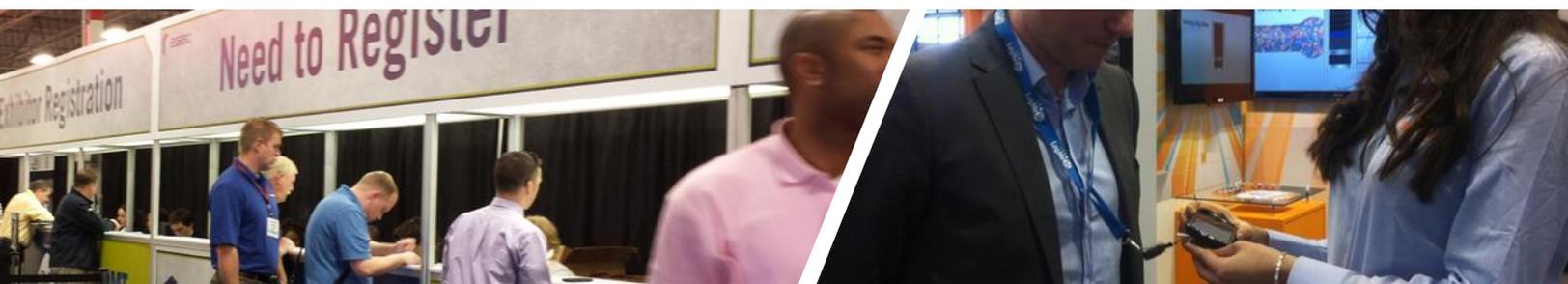


welcome



SmartSource Rentals Lead Retrieval >

Welcome to SmartSource Rentals, the largest Event Technology Provider in the US. For more than 30 years, SmartSource Rentals has delivered state-of-the-art equipment rentals and services to trade show, professional conference, and general technology markets. With 21 locations nationwide, coupled with our multi-million dollar inventory and highly-skilled staff, SmartSource Rentals delivers winning solutions everytime!



Lead Management Solutions



LeadValu Lead Retrieval

A native app built for iOS and Android devices. SmartSource offers this software as a stand-alone option for use with your own device or as part of an iPad® rental.

Leads can be accessed anytime from our secure website with a unique username/password assigned to you upon pickup/delivery of the device(s).

- Uploads lead detail in real-time* (as you're scanning) *Must be connected to a wifi/cellular network.
- Reads 2D and 1D barcodes
- Comes pre-loaded with standard qualifiers
- Features a free-hand notes section
- Has an easy-to-use interface (point & scan)
- Allows for data to be easily imported into Salesforce.com, Goldmine, Outlook, & more



iPad® Strap

Secures iPad in one hand. Full 360 degree rotation capability.

Developer's Kit

Designed for clients using their own lead retrieval equipment, the Developers Kit includes a badge sample, the field layout and the delimiter information, allowing you to set up your own system.



Why Custom Qualifiers?

A huge benefit of electronic lead management is the ability to 'qualify' your leads. Not everyone at a trade show is necessarily a prospect, so a qualified lead is a much more valuable piece of information than a lead with no qualification. Get your team focused on lead quality instead of lead quantity, and you're already halfway home! Every lead captured should have a qualifier or note to ensure you remember the interaction when you follow-up after the show. This is critical insight into a potential customer's needs, allowing for more effective communication post-show.

Many systems contain a limited number of fixed (standard) qualifiers, such as 'Hot Lead', 'Send Literature', etc. Most systems also allow you to create your own (Custom) qualifiers. Make sure you take advantage of this valuable tool. Your qualifiers should answer some of these important questions:

- Who is the attendee?
- Why did they attend the show and/or visit your booth?
- Why is your product of interest to them? How will it address their needs?
- What differentiates your products from similar exhibitors?
- Where do they stand in the decision making process and/or when do they plan to purchase?

Some other important considerations:

- What specific product(s) were they interested in? (With all the interactions you'll have, you won't remember this after the show.)
- What feature or benefit of that product specifically meets their needs?
- What, if anything, about them makes them a particularly good prospect?

[Click Here To Order Online](#)

265 Oser Avenue | Hauppauge, NY 11788
 p. (800) 955-5171 | f. (917) 591-8021
 e. Leads@SmartSourceRentals.com

Discount Price Deadline Date: Friday, August 28th, 2015
 Orders Accepted Until: Saturday, September 6th, 2015

Lead Retrieval Order Information

Company Name: _____ Booth Number _____

Address: _____ City: _____ State: _____ Zip Code: _____

Ordered By: _____ Date: _____ Phone: _____ Email: _____

Onsite Contact: _____ Cell: _____ Email: _____

Send Data Access Username and Password to:

Name: _____ Phone: _____ Email: _____

Email confirmation including rental agreement and credit card receipt will be sent to the orderer's email address within (1) one business day of submitting this form.
 If order is not confirmed within this time period, please call (800) 955-5171.

