

Challenge: Get everyone in my fifteen US and Canada offices “on the same page” and avoid the technophobia every manager faces when he implements cutting edge solutions.

From: Steve Freeman, Managing Partner
Resource Marketing – Issaquah, Washington

Business: Client product placement in warehouse stores

“I needed a way to manage the schedules of all our employees, in all of our offices both in the U.S. and Canada.” That’s Steve Freeman talking, a partner at Resource Marketing out in Issaquah, Washington. Resource Marketing helps its’ clients position products at warehouse stores like Costco and Sam’s Club. They’ve been at it since 1985.

Steve goes on to say, “I also needed a way to get documents to them for review and edit. I looked at a lot of packages from Webex to BaseCamp. None of them had the flexibility and tool set features eStudio offered for the price.”

Whoa! We hear that a lot. See, other companies give you the Chinese menu option, one from Column A, and one from Column B. On the face of it, their prices look reasonable, especially if you need only one item from the menu. But most businesses have a huge appetite. They need a complete communication and organizational solution. So by the time you add it all up, you’ve emptied your bank account. Not good, especially today when getting the best value for your dollar is everyone’s #1 priority.

So Steve signed up for our free trial and immediately began playing with his new online office. “At first, our employees were hesitant to try new technology, however they warmed up quickly when they discovered how easy it was” Steve adds. “It’s very intuitive to use and is rich in features.”

Side note: We began using eStudio because we had the same communication and scheduling problems you’re probably facing

right now. We weren't geeks so we needed non-geek solutions. Since all of our products are built around the core values of common sense and simplicity. We like it. Our customers like it. We think you will too.

On the other hand, if you have a geek department, well, so do we. If you're considering hosting our products on your own server, you need a custom application or you've got questions of a highly technical nature, don't fret. We can take care of you.

Now here's Steve Freeman again: "The deal closer was the service. We get support for free and we get help immediately. Everyone else required us to wait up to 24 hours."

Doesn't that just bite? You run up against a big problem, or even a little problem, and you can't move forward without an answer. So you sit there waiting for an email reply, hoping against hope that you've explained the problem accurately enough so you get an answer from the support people instead of more questions.

Our simple solution is pick up the phone and call us. We pay for the call. You get immediate answers. No waiting. No hassles. Everybody's happy.

Today Steve's management team uses the eStudio Calendar to manage individuals and sales teams. They use the Document and Project Management features to quickly pass around, edit and review all kinds of documents. They're now running lean and mean, maximizing every effort.

"I am very pleased with the results we've gotten with eStudio" Steve concludes. "There is no way the other products I looked at could have met our needs this well."

Steve's thoughts are shared by most of our customers. They did their investigations. They compared the offerings. They decided to go with eStudio. Why? They want ease of use, fast and competent service and a price that won't tax their budget. Is that what you're looking for? Let's talk.