we charge XYZ Company for crates?" Or, "What do we charge ABC, Inc. for Modular Installation labor?" Rates for all your services and products are there in QuickQube and all your sales reps are using the same set of rates.

New O&I sales reps can be productive almost immediately – QuickQube is like having a commercial sales rep with 25 or 30 years of experience inside your computer guiding you through the estimating process step by step. QuickQube let's you leverage your best commercial sales reps' knowledge and experience by providing an efficient way to transfer it to your other sales reps and project managers.

Get the most from your experienced O&I sales reps – Less experienced sales reps and project managers do a walk-through and then email all the details about that job to a senior sales rep. The more experienced rep can then use that information to generate the proposal himself, or he can make any needed changes and email the job back to the other rep and let him follow up on it.

Quick access to sales management information – It's quick and easy to see in QuickQube what's been booked, what jobs are pending, and what jobs were lost. If you want to drill down on any particular job and get more detail, all it takes is a double click.

Do more with less – QuickQube makes your sales reps more efficient. Their revenue will go up because they'll spend less time generating proposals and workorders and more time out selling. Margin on their jobs will go up because QuickQube eliminates costly errors and omissions. Their closing ratios will go up because QuickQube gives them a strong competitive edge.

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.