



# 10 Ways to Sell Your Boss on SalesPad Desktop

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We get it. You know something is up when it comes to your inventory management and ERP. Your processes don't seem to be the problem, but workarounds in customer service, sales and in the warehouse might be slowing you down.

You see it, but does your boss need some convincing? Use one or all of these helpful points to make your pitch, and secure the buy-in you need to make SalesPad happen in your company.

Here are ten ways SalesPad Desktop will make a difference across the business.



## 1. **"We'll save time and resources."**

With its easy onboarding, SalesPad allows us to easily train team members to use the software. SalesPad is user-friendly and easy to add team members to — which saves significant time and resources as you're able to accomplish more with smaller teams.



## 3. **"We'll save money on software."**

SalesPad runs on the Dynamics GP platform, but doesn't consume a Dynamics GP license. SalesPad also costs significantly less than adding a Dynamics GP seat.



## 2. **"SalesPad will enhance traceability and tracking orders."**

With full audit trails on customers and sales records, we'll always be able to see who worked with an order and when. We'll spend less time tracking down order changes or errors. SalesPad's audit trail provides full visibility into the user, date of activity and timestamp of when changes occur.



## 4. **"We need a central place to operate the business."**

SalesPad has created a full operational ERP, so why are we forcing our different teams to communicate across different platforms? Better yet, let's open visibility into real-time client and order information across all teams.



### “We’ll get higher margins.”

We’ll stop guesstimating shipping costs and trying to make up for lost margins on shipping. Using ShipCenter’s rate calculation tool, we’ll be able to make shipping a means of generating money.



### “Empower our sales team.”

The sales team will have the ability to properly forecast future business. Using SalesPad’s CRM module, they can create custom probability-based sales stages. With a visible pipeline, we’ll see where our sales are and where they’ll be at the end of the month, quarter, or year.



### “You’ll have the visibility to know the business is running smoothly.”

Let’s stop assuming the right orders are getting out the door, and get full visibility into our business. See inventory, customer activity, sales documents and other data to analyze trends, monitor customer activity, ensure accurate inventory and quickly find orders.



### “We won’t be limited by Dynamics GP.”

When it comes to user-defined fields, Dynamics GP only has 10. SalesPad won’t limit you this way. We’ll get unlimited user-defined fields and be able to customize the software around our business, not the other way around.



### “Implementation won’t take forever.”

Since SalesPad was born out of a partnership between a distribution company owner and a developer, they know it’s important to see a fast return on new technology. With a shorter implementation time than any other ERP system, SalesPad gets you up and running without the rollout nightmare of other systems.



### “The team will reduce errors.”

Whether your team is struggling through Microsoft Dynamics GP’s interface or making errors while manually entering information (which is inevitable when humans are doing the data entry and reentry), SalesPad’s workflows and order processing reduces the margin for error in inventory management.

## Are you ready to take control of your operations?

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We know the difference the right ERP software makes because we’ve been there. Built from a partnership between a small business owner and a developer, SalesPad is about getting the right tools to businesses. Order processing, inventory management, sales, customer service — see inside your business with SalesPad.