

Excess International Movers Testimonial

Since we have operated the ReIMS package we have improved our productivity in three critical areas.

Firstly we have benefited from a product that allows our remote salesman to communicate instantly with our sales and operations team at head office. This has maximised our efficiency in processing our sales reports; from the moment each furniture item is logged into the ReIMS database, our sales team are already working on the quotation process. We are continuing to work closely with Ken Keys and his dedicated team to develop our own tariffs to maximise this benefit even further, as ReIMS will allow quotes to be printed on site at the touch of a button.

Secondly we have found that the system being state of the art is plenty a sales tool in itself. Many of our customers are keen to involve themselves in the product, and this naturally enhances our professional image. I have found that finding a critical angle that will set your company apart from your competition is not always straightforward during an estimate. ReIMS is a great help in that respect with many clients choosing our company remembering us as the one with the clever computer.

Finally, perhaps most importantly ReIMS has been a critical factor in a great improvement in our conversion and sales figures. Keeping in mind the benefits of our improved report efficiency as well as the state of the art image it portrays, ReIMS also installs greater confidence in the salesmen themselves.

The package as a whole brings a new dimension to selling our services, making it easy, quicker and more successful, and I would not hesitate to give my own seal of approval on the product that Ken Keys has created in RELMS.

David Hayes

Removals Sales Manager

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