
TIPS FOR TESTIMONIALS

Ideas for a Testimonial

It may help you to get started by attempting to answer one of the following questions:

- How has HarrisData or RTI software helped transform your business?
- What direct savings have resulted from your use of HarrisData or RTI software?
- What new business challenges have you been able to meet using HarrisData or RTI software?
- What business processes have dramatically improved by using HarrisData or RTI software?
- What new opportunities have emerged in your business in conjunction with your use of HarrisData or RTI software?

Testimonial Outline

Your Testimonial should describe a business problem you solved using HarrisData or RTI software. The following high-level outline may help you organize your thoughts:

- Describe your business and your organization for other readers
- Describe yourself and your role in your organization
- Review the situation as it existed prior to your implementation of HarrisData or RTI software.
- Explain the problem as you saw it
- List the expected benefits of using HarrisData or RTI software to help solve the problem
- Identify the actual benefits, including whether they met or exceeded your expectations

Quantitative Proof

When including quantitative proof in your Testimonial, look for reduced expenses or increased revenues relating to the project, initiative, or business challenge you have described. Measure the reduction in expense or increase in revenue over a specific time period. Use dollars, percentages, or Return-on-Investment figures to illustrate the value of the solution.

Examples:

- Expanding to Internet sales channel grew revenue 15% in the first year.
- Implementing vendor self-service resulted in 35% reduction in vendor's inventory in six months.
- Implementation of Kanban inventory management techniques reduced lead time by 50% in first quarter.
- Implementation of salesman self-service resulted in \$1 million in additional sales in the first year.
- Improved inventory accuracy eliminated need for annual physical inventory, saving \$250,000 in related expenses.
- Improved financial reporting through interactive, drill-down financials enabled faster identification of problems, saving over \$100,000 this year.
- Improved scheduling and data collection have reduced expediting in the plant by 75% this year.
- In house payroll processing has delivered a 400% Return-On-Investment compared to outsourcing alternatives.
- Automated time card processing has reduced the data entry workload by 20 hrs per week.
- Real-time access to information enables management to cut 2 weeks off of the time to identify and terminate habitually tardy/absent employees.