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**BEI Services**

# Press Release

## **BEI Services announces strategic partnership with Business Enabled in Australia.**

**Cody Wy, Sept 1, 2009:** Wes McArtor, President of BEI Services announces the formation of a strategic partnership with Business Enabled in Australia. BEI Services has for 15 years provided imaging dealers with an unbiased source of machine and technician performance benchmarks, as well as technician and sales compensation programs. Mr. McArtor stated: "Dealers in the United States have benefited tremendously from the BEI Services benchmarking and compensation programs, with Business Enabled as partner we can now provide these same benefits to dealers and manufacturers in Australia. The extensive Imaging Industry experience of Business Enabled, coupled with their commitment to success for the independent dealer channel, make them a perfect choice to represent the BEI Services product down under."

'In introducing BEI Services in Australia, we are championing an enormous advantage for the industry here', says Business Enabled Managing Director Paul Brady. BEI Services provides clients with the competitive edge in service profitability, cpc profitability, device performance, and technician behavior improvement. BEI pulls data directly from your own service job ticket entry, compares it to global average benchmarks by device, model, brand, technician, and volume ranges, and puts that information at your fingertips pinpointing areas for improvement focus, accompanied by the projected savings available compared to industry benchmarks in each focus area. BEI is just such an effective service, with a typical outcome for customers being a reduced service cost in the vicinity of 20% or more, and the ROI with implementation being realized in the first 90 days.

### **About Business Enabled**

Business Enabled specialises as a strategic services and resources partner for dealers and resellers within the document solutions industry in Australia. With over 35 years of regional dealership and managed services experience supported by a host of leading global partners, we are uniquely positioned to deliver the right training and

education, the right strategic and consulting services and the right tools and resources to help build your profits and ongoing success. Visit [www.businessenabled.com.au](http://www.businessenabled.com.au) or contact [info@businessenabled.com.au](mailto:info@businessenabled.com.au).

### **About BEI Services**

BEI Services has been providing the world's only source for unbiased imaging device performance benchmarking since 1993. Having also developed the most successful technician incentive program in the history of the industry, BEI stands alone as experts in service department benchmarking and managed incentive programs. Tracking every service ticket on over 1.5 million imaging devices worldwide, BEI can show you what "good" looks like and where you stand in relationship to that benchmark. Visit [www.BEIServices.com](http://www.BEIServices.com) or contact [wes@beiservices.com](mailto:wes@beiservices.com)