



INCREASE PROFITABILITY WITH A CRM DESIGNED FOR MANUFACTURERS REPS

As the owner of a manufacturers rep agency with multiple product lines and reps, you need a system that ensures you are hitting deadlines and following up with customers. Making the shift from paperwork and spreadsheets to a customer relationship management (CRM) system is an easy transition that can significantly increase your profits.

“You can easily track all types of sales data over multiple, distinct geographies and run pinpoint reports to track how your business is doing and properly grow it.”

–Will Boardman, APEM



Reduce Reps' Admin Time & Increase Sales

Because a CRM tool stores names, addresses and project details in a single database, face-to-face meetings become infinitely more productive. You'll be able to work with your manufacturer to handle any pending needs on the spot by pulling up an app on a smart device. Reps can view historical information in real time and keep the project moving forward rather than waiting to get back to the office to look up needed data.

In addition, reps are proactively prompted about follow-ups and are able to view order information, submittals, contract amendments, change orders, associated emails and attachments 24 x 7. Bid Track Sell will keep you and your team organized, efficient and productive while helping your agency and your manufacturers improve profitability. With market and business information immediately accessible, your team will become the go-to experts for the brands you represent.

Review Sales Data in Real Time

For owners and sales managers, reporting and analysis have never been as easy as they are with automated reports and dashboards. Pre-programmed reports track win/loss ratios of manufacturers, products, and customers so you can easily see which products are selling and which customers are buying - in real time.

With Bid Track Sell reporting, you can quickly track commissions and project monthly income. Keeping track of multiple product sales and reconciling sales reports from various manufacturers is fast and easy. The benefit is having an overview of your entire company in one place accessible 24 x7 anywhere you have internet connection.

Increase Profitability

Companies commonly report increasing sales revenue and slashing operating expenses with a new CRM implementation. Bid Track Sell enables you to get rid of files, folders, paper, toner, ink, and all the other sundries associated with paper filing systems. Some agencies are able to downsize their office space or reduce the need for administrative staff.

Put your business data in a safe, secure place – right at your fingertips. Everything you need to know about your business, reps, customers and manufacturers is accessible through your PC, tablet or mobile device. In addition, some manufacturers are starting to require their direct and independent rep agencies to use a CRM so they can receive data further down the sales chain relating to material purchases required to fulfill orders.



AppExchange Program
PARTNER

Calculate your Return on Investment (ROI)

Bid Track Sell helps independent manufacturers rep agencies easily access and use their business data to transform their businesses. It helps reduce costs and improve win-rates, enhancing the overall value of the business. To find out how much more efficient your agency can be, enter your information into the ROI calculator below.

Equals 6 BTS Licenses

Time lost dealing with paper and files.

Because your paper and file system did not remind you to follow up.

Equals 97 BTS Licenses

| ROI CALCULATOR | | YOUR COSTS |
|--------------------------|-------------------|------------|
| Copy Paper | \$30.00 | |
| File Folders | \$15.00 | |
| Toner | \$50.00 | |
| Color Ink | \$25.00 | |
| Copier Maintenance | \$40.00 | |
| Paper Clips | \$2.00 | |
| Staples | \$3.00 | |
| Staplers | \$1.00 | |
| Staple Puller | \$2.00 | |
| File Cabinets | \$25.00 | |
| Space for File Cabinets | \$40.00 | |
| Labels | \$5.00 | |
| Sticky Notes | \$5.00 | |
| Total (Per Month) | \$243.00 | |
| <i>Additional Costs</i> | | |
| Lost Time | \$100.00 | |
| Lost Sales | \$1,000.00 | |
| Admin. Person | \$2,500.00 | |
| Total (Per Month) | \$3,843.00 | |

Increase the Value of your Manufacturers Rep Agency

[Check out the free trial of Bid Track Sell today so you and your reps can eliminate wasted time and start increasing sales revenue and profitability.](#)

Register for a [free trial](#) and see how Bid Track Sell can transform your business.



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