

Rossware Q&A

My company is very small. Is the Rossware suite of products too big for me?

This is a common misperception, and one we've fought hard to displace. Perhaps the misapprehension is inevitable when a software system does so much. At any rate, the answer is — emphatically — No, our systems are not too big for you. This is true even if your operation is just a one-man shop.

In fact, it's highly arguable that the smaller you are, the more you need our systems. After all, larger operations have a real office staff: more people and bodies to attend to all the many things a tiny staff (maybe one guy doing service calls all day, or perhaps his wife back in the home-office) does not have time for. If you are similarly small, it means you need machine assistance all the more.

This fact is borne out in the statistics of our users. We have more one-tech operations than any other size. Yes, we have a bunch of clients in the teens, twenties and thirties too, but the prevalence of one, two and three-tech operations is so great as to make our average size user only about three-techs big.

It's also true that the smallest users often seem to appreciate our systems the most. Again, we think it goes back to the fact a smaller operation needs the horsepower even more.

As to whether the purchase price is affordable to a tiny operation, a one-tech firm gets half off, a pretty big discount, and it's nearly half-off for a two-tech operation, etc.

Regardless, all our users — once they're geared up and using the system — find their payments to us are, pretty much, garbage. That is to say, the amounts are so tiny in comparison to worth they are not even considered a cost. They are de-minimus. Not on the radar. You will find the same. No matter your size.