

# Make sure you capture that potential US\$1 million deal!

Track your leads and follow up on valuable conversations



No more lost business cards or clunky clipboards, download the MEDLAB Lead Retrieval app from the AppStore or Google Play and capture the details of every potential customer.

- Scan the visitor badge barcode to get full contact details
- Add notes and additional information as you're talking and pre-define the questions important to your business, including:
  - ▶ Which of your products or services they are interested to get more information about
  - ▶ When they need them or when they are planning to purchase these products
- No internet connection required, information is captured and stored until the next time you're online

Plus, if you're running a sales team or require multiple users:

- Create one main company account and then setup multiple team member accounts with individual targets and bespoke questions

All leads are stored on an online customer portal where they can be accessed by authorised users anywhere in the world:

- Give access to support teams to follow up immediately on hot leads
- Export data into your CRM System to track conversion from the show

**Maximise your ROI from MEDLAB and get access to the MEDLAB Lead Retrieval App for just US\$250.**

Discounts apply for multiple accounts.



## Rates

	Rate	Qty	Total
<b>Scan Package</b> <ul style="list-style-type: none"> <li>One user access for lead scanning</li> <li>Includes standard qualifiers and note taking option</li> <li>All leads consolidated in your web portal</li> <li>CSV file to upload to your CRM System</li> </ul> <i>(Note: No smartphone/tablet will be provided - price on request)</i>	US\$ 250		US\$
<b>Additional user accounts</b>	US\$ 200		US\$
<b>Scanning Devices</b> (Limited availability)	Price on request		
Sub Total US\$	Processing fee US\$ 15	5% VAT US\$	Total US\$



### Note

- All packages include online training videos, user guide for iOS and Android phone activation and on how to use web portal
- For any additional training, charges will be applicable
- Orders of custom qualifiers option after the 15th of January 2019 are subject for review and Informa Exhibitions reserves the right of refusal

### Device requirements

- 2GB memory is required for the app on your device
- Data syncing between the app and the web portal requires internet connection
- Unique Activation Keys can only be used to activate one app on one device

### Terms and Conditions:

By signing this Lead Retrieval Order Form you agree to the MEDLAB Terms and Conditions listed below and here: [www.medlabme.com/leads](http://www.medlabme.com/leads)

- Orders cannot be processed unless received with payment. Purchase Orders are not accepted.
- Send check or credit card information with order form.
- All orders canceled prior to 30 days of the show will incur a US\$100 cancellation fee.
- No refund after 25 Jan 2019
- Orders canceled within 30 days of the show will not be refunded.
- Taxable items and rates vary among states and are subject to change.
- Please call for exact quote.

## Lead retrieval order form

Exhibiting Company:.....

Booth # (Required): .....

Contact Name: .....

Job Title:.....

Mobile Number:.....

Address:.....

Country:.....

Email: .....

Email for web portal account creation: .....

.....

Signature:.....

By signing this order form, I declare that I have fully read, understand and agree to abide by the Terms and Conditions.

The exhibitor will be held liable for the safekeeping and return of any smart device and accessories provided. If a device is not returned, or is returned damaged, a replacement fee of US\$500 per device will be charged. If the power cord is not returned, or is returned damaged, a US\$50 replacement fee will be charged. If the unit is not returned within one hour after the show floor closes, a US\$100 late fee will be charged.

MEDLAB, Informa PLC is not liable in the event of any hardware or software malfunction, service interruption or loss of leads.

## For assistance contact:

### Alex Franzetti

Exhibition Services Manager

Info Salons - Registration Provider of MEDLAB

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