

2023 CONNECT

CREDIT | PROSPECT | UPDATE | ROI

An easy-to-use web-based tool for suppliers to research distributor credit history.

The screenshot shows the 'Advanced Search' section of the CONNECT web application. It features several input fields for searching by distributor information: 'Executive Name', 'Phone', 'Distributor Location', and 'My Starting Location'. There are also checkboxes for 'Show distributors who have high interest in this esp product line' and 'Match results with distributors from these lists'. A dropdown menu for 'Viewed in the last' is open, showing options from 7 Days to 1 Year. The interface is clean and professional, with a blue header and a white background.



Sales Prospecting

Using the Advanced Search tool, you can track distributor activity in ESP®. You can see which distributors searched your product category (from within 7 days to one year) and break down searches even further by Top 40 distributors, geographic location and more.

Credit Tool

Connect™ provides credit reports on distributor companies that include payment information, collections and more. It helps you assess a distributor's pay habits and potential risk before going into business with them.

For more information, contact your subscriptions account executive to see which package is best for you.



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