4 STEPS to Create
Successful Online Business

Why Printers Need to Know About '4 Steps to Business Success'

Over 8 years we have been working passionately to create a long list of successful clients and reason, we have been following strong process with every client we interact. We don't sell but work as IT partners along with clients to optimize their resources and provide honest solutions. We have been listening to their challenges and also guiding about technology to maximize their investments. Our approach has not only got us recognized but respected by our clients. We follow four steps with every client which has consistently delivered results – Identify key requirements, personalized demo, well-defined delivery process and personalized support with interactive training.

01 Requirement Analysis

'20% of your resource brings 80% of the results', therefore we work along with client to identify key success factors – key goals, key clients, key products, key challenges. We help clients understand strengths and challenges of online business and accordingly help them define their strategy. We carry out an in-depth analysis of their requirements to give personalized demo that fits their business needs. In case of custom development, our senior consultants carry out a feasibility study from multiple scenarios to evolve a robust solution. Every interaction is documented and approved by the client. This completely ensures the client that they get the most from their customization.

02 Personalized Demo

Solution will only deliver results if it has the capabilities to achieve client's unique business model. Every demo given to client is personalized as per his key success factors. For example: Print Service Provider (PSP) dealing with multi-branch corporate, we configure the B2B store as if it is to be offered to his end customer with multi-branch managers, approval process, credit limit or if client has specific products which are most critical, say, only dealing in CDs or Brochures, we give him demo from setup to order processing. Objective is to build trust & high ROI. Also, we provide him demo link so his team and clients can explore solution to experience till they feel satisfied & confident to grow business & reduce cost.

03 Solution Delivery

Most PSPs don't have large IT teams or the expertise needed to setup IT solutions, for them it is very important that they have clarity and ease to setup. We have defined simple process where client need to provide necessary information and all installation is taken care by OnPrintShop team. PSP does not need any IT team, in case of customizations we have milestone based approvals, weekly reports and delivery only happens after through Quality Assessment. Post implementation client has complete control over his store personalization, easily change content, add/edit products, and assign role-based access to solution.

04 Training & Personalized Support

Key to web-to-print success is easy solution adaptability by internal team and clients. Our solutions are intuitive and easy to learn. In our experience of working with wide range of PSPs, most of them struggle with do-it-yourself model. For easy and quick adaption we conduct interactive training wherein our support team guides them through various aspects of the solution, focusing on their key modules. Post that we provide chat and email support. Whenever they are struck, they have option to access online documents, videos or chat with dedicated support member available 24/5.

Our solutions are consistently enhanced to match with changing technology and buyers' preferences. All upgrade implementation is done by our team. Our clients are relaxed on technology front, which helps them direct their energies to grow their core business.

OnPrintShop™
Web-to-Print Storefront

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Book Personalized Demo
www.onprintshop.com/bookdemo

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