

Re: Unbelievable! Checkmate: Impossible to buy Turbo Delphi Pro in HongKong till at least Dec/Jan...only maybe!

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 - *Date:* 21 Sep 2006 04:42:43 -0700
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Hi,

I don't know what is the reason Borland still has deals with dealers all over the world. Maybe it is a left over from the past. Nowadays, one can download tons of software + documentation etc. I think DevCo, should really consider changing this policy and have one selling point through the internet. Cut the costs of making boxes and cd/dvd and build a proper on line shop for your products. I don't know if this will increase your profits, but it will certainly increase customer satisfaction. If there is a country where your products are needed but the internet speeds is low... then assuming the product need is also low in such a country, just offer the option to send a single DVD with everything needed... no fancy boxing or manuals or whatever else might increase the costs.

Be versatile. Dump the dealers.

I provide my advice free of charge and I take no responsibility if after you follow it, the company goes down. <g>

Petros

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