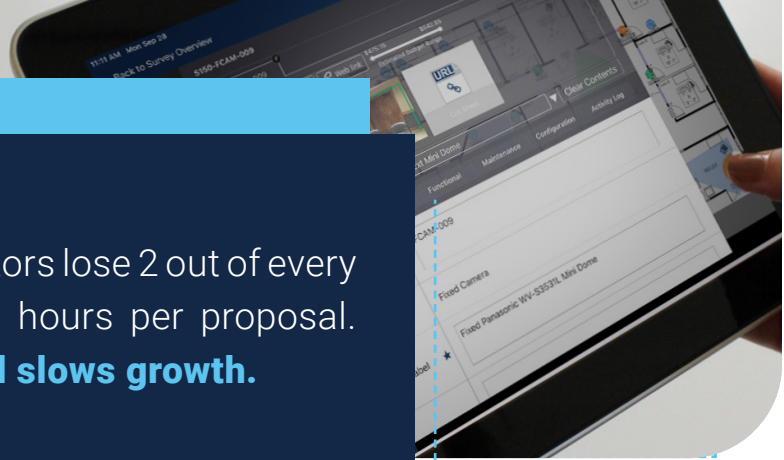


Report:

# Proven ROI for System Integrators

**The Case for a Customer Engagement Platform that Delivers  
35% Time Savings, 20% Increase Sales Conversion,  
and Improvement in Profit Margins.**





By failing to modernize, System Integrators lose 2 out of every 3 proposals, while spending up to 20 hours per proposal. **That time can never be recovered and slows growth.**

## Higher Sales Conversion

The Physical Security industry is highly competitive. System Surveyor gives SIs a critical advantage, positioning them as trusted advisors who win more business and deliver high value solutions with healthy profit margins. **Users see a 20% increase in sales win conversions.**

## Efficiency and Time Savings

In addition to the increase in sales conversions and customer confidence, SIs discover benefits from streamlining their process and workflow, resulting in efficiency and time savings for sales, design, and installation staff. **Customers experience an average of 35% time and efficiency savings in the site survey and design process.**

## Digital Documentation

SIs experience benefits post-sales with detailed and up-to-date documentation. Some see up to 30% improvement in hand-offs to engineering, project managers, service personnel and subcontractors. **Putting everyone on the same page can lead to a 10% improvement in gross profit margin.**

## Collaboration and Co-design

System Surveyor users agree on the positive impact they are seeing in collaboration and co-designing; not only with customers but with subcontractors and internal teams. **78% of organizations cite collaboration as a key reason for product purchase, renewal, and impact.**

**20%**

**Increase in Sales Win Conversion**

**35%**

**Increase in Time & Efficiency Saving in Site Survey & Design**

**10%**

**Improvement in Gross Profit Margins**



“System Surveyor has been the deciding factor as customers have never seen anyone come to a job with such detailed information.”



## Sample ROI

### SI's using System Surveyor see 45X Return on Investment

That's \$45 of gross profit for every \$1 invested in System Surveyor

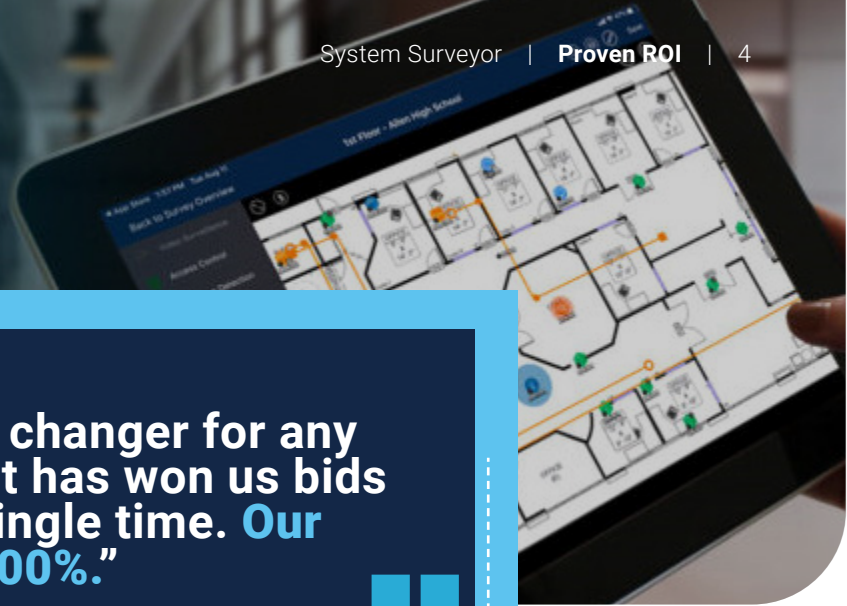
#### Key Benefits realized by SI's using System Surveyor

Increased Sales Conversion	<b>20%</b>
Time saved during the sales process	<b>35%</b>
Improvement in Gross Margin	<b>10%</b>

#### Here's what this means:

	Before System Surveyor	After System Surveyor	
Proposals (5 Sales Reps)	<b>20</b>	<b>27</b>	35% Improvement in Sales Efficiency
Average Proposal Value*	<b>35,000</b>	<b>35,000</b>	
Win Rate	<b>35%</b>	<b>42%</b>	20% Improvement in Win Rate
Number of New Projects	<b>7</b>	<b>11</b>	
Monthly Revenue	<b>245,000</b>	<b>385,000</b>	
Gross Margin	<b>25%</b>	<b>27.5%</b>	10% Improvement in Gross Margin
Gross Profit	<b>61,250</b>	<b>105,875</b>	<b>73% INCREASE</b>
<b>Monthly Improvement in Gross Profit</b>		<b>44,625</b>	
<b>Monthly cost of System Surveyor</b>		<b>1,000</b>	
<b>Monthly ROI Multiple</b>		<b>45</b>	

\* Average Project Value SIA industry report; System Surveyor Industry Benchmark report



“This software is a game changer for any company doing installs. It has won us bids over competition every single time. Our close rate went to near 100%.”

“Our customers love it. They love seeing the surveys. They get more of an idea of what they are getting. We get good reviews.”

### Customers reported that System Surveyor delivers value in four primary ways:



Increased sales conversions



Improved documentation and post-survey work



Time savings and process (workflow) improvements



Ability to collaborate and co-design in a new way

“Accuracy went up, all the metrics went up, no repeat trips, no angry customers. [I can] easily say that efficiency went up by more than half.”

“Log into one site and bring up plans with a proper layout rather than going to the file cabinet and getting files. This is a huge improvement over the way we work.”

“[I can] easily say that efficiency went up by more than half.”





## Summary

This Customer Impact Study was independently conducted by Fidelio Works Consulting LLC. The research included in-depth interviews with 17 executives and managers at 11 regional and national security system integration companies.

They concluded that the ROI and business impact from System Surveyor's platform comes from benefits that span the entire project life-cycle. From increased sales conversions to process improvements, the measurable benefits of

System Surveyor are clear. System integrators are now able to streamline clunky, outdated methods into one collaborative digital platform, giving them a modern, competitive edge in an increasingly competitive market. **It's much more than a System Design Tool, System Surveyor sets a new standard for the customer experience – from pen and paper and basic PDF tools to a digital, collaborative Customer Engagement Platform.**

Learn more:

**Download the Full Report & Request Free Consult**  
**Try It Free**

Phone: **737-717-0163**

Free ROI consult: [info@SystemSurveyor.com](mailto:info@SystemSurveyor.com)

