WaitTime™

accelerated by intel

SELLING WAITTIME

WaitTime's sales process **strengthens and amplifies** the technology stack customers already rely on. By designing the process to **support integrated, intentional software additions,** it's easy to plug into the ecosystem and deliver immediate, compounding value.

WaitTime's 2 Tier Through Services

Enablement
WaitTime™
intel.
Market and AI Trend Enablement

→

Distributors
wesco ADI
TD SYNNEX
Sales Enablement & Education

→

Resellers
Integrators
Sales & Scaling

→

End Customers
Total Solution

WaitTime's Sales Process

1 Demo

The demo introduces **WaitTime's software, solutions, and sales** channel. This stage establishes the foundation for how WaitTime fits into the specific client environment.

Client to:
- Upload **floor plans**
- Share **use cases**

WaitTime to:
- Create **install guide**
- Schedule **scope call**

Schedule a demo call

Upload floor plans

2 Scope

WaitTime puts together an install guide to **recommend camera models and installation locations.** This collaborative review solidifies design and camera locations.

Client to:
- Set project **timeline** and **budget**

Sample Install Guide

3 Production & Installation

The **Project Manual** outlines estimated costs and installation timelines, giving a clear view of requirements and investment.

WaitTime to:
- Guide both the reseller and end customer **through installation and deployment.**

Sample Project Manual