

Customer Success Story

Westside Capital



About Our Solution

HDI INTERACTIVE WHITEBOARD

Technology Core has been operating since 1987, offering a range of boards that have been at the leading-edge of design, manufacture and supply of Australian interactive presentation solutions.

Optical Slim Infrared and Capacitive Touch technologies offer a wide range of possibilities to make your presentation a masterpiece.

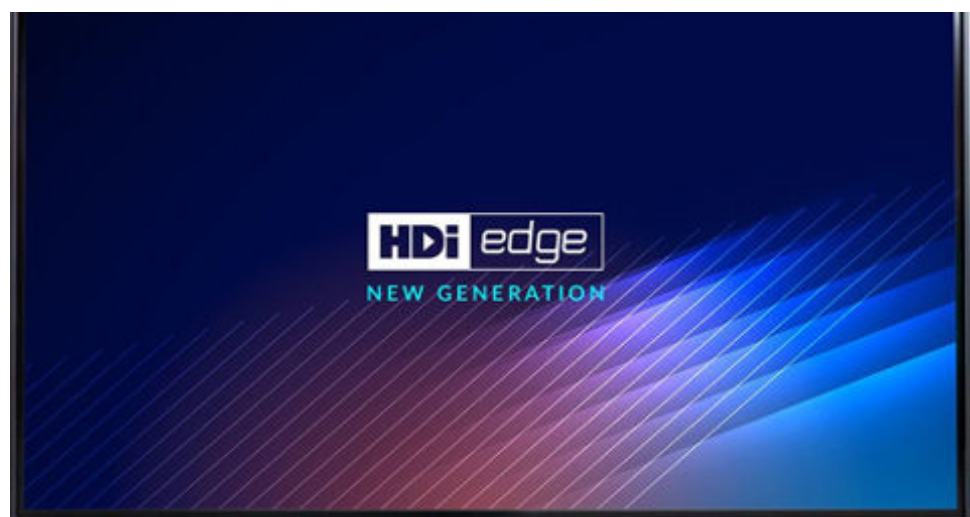
Features:

- 4K native resolution (3840 x 2160px)
- Optical slim IR technology
- Multi-touch — Up to 20 touch points
- AirServer App for wireless sharing
- Powered by HDi OS™ (Built on Android™ 8.0)
- 4mm toughened glass

HDi offers a range of Australian made mobile trolleys and mounting solutions to suit various applications and portability requirements.

Our full range includes:

- High quality steel construction, tough and rugged
- Low noise electric actuators with safety controllers
- Anti-collision technology
- Wide range of VESA mounts
- In-built power board



Available sizes:

55"

65"

75"

86"

98"

105"

OUR CUSTOMER: WESTSIDE CAPITAL

Westside Capital is a mortgage broker specialising in home loans, building portfolios, creating long-term wealth and refinancing.



“Once she saw what was possible, she changed her mind,”

WESTSIDE CAPITAL PARTNERS WITH B2B TECHNOLOGIES AND HDI TO ADD VALUE TO THEIR MORTGAGE BROKING

With the uncertainty around property prices, rises in interest rates and the rate of inflation, being able to seek sound financial advice from experts in the know when buying a new property is extremely important. It is also crucial that those experts have the required tools to keep up-to-date and fully on top of the almost daily changes in the markets to give their clients the best advice when making these very large investments.

That is exactly what Dr. Tony Nguyen has done for his mortgage broking firm, Westside Capital in Liverpool, by purchasing a 75" HDi Interactive Screen from B2B Technologies, who they have partnered with to obtain their office technology. “Initially I wasn't sure if I needed something like this, and my business partner was really against it, but once she saw what was possible, she changed her mind,” he said.

As part of his offering to clients, he works heavily in the financial education and information areas and the HDi Screen is another tool that helps explain the why of what they are doing in investing and mortgage broking. His clients have been impressed with the HDi Screen and their reviews have been positive. “As a visual aid to explain concepts, it's quite incredible. You can write on the board, go away, come back and it's all there!” he explains.



THE INSTALL, TRAINING AND WAYS THE BUSINESS WAS IMPROVED

After the screen was delivered and installed by B2B, HDi came out and offered training on using the screen beyond just connecting to it. During the training Dr. Nguyen wanted to know how he could include things like graphs he has taken from various resources to show his clients various trends in the property market so they can clearly see what is happening longer term. By taking the graphs as images he can import them into Google's Jamboard where he can then markup over the top of the image to draw attention to specific areas. This will save him having to printout information, he can share the marked-up image to his clients, and at the end revert to just the image of the graph

ready for his next meeting.

Dr. Nguyen says that for him the most important aspect to using the HDi Interactive Screen is the ability to use his standard Google suite tools save and share a record of the meeting notes he makes with clients. "What we do in our financial area can be life-changing for our clients in that this really affects their future, so being able to work with them using the screen, export to PDF or as an image for later reference means the overall experience is nicer for both the client and us," Dr. Nguyen states.

The Experience With Us



Westside Capital worked closely with B2B's Michael Zannetides to purchase the HDi Interactive screen and they have been very happy with the way their needs have been met. "B2B and Michael have been responsive and listening to what I need," Dr. Nguyen says, "Having them bring in HDi to do the demo and make it so that I could

see how it applied to me really made a difference." He also says that he has been very happy with the whole process from start to follow-up training and support. "Buying something new doesn't always pay off," he says, "but having the support from B2B and the training from HDi that is specific to our use adds a lot of value."

“With so many on the market and at different price points, I wanted to ensure we had the right one with ongoing support.

Since, the board has been a fantastic asset whereby we’ve conducted both internal and client meetings and able to managing workflow better for our business and explaining complex matters for clients and sending them our digital notes for reference.

We’ve yet to use its full capabilities, but between ourselves and B2B, I’m sure we’ll be unlocking more possibilities to enhance the overall experience both internally and more importantly for our clients.”

About B2B Technologies

WHAT WE DO

We have been helping companies 'big and small' deliver efficient and cost-effective outcomes for over 30 years. Our success is built on delivering best in class business solutions, all over Australia.

We first opened our doors in 1988, selling printers all over Sydney. Starting with 6 employees, we now have over 60 and a presence in 3 cities in Australia. Having built a reputation for quality, reliability, and outstanding performance across the print markets we operate within, we expanded into software and collaboration solutions.

Today, B2B Technologies helps organisations streamline their Print Management and Print hardware assets, while also delivering leading edge Digital Workflow Solutions and Unified Communication solutions, encompassing both remote licensing and office-space hardware solutions.

Our team works diligently with clients to help digitise their manual inefficient processes across all key departments, in turn helping them drive increased efficiencies and delivering real genuine cost reductions.

