# **Traditional**



#### **Cimetrics**

# **How Do They Compare?**

Before the customer buys a product he/she needs to go thru the paid training on how to configure and operate the product. The customer is given configuration tools.

#### Pre-Sale \$\$

The customer buys the actual product.

### **Buy Product \$\$**

The customer tries to configure and use the product. Since it's pretty complicated the customer needs help.

## **Configure Product**

Any support or troubleshooting costs extra money. The customer also needs to buy or is provided with more advanced tools at this stage.

#### Troubleshoot \$\$

The customer buys the actual product.

#### **Buy Product \$\$**

The customer tries to configure and use the product. Possibility of failure due to customer configuration is minimized.

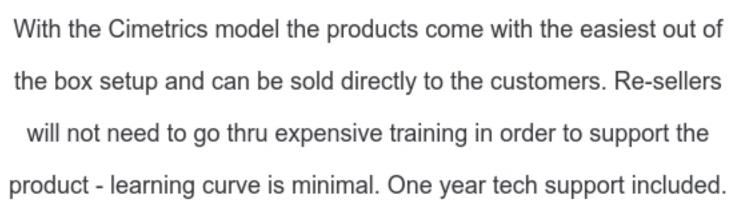
#### **Configure product**

Troubleshooting is done over the phone. All the mapping and complicated configuration behind the scenes is thoroughly tested and implemented at the fields many times.

#### Troubleshoot-included

With a traditional purchase cycle buying and setting up any integration product requires extensive investments in both – time and money.





Save time and money!



CREATED BY

Cimetrics Inc.

