

Reference

"Selling is hard, prospecting is harder, and cold calling is brutal! David's wisdom, experience, and his Assembly Line Selling methodology enabled us to forget the pain and to organize our prospecting into an easy-to-follow, high result-driven process... I met David about 10 years ago, and I still use his methodologies in my business development."

– Paul Rupnow
Andlor Logistics Systems
www.andlor.com

About Andlor Logistics Systems

Andlor Logistics Systems has been providing solutions to the logistics industry since 1994. Featuring an experienced staff with over 27 years of logistics industry experience, Andlor provides custom programming, business processes consulting, customer training, and full implementation support. Andlor's Logistics Management System successfully manages inventory for a number of Fortune 100 Corporations.

www.andlor.com



About Paul Rupnow

Paul is a Chartered Accountant turned software developer. He applies his extensive background in business process to enhance his software application design. His passion for technology led him to start Internet Edge Solutions Inc. to enable him to utilize his business and technology skills to lead his customers through the e-business revolution.

With over 17 years of business experience, Paul's business skills and experience are invaluable for understanding and defining business processes critical to software success. As a Director of Andlor Logistics Systems, Paul works daily with manufacturers, distributors, and 3rd party service providers to solve product returns issues and reverse logistics operation problems.

Paul works with manufacturing and distribution companies to analyze, design, and implement returns processes and systems. He utilizes his extensive experience with business systems and strategies to develop rapid and practical solutions.