

## **Sagemcom selects perform IT's TCO auditing and proposal generation software**

perform IT, the Germany based market leader and developer of MPS sales automation software is pleased to announce that Sagemcom has deployed perform IT's Vendor software for all of its regional sales offices in France.

Vendor is a sophisticated analyses and optimisation software that helps sales teams to reduce their sales cycles by producing compelling TCO reports and professionally designed proposals. It reduces the complexity and many costly hours usually associated with MPS sales processes.

Vendor comes with perform IT's powerful database with specifications and market prices of machines, device-options and supplies items, of virtually all brands. Extensive „green“ data allows to accurately report on environmental savings.

„We have looked at various solutions on the market, but found perform IT's Vendor software to be the best solution for us,“ says Nicolas DENIS, Deputy Chief Executor Officer at Sagemcom Documents. „We are especially impressed with its unique and very extensive database, which saves our consultants many hours searching for data“

„We are very pleased and proud with Sagemcom's decision. Sagemcom are a key player in the French market with their MPS offerings,“ says Armin Alt, CEO at perform IT. „We are dedicated to continue to expand our international customer base.“

perform IT, established in Nuremberg (Germany), is the expert in the field of Document Process Management. By developing MDS concepts we consistently pursue the target to harmonize individual requirements of our customers with intelligent technology and our environment. „Vendor“ by perform IT is one of the market-leading software for TCO calculation, internationally used by retailers and manufacturers. From simple cost evaluation to demanding process analysis our solutions are flexibly extensible. We advise our customers competently and together with them we create tailor-made MDS concepts. In order to use technology and know how effectively in practice the perform IT Academy offers workshops and trainings. perform IT - For a smarter document process.

[www.performIT.net](http://www.performIT.net)

French high-technology group with an international dimension, Sagemcom operates on markets of broadband (digital home, digital set-top box, broadband and residential terminals), telecom and energy (telecommunications infrastructure, smartgrid and metering), and management of documents (printing terminals, software and solutions, digital production workflow).

With a turnover of about 1.3 billion Euros, Sagemcom employs 4 600 people on five continents; already a European leader in most of its key markets, Sagemcom aims to become a world leader in high added value communicating terminals.

Sagemcom is strongly committed to sustainable development through the life cycle of its products: eco-design, energy consumption, ethical code of all its suppliers.

[www.sagemcom.com](http://www.sagemcom.com)