

Help your customers to decide

If your sales people have to help your customers make a choice between similar offerings from competing suppliers, we have the technology to give them the edge that they need.

Our client, a market-leading manufacturer of office equipment, encouraged its network of technology partners to develop a range of software solutions that would run on its multifunction systems (MFPs).

The idea was to add value to its MFPs and open new sales opportunities by making them capable of automating routine manual tasks, such as scanning supplier invoices direct to the accounts department, for example.

The initiative was so successful the manufacturer soon had a range of solutions to offer its customers. Inevitably, some solutions had similar capabilities and the company's sales teams were spending valuable time trying to find the exact fit for their customer's requirements.

Signals was able to develop a secure online system which gives the sales person a direct, feature-for-feature comparison of every software application. It lets sales people cut through the sales 'hype' to make an unbiased recommendation based on the customer's exact and individual needs.

The customer gets what he needs and the salesperson gives confident, evidence-based endorsements every time.

Software Solutions Selector
v1.0.02

Document Scanning	Document Faxing	Cost Control & Document Security	Document Management	Device Management	Output Management
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Welcome to the Software Solutions Selector

The purpose of the Selector is to help you better differentiate between the numerous software applications available in the Xerox solutions portfolio today.

The Selector allows you to:

- Filter solutions by the software features your customer needs
- Filter by your customer's industry and device environment
- Compare Solutions side by side

To begin, select one of the segments to the right. You will immediately be asked to set your customer's profile.

- Select your country (required).
- Set the rest of your customer's profile (if desired).
- Click 'Apply' to set and begin.

Document Scanning
Transform, edit and securely distribute digital documents.

Document Faxing
Take control of your fax traffic.

Cost Control & Document Security
Track and manage device usage such as printing and copying, and enable charge-back for usage.

Document Management
Easily store, archive, find and share your documents.

Device Management
Manage, monitor and optimize all of your printers and multifunction printers.

Output Management
Create personalized marketing materials and transactional documents, as well as print in the SAP environment.

Benefits at a glance

- Conduct feature-by-feature product comparisons
- Make sales based on factual evidence
- Spend less time researching alternative solutions
- Quickly find the solution that's best for your customer
- Identify upselling opportunities

Interested?

If you think that a similar solution could make it easier for your customers to do business with you, call us now on

01491 571 812 or [click here](#) to send an email to our Client Services Director, **Alastair Paines**.