LEAD CAPTURE A LA CARTE PRODUCTS & ACCESSORIES

	Discount Available until 8/28/15	Orders Accepted Until 9/6/15	Qty	Total
LeadValu Lead Retrieval Software* (For those using <u>their own</u> hardware.) Software includes mobile app, event set-up and post-show management.	\$250	\$300	_____	\$ _____
Additional Software Licenses* (For those using <u>their own</u> hardware.) Not a standalone item. Must be ordered with original license. License is non-transferrable.	\$150	\$150	_____	\$ _____
iPad® with LeadValu Software	\$350	\$400	_____	\$ _____
iPad® Strap (For use with iPad® <u>only</u> .)	\$20	\$25	_____	\$ _____
Swiftium Lead Capture Device	\$349	\$395	_____	\$ _____
Bluetooth Printer (For use with Swiftium <u>only</u> .)	\$59	\$79	_____	\$ _____
Additional Rolls of Printer Paper	\$9	\$19	_____	\$ _____
Instant Email Blast (For use with Swiftium <u>only</u> .)	\$95	Not Available	_____	\$ _____
Custom Qualifiers/Questions	\$95	Not Available	_____	\$ _____
Booth Delivery & Setup (A representative <u>must</u> be present in your booth for delivery to take place.)	\$95	\$100	<input type="checkbox"/>	\$ _____

Service Desk Pickup
 Unless "Booth Delivery & Setup" is selected, all equipment must be picked up from the SmartSource Service Desk within (2) two hours of the show floor opening. Upon close of show, all devices and supporting equipment must be returned to the SmartSource Service Desk within (1) one hour.

No refunds made to any order cancelled within 7 days of show start. Prices are subject to change without notice. Drayage and union fees are not included. All rentals include 24/7 service and support at 800.476.9959.

If delivery is ordered, you must be present at the date/time specified or we cannot guarantee delivery. Forfeited deliveries will not be refunded and must be picked up from the service desk.

Delivery Date/Time: _____
 2 hour window required.

*PLEASE NOTE: LeadValu runs on iOS 6, 7, or 8. The following devices are supported: iPod Touch (5th generation or later), iPhone 4 or later, iPad Mini, iPad (3rd generation or later). Android versions: Lollipop 5.0 and KitKat 4.4 – The device must have a rear facing camera of 5 megapixels or greater (cannot have a fixed-focus camera).

7.0% Tax: \$ _____

Total: \$ _____

Credit Card Payment Information

Card Number: _____

Expiration Date: _____ Code: _____

Cardholder Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Cardholder Signature: _____

Same as above.

Show Name: The Water Expo | Show Venue: Miami Airport CC | Show Code: WAEX0915

Cardholder acknowledges and agrees to the Terms and Conditions available upon request and authorizes this credit card to be used as payment for this rental/ onsite additions.



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Deadline Date: Friday, August 28th, 2015

Custom Qualifiers/Question Order Information

Company Name: _____ Number of Devices Ordered: _____ Booth Number: _____
 Address: _____ City: _____ State: _____ Zip Code: _____
 Ordered By: _____ Date: _____ Phone: _____ Email: _____
 Onsite Contact: _____ Cell: _____ Email: _____

Custom Qualifiers/Question Order Instruction and Detail

Please list your custom qualifiers below. Your list of custom qualifiers will be pre-programmed onto your scanner prior to pickup/delivery of your device(s) at the show.

The Following Characters May Not Be Entered As Part Of The Qualifiers:
 Apostrophes ('), Slashes (/), Backslashes (\), Dots (.), Carrots (^), and Quotes (")

Maximum of 30 characters per code.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

The following is a list of the standard qualifiers that are included with your Lead Retrieval Device.

- Specific Product/Service Need
- Plan to Purchase Within Year
- Long Term Plan to Purchase
- Budget in Place
- Decision Maker
- Project Manager
- Influences Decision
- Provide Product/Service Info
- Follow-up Email/Phone
- Setup Post-show Conference Call
- Setup Post-show Web Demo
- Setup Post-show Meeting

Show Name: The Water Expo | Show Venue: Miami Airport CC | Show Code: WAEX0915



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Deadline Date: Friday, August 28th, 2015

Instant Email Blast Order Information

Company Name: _____ Number of Devices Ordered: _____ Booth Number: _____
 Address: _____ City: _____ State: _____ Zip Code: _____
 Ordered By: _____ Date: _____ Phone: _____ Email: _____
 Onsite Contact: _____ Cell: _____ Email: _____

Instant Email Blast Order Instruction and Detail

SmartSource Rentals' lead retrieval systems offer the ability to generate customized emails. These emails are automatically sent to attendees upon scanning a barcoded badge containing a valid email address.

Please complete the information below. Maximum of 560 characters per email.

Email Address of Sender: _____
Ex. Noreply@smartsourcerentals.com

Subject Line of Email: _____
Maximum of 25 characters, including spaces.

Would you like to include a 1-page PDF document with this email?

No
 Yes If yes, name of PDF document: _____
 Please email this PDF document along with this form.

Email Message: *Maximum of 560 characters, including spaces.*

Show Name: The Water Expo | Show Venue: Miami Airport CC | Show Code: WAEX0915