

# Buyers Guide

Dear buyer, Significant can only serve one customer at a time, due to resource constraints. Unfortunately this means, you (your company) must qualify on all these criterias, to become our customer.

**Criteria A:** Your company suffers from inefficiencies with production of decision reports, checkout [Symptoms of inefficiencies](#).

**Criteria B:** Your company have in-house IT-resources, who wants optimal IT solutions.

**Criteria C:** Your company have management, who wants to equip their employees with absolut the best tools which the market has to offer.

Your situation	A	B	C	Significant
ACME corp	[x]	[x]	[x]	Welcome to Significant
ACME corp	[ ]	[x]	[x]	You don't need us

Schedule a demo with us if you pass on all three

## Symptoms of inefficiencies

Symptoms indicating your company suffers from inefficiencies with production of decision reports:

Symptoms	Description
Lack Functionality	Your current solution is not tailored
Lack Functionality	Your current solution lack support for multiple types of assessment objects [1 - 10]
Lack Functionality	Your current solution is not scalable [10 000 - 1 000 000]
Poor Quality	Your current solution is error prone or is not easy to use
Poor Quality	Your current solution produces poor quality decision reports for end user
Poor Resource Utilization	Your current solution is time consuming
Poor Resource Utilization	Your current solution is difficult to maintain and/or operate

### Examples

#### Poor Quality

- **AS-IS:** End user needs professional services to understand the produced decision report
- **TO-BE:** Produced decision report is as simple and intuitive as an invoice.
- **Value:** Happy customers


## Poor Resource Utilization

- **AS-IS:** It takes 10 minutes for a decision maker to type and produce a decision report.
- **TO-BE:** 1-2 minute to fill a form.
- **Value:** (Time saved) 8 minutes per assessment report.

The quality of a decision is strongly correlated to the amount of time a decision maker spends on a decision.

Checkout [Presentation](#) for more...

## Still a fan of our work?

We are honored. Thank you. You are awesome 

Furthermore, if you think our work can help build a better world. Please, feel free to pitch Decision Framework to any decision maker you know of.

Thank you for your help