

PSI Uses the Onvia Guide as Their Low-Maintenance Lead Notification Service

Client: Professional Service Industries, Inc. (PSI)
Location: Oakbrook Terrace, IL **Onvia Client Since:** 1999
Subscriber To: The Onvia Guide

Problem

PSI needed a way to deliver dependable public sector sales leads and data to their numerous office locations across the U.S. Specifically, the company needed information that was customized to the service focus of individual office managers.

Solution

PSI started receiving the Onvia Guide in 1999 from its Seattle office and now has active accounts in more than 50 locations across the United States. Erik Anderson, Director of Marketing, appreciates how low-maintenance the Onvia Guide is for him. "Honestly, I don't think about it very much, and that's a good thing. I know that the information is going to the managers and they're getting the support they need. The product is technologically sound and we always get great customer service", says Anderson.

Anderson worked with Onvia to come up with preset categories that cover PSI's consulting and testing services. The sales or office managers in the regional offices can also customize their Onvia Guide if they specialize in a specific service, such as environmental consulting.

Value

"The product is so easy to use for me, the administrator, and for the end user," Anderson continues. "Whether you're working in one state or nationwide, it covers the information you need. Onvia is also a stable company and I appreciate that; it's not some fly-by-night lead service. I'm very happy with the product and with the service we receive throughout the year."



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— Erik Anderson, Director of Marketing, PSI

About Professional Service Industries, Inc.:

Professional Service Industries, Inc. (PSI) is an industry-leading consulting, engineering, and testing firm with 110 offices across North America.

Distinguished as a leader in environmental consulting, geotechnical engineering, and construction testing services, PSI is nationally recognized in several disciplines, including construction materials testing/engineering, geotechnical engineering, environmental consulting, industrial hygiene and indoor air quality consulting, and facilities and roof consulting. PSI's customers include Fortune 500 companies, commercial property owners, state and municipal governments, architects, engineers, contractors, developers, and design-build firms.

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