



25 Years of Total Solutions for Print Shop Management



On the Road with Printer's Plus

Square One Printing Steps Forward with OrderPad

Company Name:

Square One Printing

Location:

Logan, UT

Contact:

Robert K. Scott

Position:

**Manager of Sales / New
Business Development**

Company Size :

Mid-size Commercial

Specialty:

Full Color, Quick Print

Customer Base:

Approximately 3000

Square One Printing from Logan, UT has been in the printing business for 23 years; 18 of them as customers of Printer's Plus. This long partnership has yielded benefits for both Square One and for Printer's Plus. Recently we partnered to install the electronic OrderPad module for Square One's sales force.

Square One employs 3 salespeople, who previously scribbled order specifications in notebooks when they visited customers. They were not able to give instant quotes to customers without making phone calls. They had to drive back to the shop before manually transferring the scribbles into orders in the Printer's Plus system. They were really ready to take a step forward with technology and install the OrderPad module.

OrderPad is a mini version of Printer's Plus, containing just the Order/Estimate Entry and the Customer Information modules. OrderPad is installed on a laptop computer, and can be used on the road to enter new customer information, give accurate estimates, and enter new orders. With a wireless Internet connection, the new orders can even be transmitted instantly to the print shop, enabling the order to be put into production before the salesperson has driven back to the shop. A replication process is all that is needed to sync the new information on the OrderPad to the database in the print shop.

OrderPad was installed on 3 laptops at Square One Printing. The training lead time took about 20 minutes, according to Robert Scott, Manager of Sales and New Business Development. They were already familiar with the Printer's Plus Order/ Estimate Entry module, and OrderPad looks and acts just like the main system. The initial setup took only a few minutes with the IT specialist.

Once the orders are entered into OrderPad, all that is needed to get those orders into Printer's Plus is a replication step. Replication works very fast and easy. Two clicks and you're there. With a very small investment of time, the 3 salespeople were off and running.

**Order Pad –
It's a
great way
to put a
professional
foot forward
with
customers**

In the first month of use, about 40 new orders were entered using OrderPad. The salespeople were delighted with the accurate information they were able to give their customers without making them wait for it. Salespeople are now equipped with the tools they need to do a professional job. And customers love the new technology and "think it is cool that we are up-to-date with the real world", as Robert puts it.

Robert is already thinking ahead to the enhancements he would like to see in the OrderPad module. Our philosophy at Printer's Plus is that our customers are our co-designers. We are always seeking input from customers about enhancements to the system. Robert sees the benefit of having OrderPad access order history so that a customer can copy a previous order, making applicable changes to the new order to reflect his needs. Since our enhancements are user-driven, Robert can expect to see his changes in a future release of Printer's Plus.



The OrderPad module is included in the Platinum package of Printer's Plus. It is also available as an add-on to either the Silver or Gold packages for a price of \$495 per license. It's a great way to put a professional foot forward with customers. Contact Printer's Plus for more information.

Contact Us

Phone: 800-325-6344
Email: info@printers-plus.com.
Hours of operation: M-F, 9am - 5pm, EST.
Website: www.printers-plus.com