



*WaspLink Fast Start is a 90-day, invitation-only program based upon mutual investment by Wasp and by your organization.*

## ***Fast Start Program***

- ▶ WaspLink Fast Start is a 90-day, invitation-only program
- ▶ Earn a 10% rebate on all Wasp Solutions
- ▶ Collect a \$25 SPIF for every solution presentation\*, up to 4 per rep
- ▶ Receive 5 or more solution leads per month for MobileAsset, InventoryControl, WaspTime, or QuickStore\*\*
- ▶ Monthly feedback on the status of leads provided by Wasp is required



## ***Overcoming Objections***

***MobileAsset:*** *We don't have any assets.*

- Every company has assets, including computers, office furniture, tools, vehicles, medical equipment, projectors, phones, and more.

***InventoryControl:*** *I already use Microsoft Excel to manage inventory.*

- It's easy to import data from Excel. InventoryControl will also offer you greater control over your inventory, including managing reorder and improving accuracy.

***QuickStore:*** *I prefer my manual cash register.*

- A manual cash register doesn't integrate inventory and customer data management. An integrated solution will offer business efficiency.

***WaspTime:*** *Tracking employee time manually works fine for me.*

- Studies have shown that implementing an automated time and attendance solution can save up to 4% of payroll annually.

\*Certain restrictions apply.  
\*\*Dependent on Wasp Certification – contact Brandon McElrath for details

## ***Selling Wasp MobileAsset & InventoryControl solutions can save your customers time and money.***

### ***Why MobileAsset?***

- ▶ Capture asset information, including location, check-in/out, maintenance schedule, warranty contract, and depreciation
- ▶ Spend less time searching for misplaced assets
- ▶ Eliminate the cost of replacing lost assets
- ▶ Extend the useful life of equipment with schedules maintenance



### ***Why InventoryControl?***

- ▶ Ensure that the right products are available to meet demand
- ▶ Eliminate wasted time spent looking for inventory
- ▶ Put an end to costly inventory write-offs
- ▶ Get real-time access to inventory data with InventoryControl RF Professional and RF Enterprise



## ***Improve your customer's efficiency by selling WaspTime and QuickStore solutions.***

### ***Why QuickStore?***

- ▶ Improve the speed and accuracy of POS transaction
- ▶ Reduce inventory carrying costs and stock-outs
- ▶ Automatically update inventory levels, ensuring the right items are in stock
- ▶ Generate reports on sales by customer or product, sales by month, and cash flow summary



### ***Why WaspTime?***

- ▶ Improve the efficiency of employee time and attendance tracking
- ▶ Significantly reduce the time required to process employee time for payroll
- ▶ Eliminate costly errors including rekeying or misreading time cards
- ▶ Generate reports that provide better management insight



*Wasp Barcode Technology provides free, unlimited technical support for the life of the product.*