

Why Use XPress Leads® Lead Retrieval at PACK EXPO International?



	OTHER LEAD RETRIEVAL	XPress Leads® 
OFFICIAL PARTNERSHIP	✗ Limited access to attendee information with uncertain data accuracy beyond name and company, causing missed opportunities and inefficiencies.	✓ We're the only affiliated partner with PMMI for lead retrieval, which guarantees accurate lead information and ensures you receive all lead data.
DEDICATED CUSTOMER SUPPORT	✗ Limited or no customer support offered, leaving your exhibit staff to troubleshoot issues on their own and leading to delays and missed opportunities.	✓ Only XPress Leads provides you and your exhibit staff with in-person customer service and technical support in your booth along with phone and email support pre-show, onsite, and post-show.
INDUSTRY LEADING FEATURES	✗ May lack enhanced features for personalized lead qualification and management, resulting in suboptimal communication between your teams.	✓ Capture more leads using our industry-first features such as automatic follow-up, appointment scheduling, big buyer identification, photos, and audio notes.
EFFICIENCY	✗ May require extra time, steps, or possibly a developer to integrate attendee registration data with the app.	✓ As a PACK EXPO Exhibitor easily capture, collect, and manage all your leads with ease, ensuring a productive onsite experience.
EASE OF USE	✗ Often require specific, proprietary equipment to scan badges and collect leads. This can limit flexibility and increase complexity for exhibitors.	✓ The XPress Leads platform allows you to use your own phones or tablets or rent equipment to easily scan badges and collect leads.
CUSTOMIZATION	✗ Often offer limited customization options, creating generic lead profiles.	✓ You can customize qualifiers and surveys to help you build full prospect profiles, tailoring the experience to meet your specific business needs.
LEAD RATING	✗ Absence of advanced lead qualification features, making it difficult to prioritize high-potential prospects.	✓ Identify top prospects and customers by assigning ratings to your leads and increase your ROI.
LITERATURE FULFILLMENT	✗ Often involve manual document retrieval and emailing that is time-consuming and error-prone, hindering efficient lead follow-up.	✓ You can email links quickly within the app with all the information customers and prospects request, enhancing the quality of your lead follow-up.
POST-SHOW SALES TOOLS	✗ Lack post-show sales tools, leaving valuable opportunities untapped. These systems typically offer limited follow-up options, restricting the potential to convert leads into customers.	✓ Every attendee receives a personalized, online exhibit tracker with a list of exhibitors who scanned their badge with XPress Leads. Don't be left out of this critical post-show sales tool to help turn prospects into loyal customers.
DATA PRIVACY	✗ Data privacy concerns, risk of unsecured data.	✓ Your leads, your data. We prioritize data privacy and security. Don't let your data be at risk.
LEADS LIST ACCESS	✗ May only be available post-event. May resell your leads.	✓ Easily download your leads from the XPress Leads portal to the CRM system of your choice at any time.

Maximize your lead retrieval return on investment at PACK EXPO International with XPress Leads.

Order your XPress Leads system [here](#).





Exclusive Event Vendor

XPress Leads was selected by show management to be the exclusive lead retrieval vendor for the event.



XPress Connect Family

Exhibiting success is much more than just purchasing a booth and showing up at the event. Meeting qualified prospects and turning them into loyal customers is the true measure of exhibiting success. CDS' XPress Connect lead retrieval equipment and programs are the keys to a highly productive onsite experience.

Top Features



Literature Fulfillment

Email links quickly with all the information customers and prospects request



Custom Qualifiers

Customize your qualifying questions and responses to build full prospect profiles



Instant Email Follow-up

Follow-up with hot prospects who visit your booth



Rate Leads

Identify top prospects and customers by assigning a rating



Schedule Appointments

Set up follow-up meetings with leads and close more deals



VIP Alerts

Receive a text alert when anyone you identify as a VIP enters your booth



Sales Text Alerts

Send instant text alerts to your sales team when prospects enter your booth



Exhibitor Portal

Leads, analytics, instructions, and best practices online all the time



Our full-featured lead retrieval system running on **YOUR** Apple or Android mobile device.



Full-featured lead retrieval system running on **OUR** large screen Android phone.



Plug and play lead retrieval system with our scanner running on your PC.

Connect Comparison

	App	Plus	Elite
Scan anywhere, any time	✓	✓	
Custom qualifiers	✓	✓	✓
Literature fulfillment	✓	✓	✓
Real-time leads	✓	✓	✓
Reporting portal	✓	✓	✓
Instant email follow-up	✓		✓
Rate leads	✓	✓	✓
VIP alerts	✓	✓	✓
Sales text alerts	✓	✓	✓
Schedule appointments	✓		✓
Add images to leads	✓		✓
Audio notes	✓	✓	✓
Optional Bluetooth printer*	✓	✓	✓
Online and offline modes	✓	✓	✓

*XPress Connect Elite uses a USB cable (included) to connect the printer.

Order Today and don't miss a single lead:

www.xpressleadpro.com

FACT SHEET

Event API Developer Kit



XPress Leads® API Developer Kit: Your Comprehensive Lead Data Solution

For those who use non-XPress Leads services, capture comprehensive lead data in real time using your existing lead retrieval system and the XPress Leads Event API Developer Kit. We'll give your IT team all the info and support they need to integrate with the event registration system, so your booth staff can scan badges and instantly collect and view full lead data.

Data at Your Fingertips



Complete Lead Profiles

Access detailed attendee information beyond basic contact details like first name and company, including demographic responses and preferences for the leads you scan on-site.



Qualify in Real Time

Whether you view with your third-party lead retrieval or analyze and download leads, all the information is available in real time, helping you make informed decisions faster on your quality leads.



Seamless Integration

Easily incorporate lead data into your existing systems and workflows.



Quality Support

Our expert team will provide comprehensive guidance to your IT team on setting up and delivering access credentials, ensuring the API is functioning correctly.



Data Ownership

Your leads, your data. We prioritize data privacy and security.

Don't miss out on valuable lead information. If you're using non-XPress Leads services, order your API Developer Kit today to elevate your trade show performance and capture every lead possible.



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Requirements

- You must have your own internet connection in your booth
- You must be able to write software to consume web service APIs (similar to Google or Facebook APIs)
- Because demographics vary for each event, you will need to purchase a separate API Developer Kit for each event

To learn more
and order your
API Developer
Kit, visit

xpressleadpro.com

