

Howard Smith to sell SpeedQuote Services

SpeedQuote Ltd is pleased to announce that the Howard Smith Paper Group has signed a multi-year agreement to become a Dealer / Reseller of SpeedQuote services.

The Howard Smith Paper Group has signed on to be an exclusive paper merchant reseller of SpeedQuote Printer and Print Buyer services in the United Kingdom. This multi-year agreement outlines sales and marketing programmes that will deliver results to both companies.

Beginning today, Howard Smith's national sales team will be presenting SpeedQuote solutions to Printers and Print Buyers. *"We are strong believers in the capabilities eCommerce brings to the printing industry and we feel that SpeedQuote will help our clients increase sales and operating efficiencies,"* says Andy Buxton – Managing Director, Howard Smith Paper.



Left to right: Andy Buxton, Mike McLain, Rob Botterill.

The Printer solution has the key abilities to import and update a printer's Howard Smith Paper catalogue automatically. At the same time the printer can order bulk paper or paper for any specific job at the click of a button. The orders are sent to Howard Smith's system in XML format and they confirm the order via an email to the printer; in most cases the paper is delivered the next day.

The Print Buyer solution enables large organizations or print management firms to import and automatically update their paper pricing that will be used by suppliers to provide instant pricing.

"The Buyer solution provides any company the ability to process all print orders through a single online (multi-user) solution that will provide the company, in most cases for the first time, with the actual amount of money spent on print! This is of key interest to all companies!" says Mike McLain - Sales Director SpeedQuote.



SpeedQuote

Bringing Printers & Print Buyers Together

23 New Mount Street
Manchester M4 4DE
T: 0845 644 3222
F: 0871 733 5146
sales@speedquote.co.uk
www.speedquote.co.uk

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Contact:
Mike McLain
mike@speedquote.co.uk
M: 07747 567 232

What others say...

"I think this relationship is great!" says Terence Livingstone – Managing Director - SpeedQuote Ltd. "I have wanted to integrate with a paper merchant since our inception. It's a win-win-win situation! The printer saves a huge amount of data entry by having his paper rates automatically uploaded. Howard Smith wins because the printer is much more likely to place the order with the merchant whose paper price was quoted for the job and SpeedQuote wins because it makes our system more accurate and much quicker to set up and use. Additionally, paper represents a large part of every print job and Paper Reps talk to Printers and Print Buyers every day! We couldn't ask for a faster / better way to deploy a national sales force."

About SpeedQuote

SpeedQuote is an eCommerce company that specialises in bringing Printers and Print Buyers together! At the heart of the SpeedQuote system is an online instant quote facility, which provides printers and print buyers with instant, accurate prices in seconds.

We offer a range of different services to suit your needs; online print estimating software with integrated eCommerce and customer facing websites, lead generation from our national site printbuyer.net, marketing tools and powerful print management software.

Printer Services:

- Lead Generation from www.printbuyer.net
- Integrated eCommerce with ability to quote, order, pay and upload files online
- Integrated Paper pricing / ordering.
- MIS; Estimating, Work Tickets, Delivery Notes, Invoicing, etc.
- Web2Print; Customer branded Variable Data Documents, Print On Demand and Stock items.

Buyer Services:

- The Print Buyer Network – over 40,000 buyers use this service to get Instant Pricing from our nationwide roster of Printers - FREE.
- Print Buyer Plus – Used by Print Managers and Print Brokers – subscription.
- Print Buyer Pro – Private Printer Network for high volume Print Management Companies.
- Tenderizer – Automated Processing of large Tenders.

Contact sales@speedquote.co.uk to arrange an online meeting to review all of our products and services