



**Fishbowl Inventory** Move up without moving on.



## *Fishbowl Inventory Demonstration*



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### **A little about Fishbowl Inventory:**


- Incorporated in May, 2000
- Based in Orem, Utah
- 46 employees
  - 10 in Development
  - 10 in Sales and Marketing
  - 20 in Tech Support/Training
  - 6 In management/IT
- Designed from the start to provide full-scale inventory control to QuickBooks users.
- Our goal is to take QuickBooks and Fishbowl into the mid-market companies that have 20-500 employees
- Great Fishbowl Professional Advisors program


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**Typical Fishbowl Customers:**




- Wholesalers/Distributors
- Lite Manufacturers
- Retailers
- They either:
  - Are current Quickbooks owners already and want to stay with QuickBooks or
  - They own a different solution and would like to switch to QuickBooks.
  - Note: Often, those who switch to QuickBooks from another solution were previous QuickBooks users.
- They do 1 MM-50MM+ in sales/year
- 5-100+ employees


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**Who Uses Fishbowl?**


- Current QuickBooks users who need full-scale inventory control
- Users of:
  - Paper and Pencil
  - Obsolete custom software (Usually written in Excel, Access)
  - Other Software (Peachtree, Great Plains, Mass90, etc.)


  


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**Cont...**


- **Organizational Characteristics:**
  - Large, distributed inventory
  - Multiple warehouses/storage locations
  - Sales, Purchasing, Manufacturing, Picking/Packing/Shipping/Receiving











- "...Fishbowl Inventory was the solution to our problems. It is very user friendly and accurate. We have five offices and each is responsible for counting their inventory. Fishbowl Inventory allows us to see how accurate each location is and helps us to better monitor inventory. We love the software and would highly recommend it to anybody with large inventories." - MGC

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**Why Fishbowl???**

- **DIRECT INTEGRATION WITH QUICKBOOKS!!!**
- **Scalable**
  - As many locations/warehouses as you like
  - You can have between 1-75 users,
  - Typical Business Size - 1-100 employees
  - Typical Revenue - \$1million-\$50 million+












**You can stock over 200,000 products**  
**No limits to Customers or Vendors**

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Cont...

- Robust Feature Set
  - LIFO/FIFO
  - Multiple location inventory tracking
  - Barcoding
  - Order Management
  - POS
  - PICK, Pack and Ship
  - Drop Shipping
  - Serial/Lot #/Expiration dates
  - Kitting
  - Lite Manufacturing
  - RMAs
  - BOMs, Work Orders
  - Much More...




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Cont...





- Fishbowl has a very professional image
  - You can't buy Fishbowl at Costco
  - Sold exclusively through Fishbowl directly or through Fishbowl Professional Advisers
  - Great Technical Support and Training
    - Tech support hours: 6:00 AM- 6:00 PM MT
    - Live, one-on-one internet based training
    - Live chat, 6:00 AM-6:00 PM MT
    - Unlimited Fishbowl Essentials Training
    - Unlimited Email Technical Support
  - Great Company

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**Fishbowl Professional Advisers Program**

- Cost is \$495 (Cost is waived if you are already a Sleeter Group Member)
- 4 year track record
- Hi margins for Fishbowl Professional Advisers
  - A certified Fishbowl Adviser starts out at 20%. That's \$1159 to you on a single five-user sale, \$2000 for a ten user sale
  - You can earn up to a 40% discount
  - Earn more on implementation and consulting fees
- Provide a solution to clients that you couldn't help before.




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**Cont...**

- On-line training included with sign-up
- You are assigned your own, highly trained Fishbowl sales technician to assist you.
- Unlimited technical support
- Permanent single user copy of Fishbowl Inventory
- Two-day in-house training for \$495





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Let us help you become successful as a  
Fishbowl Professional Advisor




1. Let us assist in the sale
  1. Demos
    1. Let your sales person do the demo for you and your client. (We do demos all the time. We're really good at it!)
    2. Let us follow up with your client. We'll be happy to answer technical questions directly and to keep you informed.
    3. We'll be happy to send out the quote.




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Selling Fishbowl to the QuickBooks Market




- Interesting stats:
  - 41,000 QuickBooks ProAdvisors
  - 20,000 Certified ProAdvisors (an avg. of 200 clients/Proadvisor)
  - 75 Enterprise Solutions Providers (ESPs)
  - 150 Retail Solutions Providers (RSPs)
  - 600,000 Mid-Market companies with 20-500 employees in the US and 3.2 Million smaller companies with 5-20 employees. How many need inventory control?
- **CONCLUSION:** The opportunity is huge...



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**15 min.**



## Fishbowl Demonstration and Q&A