

Want to skyrocket your margin on a sale?



Case Study #1

Instead of making a 40% markup for a run-of-the-mill carport, we made 105% on a 'special design, one off' carport. [Here's how we did it, and how you can too.](#)

If you're in the shed business (as we are), you would know how many requests you get for a special carport or shed that your software cannot design.

Those limitations mean that you could potentially lose a customer; because your software supplier either cannot, or will not, help you with designs outside the software capability.

Therein lies the opportunity with Quotec.

At Quotec, we don't just provide industry leading shed software across Australia since the 90's; we also specialise in one-off in-house special designs. We can do this because at our core we are shed people. We understand sheds, customer needs and opportunity.

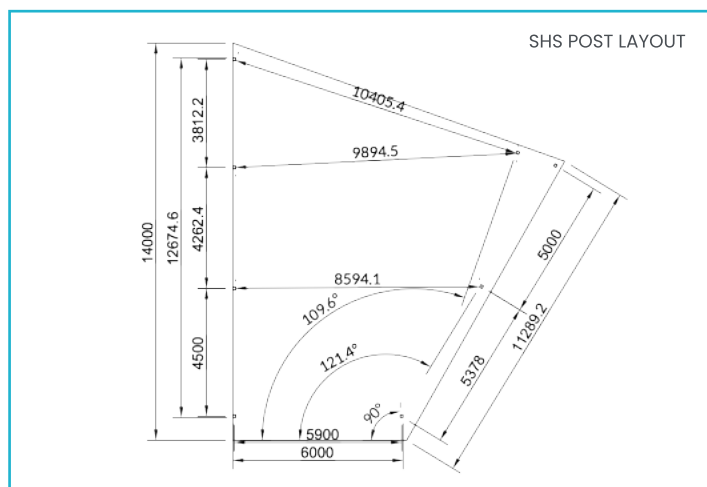
We've got more than four decades of experience in all areas of the Australian shed industry; and we've been delivering custom shed designs and custom carport designs for more than 40 years.

In fact, with mechanical and structural engineers at our fingertips, we have taken unique in-house one-off designs to an art form. And you get to profit from this art.

We do special designs because we know it's a huge opportunity to make more money for us, and for you.

If you're business-savvy, you'll know you can make much more money on a carport or shed that is a one-off special design that nobody wants to do and this your opportunity to do so.

Here's how we increased an everyday 40% markup to an 105% markup – on a carport.



Here is a real-world example...

For this special carport design, the Quotec user reached out to us to design it. We were able to take it from a concept to a reality, and his end customer was charged a very healthy 105% markup.

This is how it works...

- One of our software users (a shed retailer just like you) came to us with a hand sketch of the carport.
- We had a look at it and in a few hours, not days, we quoted them a design fee of \$2200 (plus our normal service fee).
- Three days later, our Quotec software user, having had approval from their customer, came back to us with the go-ahead to design the carport above.
- A week later, we presented our first draft of the design.
- A few slight tweaks were made at the request of our Quotec customer, and the design was finalised and signed off on.
- Soon after that, we generated the full design, had it certified by our engineer and created the BOMs ready to order.
- The end customer was happy, and the Quotec user was even happier. Because they just made a huge profit.

Can you get an 105% markup on a run-of-the-mill carport? Nowadays, not very likely. But, because this was a special one-off design, something no one else seems to want to do, the huge profit increase became a reality (and an easy one at that). The end customer was happy to pay this premium; they were, after all, getting something created just for them. In fact, the only other choice they had was to go without, because nobody wanted to take the job on. Our user saw the opportunity and reached out to us, and we got the job done. Everybody won. Take a moment to think about the awesome word-of-mouth referrals for specialty sheds and carports to anyone who asked that customers.