

Press Release

In sales the Compass Group relies on the new software of perform IT

Digital sales support for efficient sales time

Nürnberg / Overath, 20.03.2017 The Compass Group, an association of regional leading German system houses and managed print services specialists, has been using the new DPO4Sales software solution from the Nuremberg based company perform IT since January. Up to now, more than 200 sales representatives from the affiliated member companies have been equipped with it. DPO4Sales enables a quick analysis and optimization of the existing printer infrastructure - and on the one hand, the detection of cost savings on the end customer side, on the other hand new sales opportunities for the consultant by improving the process flows. With this step the Compass Group once again underlines its technological pioneering role in the industry.

Easy entry into the consultancy function

" DPO4Sales enables our sales representatives to meet their consulting role more efficiently," Compass Managing Director Dirk Henniges, explained the decision to introduce the software "Such a comprehensive analysis with first solution approaches has so far only been possible with a great deal of effort. Consultants, however, are perceived by the customer quite differently - as a partner on the same level. This looks very promising. More customer loyalty, more confidence and –medium term- more sales. "

Together, the sales representative and the customer can evaluate the analysis results and coordinate the further proceeding. Advantage for the sales department: offers can be tailored to the needs of the customer and new potential for improvement can be developed together.

The DPO4Management module from perform IT was also launched. This enables the responsible sales managers to gain a quick overview of the employees' projects - for example the current sales situation, the offer activities, completed orders or the conclusion strength of the sales staff. Sales forecasts and purchasing planning can also be derived with the help of the tool.

First conclusion of the Compass sales staff, who already use DPO4Sales:
extremely easy to handle and impressive in effect at the end customer. New
contracts can be completed much faster and on a more professional basis. *(In
case of publication copy or link requested)*

About perform IT

perform IT is a leading international provider of intelligent MDS (Managed Document Services) solutions. They are used by manufacturers of printers and MFPs, office supplies and technical equipment dealers as well as providers of software and consulting services in the field of printing. The focus is on the optimization of existing printer infrastructures with regard to various parameters, such as costs, process flow, capital commitment or environmental aspects. The software solution mySalesDrive.com is used by consultants and sales professionals from all over the world. More than 1.3 million devices have already been processed by the system. The characteristic is the combination of decades-long consulting know-how in the field of printer landscape optimization and the most modern, cloud-based technologies, as well as a comprehensive database.

www.performIT.net

About the Compass Group

The Compass Group was founded in 1988 by 14 medium-sized system houses. Today, the Compass Group consists of 41 operating companies, which cooperate throughout Germany as system houses and managed print services specialists in purchasing, marketing and logistics as well as in the service and training sector.

The companies of the Group achieved an external sales of € 659 million in fiscal year 2015. In the 2016 financial year, the Compass Group carried out a purchasing volume of 197 million euros for the member companies in the fields of IT infrastructure and printing systems. Some companies are engaged in other business areas such as software development and distribution, facility equipment and PBS sales.

www.compassgruppe.de

For more information and for visual materials please contact:

Armin Alt, Managing Director
perform IT GmbH
Nordostpark 51, D-90411 Nürnberg
Telefon: +49 (0) 911-89 122-0
Email: alt@performIT.net