



How Monster Technology took their Business to New Level using VARStreet Platform

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BOSTON, MASSACHUSETTS, UNITED STATES, December 6, 2016 /EINPresswire.com/ -- As a value added reseller (VAR), you might be looking for ways to improve your sales and overall business revenue. Choosing the right business management platform could well pave way for better business productivity. For smarter faster business and to deliver stronger growth, you can trust VARStreet, the leading [sales quoting](#) and [ecommerce platform](#) that comes with a built-in CRM system. Several VARS who have been using VARStreet have demonstrated an increase in team efficiency and improvement in business performance.

Monster Technology in particular, who have using VARStreet for the last couple of years have reported significant improvement in productivity and sales, with increased conversion rates on quotes.

Before Adopting VARStreet

Monster Technology were facing several challenges, which were hindering their growth. Prior to VARStreet, the organization had multiple systems, which were not working well together. No wonder, a lot of their time was wasted in repetitive data entry, which resulted in a loss of data consistency. The solution that Monster Technology had incorporated did not have any electronic ordering and automated quoting capabilities. Sales Quoting was done manually, a time-consuming and tedious process. Moreover, the solution did not integrate well with their existing CRM and accounting systems. As a result, their sales reps had to re-enter the same data multiple times, causing pervasive inefficiency. Hence, one could say that there was a growing gap between their business needs and what the solution was delivering.

After Incorporating VARStreet

After adding VARStreet platform into its business processes, Monster Technology has grown by leaps and bounds in just a couple of years. To be precise, their business has grown 5 times in less than 3 years and VARStreet has played a crucial role in boosting their growth.

What VARStreet Did?

VARStreet provided an all-in-one business management solution for their rapidly growing business. VARStreet platform is highly scalable, customizable and user friendly. Hence Monster Technology found VARStreet useful to meet all their evolving business needs. VARStreet also integrated well with their existing Salesforce CRM and QuickBooks accounting application. This ensured seamless flow of data and information across systems thereby eliminating error and duplicate data entry. This efficient integration has given a tremendous boost to their productivity.

On the other hand, VARStreet [quoting software](#) helped in injecting speed and accuracy into their quoting process. Their sales reps can now create quotes quickly and accurately, thereby allowing them to spend more time on leads that have a high probability of closing.

Also, for Monster Technology, moving from their existing system to VARStreet platform was a smooth transition without any glitches. Their whole process from quote to delivery is now streamlined thereby saving valuable time and effort of those involved.

Stats Say Everything

After incorporating VARStreet platform in February 2014, sales of Monster Technology shot up over \$5 million this year, which were below \$1 million before using VARStreet. This undoubtedly proves that VARStreet has played a lion's share in improving the business of Monster Technology.

To Know More Download Monster Case Study: <http://www.varstreetinc.com/Platform/case-study/monster-technology-case-study.php>

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