



“Tremendous value!! Better than SalesForce, Intuitive interface, ability to link complex sales relationships easily, with complete functionality and flexibility.”



– International AutoSource, Inc.

Contact Management • CRM • Sales Automation • Customer Support - Help Desk • Project Management • ERP Integration • Time - Invoice Billing

Business Problem: Sales Automation

International AutoSource, Inc. (www.intlauto.com) is a global leader in international auto leasing and sales worldwide. As executives relocate to regions around the world, International AutoSource, provides their new auto in their new location.

The challenge: Track accounts that cross borders with mobile sales representatives, set and track tasks and set sales goals. Solution: A product that provides flexibility, functionality, and is easy to use. Our worldwide sales team is up and running in a few days.

Alternatives Investigated:

ACT!, Goldmine, Salesforce.com, Sales Storm

Reasons for Selecting EBSuite:

- Value plus complete functionality
- Cost effective
- Web Based solution
- Fast system response time
- Ease of Use
- Flexibility to capture complex sales relationships

Organization Size:

In business for over 60 years with over 700 representatives generating over \$500 million in revenue.

Solutions Purchased:

EBSuite's Web based Sales Force Automation Solution.

Benefits Experienced:

EBSuite's range of benefits:

- Great front-end and user interface

- Sales team was up-and-running in one day
- Create tasks for mobile sales team
- Synchronized team sales as customers move across borders and continents.
- Plan, Set, Report sales opportunities and forecasts.
- Reduced cost with full functionality

Customer Comments:

“EBSuite is wonderful - I love your products! I have been in business for 20 years and I have never seen the kind of responsiveness that the EBSuite team offers.”

“We've used the product over 2 years and it has improved dramatically, all based on feedback and suggestions from us and other customers. That's unheard of these days. Anytime, anywhere I cannot say enough about EBSuite!”

“One of our sales executives was on a ferry and needed information to provide a quote so he dialed into EBSuite using his blackberry. He got the information he needed and the sale was made. We wouldn't have had the same results if we'd been using any of EBSuite's competitors.”

“EBSuite amps up the sales volume for our field selling teams through an intuitive matrix of access points, personal and organizational customization platform, data sifting reporting tools, customer communication interfaces, and sales management evaluation screens. I know we have the relationship selling edge over our competition when they are not using EBSuite!”

**Eli Goodrich, Sales Director,
International AutoSource**

EBSuite

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