



Ten SENIC steps to...

Choosing the best Business Management System Partner

Check they have a defined sales process that they will share with you. Do they ask for your timeframe so that they can advise you on when you need to make decisions?

Does the sales process include a review when the initial contract is delivered? Is this carried out by the original sales team?

Do they work with you to ensure you define your return on investment?

Is understanding the competition, and your concept of their competitive advantage part of their sales process.

Do they have multiple support channels i.e. email, text, online, telephone.

Will they appoint a single point of contact to champion your organisation and manage the relationship long term?

Will the sales person/team stay involved post sale? If they do, then you can trust their promises during the sales cycle?

Is there a consistent approach throughout their organisation during the sales cycle. Do people deal with you in a similar manner. If so, this spells professionalism, consistency and organisation.

Is there a broad spread of experience /qualifications /expertise and outside interests through the organisations employees?

Can you speak to their customers about their experiences?

Do you get a strong impression that they love their customers and believe in their own products/services?

Genesys Business Solutions helps evolving companies to stabilise and grow their business.

Genesys is a Microsoft Certified Partner – with competency in Microsoft Business Solutions. We can advise you on Dynamics Great Plains® solutions - whether implementing as new or developing on existing installations. Our commitment is to support your company's systems and provide you with a quality, reliable IT business solution.

Our proven track record in delivering Microsoft Dynamics Great Plains® means we have the experience, expertise and know-how to ensure you get the right solution for your business. Development of solutions for specific business requirements is our key competency – no matter how complex your systems transactions. We provide a full support and training service throughout the lifetime of your system, changing and evolving as your business does.

"Everyone has benefited with GP from Genesys. From telesales and purchasing, to admin staff and the fulfillment people in the warehouse, they are all aware of our entire business process, and how their actions and decisions affect other departments. Everything just runs a whole lot smoother"



Microsoft Business Solutions



For better business productivity, contact Genesys Business Solutions today.

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