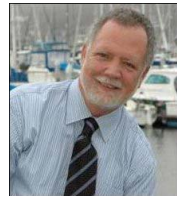


Win more business with Sant and nFold

Improve the quality and effectiveness of your sales proposals and tenders

Named one of the *Top Ten Sales Trainers in the World* by Selling Power magazine, **Dr. Tom Sant** is a world-recognized expert in effective selling and persuasive communication. Tom is the author of "**Persuasive Business Proposals**", "**The Giants of Sales**", and "**The Language of Success**". Now in its second edition, "Persuasive Business Proposals" is the most widely read book on proposal writing and has been named one of the 30 best business books of the year. Tom was named the first-ever *Fellow of the Association of Proposal Management Professionals (APMP)* in recognition of his contributions. His award-winning monthly newsletter, **Messages that Matter**, is read by sales professionals world-wide. Visit www.santcorp.com to subscribe.



As exclusive distributors for Sant Corporation, **nFold** represents the **bid best practices** promoted by Tom Sant.

nFold solves your proposal and tender problems:

- ✓ Do your current proposals lack impact, professionalism or persuasiveness?
- ✓ Does your sales team need knowledge and experience in writing proposals and tenders?
- ✓ Do you lack proposal and tender professionals to help you meet your business development objectives?

Quick Results

- Tom Sant's Books
- Proposal / Tender Reviews
- Team Survey
- Proposal Writing

nFold represents the man who wrote the book

Here are a few quick ways to improve your proposals and tenders: read the book. Let us review your current proposals and tenders and make recommendations. Or, let us survey your team to benchmark your performance and identify ways to improve your process. Better yet, let our proposal specialists write or revise proposals for you.

Train your Team

- Persuasive Proposals
- Bid to Win
- Unique Value
- Power Presentations
- Product Training

Winning business is both an art and a science

If you've hired good people and have some happy customers, then you already have the art. We'd like to teach you the science. Believe it or not, there is a whole lot of theory on how to write a winning proposal or tender for new business. Armed with the right knowledge, your employees could be more effective in winning more customers for you. nFold offers several one-day training seminars on the topics of persuasive proposals, bid management, proving unique value, and more.

Software to Automate

- ProposalMaster
- PresentationBuilder
- RFPMaster
- ProSearch

Sant improves productivity by 42% and win rates by 33%

Sant Corporation, a privately-held corporation headquartered in the US, has selected nFold (Pty) Ltd as their sole distributors in South Africa. Sant provides sales effectiveness software for businesses that require flexible, easy to use solutions to create sales proposals, RFP responses, presentations, and other sales documents. Hundreds of businesses world-wide have chosen Sant software to improve the productivity their sales teams, and deliver accurate, consistent sales documents to their customers. See www.santcorp.com to see Sant Suite in action

Consulting to Win

- Virtual Bid Team
- Database Launch
- Quickstart Deployment
- Content Writing
- Turnkey Projects

Partner with Winners

As pioneers of the sales effectiveness market in South Africa since 2001, nFold's consulting services include proposal reviews, bid management and proposal writing skills based on world-class best practice, and are ideally poised to create an outsourced bid centre if you require. As co-founders of the local chapter of Association for Proposal Management Professionals (www.apmp.org.za), nFold offers tender and proposal training based on world-class best practice, and are building a local community of proposal professionals. For a calendar of local events, see www.nfold.com/nFoldEventsSchedule2010.pdf or join the APMP at www.apmp.org.

nFold is a software specialist company based in Gauteng South Africa. Founded in 2001, the company provides niche software that is affordable, quick to deploy and delivers a specific business result. We help companies to win more business with less effort by means of Sant's proven software, consulting and training. In 2006, 2007 and 2008, nFold was selected as a "Technology Top 100" company by the DaVinci Institute as well as being a finalist in 2006 for "Most Innovative ICT Company" award managed by ForgeAhead. nFold truly cares about customers and strives to provide consistently excellent service, with a smile. For more details visit www.nfold.com



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Finalist: Top ICT Businesswoman of Africa
Qualifier: 2006, 2007 & 2008 Top Technology 100 Company
Finalist: 2006 Most Innovative ICT Company