# More Margin for Less Effort



Professional Services will **increase your GP** <u>without</u> incurring additional effort from your sales force. I am sure you are interested, read on to **find out more**...

#### What do you need to do?

Very little, just follow the 3-point plan:

- 1. Invite the client to have a technical demonstration book it whilst on the call.
- 2. Explain the benefits of having the onboarding and to keep it on the order.
- 3. We will scope & quote Professional Services, simply add your margin, send to your client.

Take our quote, add your margin – send to your client.

#### **Technical Pre-Sales Demonstration**

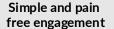
Our technical pre-sales demonstrations target your clients' exact requirements, proven to improve conversion rates from 1 in 10 to 1 in 4.

Simply book a demo online and we will achieve cross sell and upsell opportunities together.

### Book a demo!

#### What's in it for your customers?







Maintain BAU - Climb takes the pain away



Faster and certified delivery of the solution



Fast track to success



Certified UK Based support

## **Client Onboarding**

Onboarding is our route to unlocking additional revenue, don't let your client cross it out . For every quote, we will include an extra SKU for 'client onboarding', making it easier to sell....

- Time with a technical consultant will **unlock 5 to 100** days of additional revenue for you.
- Added value of Bronze level Technical Support.





