

## February 2012

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I find writing these little news items very worthwhile as it makes me think of the successes over the past month and any failures (rare but they do occur). My biggest "success" and I do mean my, just mine, no help from anyone, was (apart from delivering some fantastic web sites), our brand new quote system. Creating a quote has always been one of the most difficult tasks I have to deal with. But not any more! We now have a system that allows us to construct a web site quote in a fraction of the time it took us last month. I also like the fact there is no more ambiguity- We select the features required and out pops the quote and the price etc. We have quoted for several jobs on the new system and we may have hit one snag. Since we now can quote very accurately in a very short time our prices can seem too cheap. We always ask what the customer's budget is for a project and some are quite happy to tell you. For example we are just quoting for a company that told us they have a budget of 2K, our quote was under 1K. I am told some of our competitors would just send a quote for 2k and just hope they get the job. I am told that some companies purchasing services never pick the cheapest, so should we bump our prices up just to make sure we are not the cheapest? Sorry, not on my watch. I think a good product with good service for a fair price should be our motto. So if you are thinking of a web site LET IT BE KNOWN, we may very well be the cheapest, but we definitely will be the best. PS And we no longer hate doing quotes, so do give us a call. It's a rugby weekend and I am dieting again so watching the match with diet coke will have to do. Sam "the lights went out on rugby" Warburton is Captain and let's face it we have great expectations. I am not a rugby expert at all, however I was told in jest (I think) that Eddie Butler (Match commentator and Wales ex Captain) was not Welsh. Having met him numerous times in my old job I was a touch suprised so here is a photo and a link to his Wikipedia page. Richard, I hope you were joking but Eddie was born in Newport (The Welsh one). Have a great month.

