

MANAGED PRODUCT TRIALS

RELIABLE AND PROVEN TOOL TO WIN NEW BUSINESS OPPORTUNITIES AND
AVOID POTENTIAL ISSUES DURING TEST PHASE

What Can Go Wrong in a "Blind" Trial?

The result of a product trial depends on a variety of conditions. That is why when planning a product trial, we leave no stone unturned. You and your customers can rely on Q-Connect: Q-Connect takes all necessary steps to present the REAL quality and print performance of Q-Connect cartridges.



Reasons for Using Managed Product Trials:

- Sometimes product trials are conducted in poorly maintained, old printers.
Printing issues caused by a lack of printer maintenance will not reflect the cartridge's real performance!
- Tests performed might not follow the same ISO industry standard that Q-Connect uses.
If the page yield test protocols are not the same, the page yield result will clearly differ.
- Printers located under air conditioning outlets or in damp corridors can underperform and misrepresent the true potential of the cartridge.



The results of a product trial can have a significant influence on closing a deal, or not. Experience has shown us that the rate of success increases when a managed product trial occurs - simply by ensuring the conditions and parameters of the trial are correct, allowing the toner cartridge to perform to its true potential.

