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Press Release

Clients First Closes \$255,000 Telemarketing Lead

February 24, 2004

Congratulations are in order to Jeff Warwick, Thomas Falteich, Chris Young, and the Clients First Business Solutions Team for closing a \$255,000 Navision Software and services client today. The lead was generated on May 9, 2003 by SDbT's Telemarketing Manager Jamie Rambo. Congratulations to Jamie and the SDbT Telemarketing Team for a job well done.

The client first engaged Clients First in December to perform a \$20,000 Detailed Requirements Analysis. The engagement lasted four weeks and was followed by three days of solution presentations. Clients First employed the SDbT Sales Methodology throughout the engagement and proved to the client that they were a valued business advisor. The deal was closed today, nine months after the lead was first generated. The Navision Software and services were sold at normal prices without any discount.

"We are proud of this sale", explains Jeff Warwick, Vice President of Sales. "We followed our process and sales methodology to the letter and we stood out from the competition. This is a real sweet win for us."



Jamie Rambo, SDbT
Telemarketing

Jeff Warwick, Clients First



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