

Intermec E-Packs

Selling E-Packs

Customer benefits



Why sell E-Packs?



Positioning services

- If Services are discussed early enough in the sales cycle:
 - You will position yourself as a knowledgeable solution provider looking out for the customer's best interests.
 - The customer then knows you understand their business.
 - They are already looking to buy and can usually add to the budget to include services.



