ACCELERATE REVENUE GROWTH
ELIMINATE TIME WASTERS AND GENERATE MORE TIME TO SELL

WITHOUT LEAD-TO-CASH, YOU ARE WASTING VALUABLE TIME

BEGINNING OF DAY...
- Check emails
- Review CRM
- Set appointments
- Review pricing
- New products
- Updated marketing
- Offers and discounts
- Wasting a lot of time.

WITH A CUSTOMER - STARTING FROM SCRATCH...
- Learn what they want or need
- Process a paper transaction
- Gather stacks of forms throughout the day
- Return them for signatures

END OF DAY...
- Catch up on emails
- Enter customer data
- Check on order fulfillments
- Payments and renewals
- Email colleagues about pricing, quotes and product availability

LEAD-TO-CASH IS FASTER & EASIER THAN PAPER TRANSACTIONS

LEAD-TO-CASH = MORE SALES

Close more deals in less time. On average, salespeople gain 22% of their time back when they exercise a Lead-to-Cash solution, such as FAST and Salesforce.

- No post-sale data entry:
  Forms are electronic, therefore the sale is completed while you’re with your customer and they can sign electronically.

- Customer history at your fingertips:
  Know when and what your customer typically purchases.

- Pricing is fair and accurate:
  Know the customer’s price sensitivity and get the best deal for the company.

- Bundles and upsell options are automatically provided:
  No need to operate off of product catalogue memory.

- Inventory and delivery knowledge are available:
  Set expectations with your customer on the spot.

ACUMEN SOLUTIONS