

Success Stories

Bringing You Success, One Story At A Time.

City Government

Human Resources

Overview:

The distributor contacted the Director of Human Resources based on a referral from another NetLabels user. The Human Resources department was using basic manila top tab folders with typed name labels. The folders were becoming worn and misfiles were becoming a common occurrence.

The Solution:

The distributor sold the user 4 new pivot files off of a state contract, and then sold his companies Professional Services to convert the existing folders to end tab.

Re-Order Potential:

Future business will include an additional 250 files per year, plus NetLabels and additional pivot files as required. More importantly, the distributor has the high visibility HR office as a showcase, which is the key to building a huge network of customers within an account. In turn this will create more referrals. The distributor's sales philosophy is to deploy one NetLabels within an account, and then let "word of mouth" take over. It has been a strategy that has worked well as clients appreciate NetLabels and love to tell others about it.

Tying In Other Products To Offer "The Complete Solution":

HR applications often use chart dividers with standardized titles. This is a great opportunity for everyone to take advantage of. HR applications are also one of the most popular to switch to imaging, so when chart dividers are sold, remember the possibility of making them "scan ready".

The label style used was #2831. You can view or print a sample of this label by going to www.netlabels.com. Now, click on the "print labels" box. Enter "guest" under username and password. Lastly, just scroll down the label styles until style #2831 appears and click on it.

To contact our NetLabels Support Group, call (800)873-4427 and ask for NetLabels, or send an E-Mail to netlabels@qbscorp.com -- To connect just press control and left click on the link.

