



## **“How BuildSite Helped Me”**

### **White Cap Construction Supply**

**A Short Testimonial  
from  
Bill Daniels,  
Sales Representative, CAD Division, San Diego Office**

“You have 6 to 10 seconds to impress an architect, engineer or a contractor. If you can do that and deliver the information they need, you have made the sale. BuildSite enables me to quickly provide product and spec information to my customers and prospects when I’m right in front of them. If I walk into a customer’s office and am asked for submittal documents, I can pull them up on my laptop and e-mail or e-fax the material to them, right on the spot. It saves a lot of time and money for everyone involved. The design and building professionals I call on see me as a moving library of instant and accurate information, and that has been very good for my business.

BuildSite has also been very effective for our company as a whole because we are much more productive and efficient. Sales people like me don’t have to go back and forth to their office to search for information in binders or catalogs and then make hard copies to send out. Also important, we don’t have to inundate the internal office staff, which is usually working on major projects, for information or data requests that we need to complete a sale, so those people can work more productively as well. With BuildSite, sales reps like me can be totally independent and confident that the information we are sending customers and prospects is accurate and up-to-date. We can make the sale in minutes.”

#### **For more information, please contact:**

Ned Trainor, President

Tel: 510-208-4430

Email: [ned@buildsite.com](mailto:ned@buildsite.com)