

5

Reasons why you should sell MonkeyMedia Software

1 Necessity is truly the mother of this invention.

We got into the software business in the 1990s because we had to. Back then, we owned and operated a high-volume deli with a thriving catering business. As our catering business grew – soon accounting for more than 60% of our total revenue – we needed software to keep us organized and efficient, and there was nothing out there that suited the needs of a business our size (how many food businesses do you know that can afford IBM or SAP?). So we built our own. The point is we were operators before we were software guys, so we understand the business intimately.

2 Like opposable thumbs in the animal kingdom, our software gives our customers an unfair advantage over the competition.

When it comes to serving the complex needs of high-volume single unit or multi-unit QSR and fast casual operations, MonkeyMedia Software is more advanced than any other platform on the planet. No other software platform comes close. From account & order management to production, packaging & labeling to distribution, billing to accounting, we provide more control and greater visibility than any competitive solution. Your sales team will love having such a unique product in their roster!

3 “What you need, baby I got it!”

Starting with our core application, we configure each installation according to the unique needs and workflow of each customer. That means that everyone gets a version of the software that is tailored to the way they operate. No feature is too small, no report too complicated. If they want it, they can have it.

4 SaaS done right.

Our catering & commissary management platforms were designed as web-based applications from the start, not converted from client-based software. That means that the Web is at the heart of everything we've ever done (and will continue to do) in developing the applications. For your customers, that also means that there are no additional hardware requirements, so your customers will save real money on related IT costs. We're responsible for keeping the platform up and running so they can do what they do best: make and sell great food!

5 That was easy!

You might hear this a lot from software vendors, but for MonkeyMedia Software, it's central to what we do. With established expertise in foodservice operations *and* software development, we're uniquely qualified to help your customers succeed. So we play a seriously hands-on role right from the start of the sales cycle, and that continues for as long as an active license is in place. We provide 24/7 first-line support, we manage all communications regarding upgrades, planned maintenance, system alerts, etc. You can concentrate on bringing on more customers!

(Notice how we didn't talk about 'easy money' or 'proven vendor support'. We think they're implied in every vendor relationship you have. Or at least they should be!)