

Business Systems Advisors & Consultants



Sapphire believe that by actively engaging with consulting firms and business advisors, we can not only satisfy a client's immediate software and technology requirements, but can ensure that any new system will support the client's strategic goals for future growth and development.

At Sapphire, we understand that selecting the right software - and software supplier - plays a vital role in helping to align a company's operational processes with their strategic business goals. To help create an environment where this is possible, we look to combine our financial accounting and business management applications expertise with the financial management, strategic planning and operational expertise of business consultants and advisors.

The development of partner relationships has an essential role to play in Sapphire's corporate and business development strategy. We believe in active engagement with consulting firms and business advisors, and put a high value on these partnerships. Between us we can then establish joint business development opportunities that will not only satisfy a client's immediate software and technology requirements, but will also ensure that any new system can support the client's strategic goals for future growth and development.

Every consulting practice is different and so our Partnership Program offers a variety of services that can be tailored to the specific requirements of your organization, or to a particular client assignment that is being undertaken by your firm. In this way, Sapphire can offer you the flexibility of working together on a mutually developed Partnership Agreement basis - or simply on a more informal "as needs" basis.

Sapphire's Credentials

SUNSYSTEMS



channel partner



Industry Leadership: Sapphire is the number one partner for SAP Business One in EMEA - a solution that offers business process support specifically designed for small and medium sized companies, and subsidiaries of large multi-national operations. For the past four years, we have been the World's Leading SunSystems Channel Partner – a best of breed financial management solution that is in use by over 85 of the FTSE 100 and a further 20,000 customer sites around the UK.

Global Reach: Headquartered in the New York, with regional operations around the US, UK and with multi-lingual capability, Sapphire has the ability and reach to implement business systems on an international scale. We provide both software solutions and support to some 500 companies worldwide. During the past 20 years, Sapphire has built a team of technical and application consultants who, between them, have experience of 2,500 system implementations. Sapphire is increasing in presence worldwide; we now have global rollout capabilities that are available across all continents, backed by a large team of multi-lingual support and business application specialists.

Profitable Growth: With consistent, double digit revenue increases over the last several years, Sapphire joined the Deloitte Fast 50 Southern Region, and the Deloitte Fast 500 EMEA Technology Provider Rankings in 2005. The company is wholly owned by people that are actively involved in the business on a day-to-day basis and has stable financials and no outside interests; this allows the business to pursue the best interests of our clients - not shareholders.

Vendor Independence: Sapphire recognizes that when it comes to software, one size does not fit all. By forging partnerships with a range of leading software vendors, we offer the flexibility in providing solutions to accommodate both Best-of-Breed and ERP strategies, niche and specialist industry requirements, together with bespoke software integration and custom development solutions as required. This diversity allows us to create solutions that



"Growing the top line enough to make the Deloitte Technology Fast 50 is especially meaningful during tough economic times for the technology industry. With its consistent growth rate over the past five years, Sapphire has proven that its leadership has the vision and the determination to grow in difficult conditions". Deloitte

are highly tailored to the unique requirements of each individual organization – large or small, domestic or international.

Benefits of Working with Sapphire

Fast, responsive Bid Management Team for the completion of RFI's and ITT's:

Sapphire has 20 years experience in the preparation of tender documents. Each document received by Sapphire receives individual attention and is not just a re-branded, template response. This means that your clients will receive a tailored response document that offers a clear, considered and concise answer to each of their questions - which in turn will help them to select the right solution for their business.

Experienced personnel to advise and contribute to Project Initiation Meetings:

Prior to any software selection process, Sapphire can advise you on core features and functions that need to be considered in order to best fit your client's business and operational processes. Our consultants are qualified in a wide-range of system, technical and software applications and can brief you on the latest developments to ensure that both business users and IT personnel are fully apprised of the available opportunities - and associated risks - when considering a new system replacement project.

Wide-ranging subcontractor service offerings: Sapphire can provide SAP and SunSystems technical and application consultants that will help augment the skills available within your existing project management team; helping to ensure that your client's new system implementation happens on-time and to agreed specifications.

Software License Provision: Sapphire can act as your sub-contractor to fulfill license only requirements for your clients on the SAP and SunSystems range of business solutions.

Sales, Education & Marketing Support: Sapphire can offer a wide range of business development and marketing services which include a Named Account Manager, unlimited access to educational solution showcases and webinars, a partner website listing, joint press opportunities, co-sponsored marketing development campaigns, speaker opportunities and the chance to contribute feature articles in our quarterly Customer Newsletters.

Business Application Expertise

The Sapphire Team offer experience in the following application areas:

- Financial Accounting Solutions
- Business Intelligence & Reporting
- Enterprise Resource Planning
- Corporate Performance Management
- Professional Services Automation
- Payroll and Human Resources

Industry and Market Expertise

Sapphire has industry sector specialists that can advise on business process support within a range of industries that include:

- Charity and Not for Profit Organizations
- Financial and Insurance Services
- Wholesale, Transportation and Distribution
- Professional Services incl. Media, Advertising and B2B service industries
- Oil, Gas and Energy
- Travel and Tourism

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Further Information

For more information, or to explore the opportunities available to you with the Sapphire Partnership Program, please call us on +1 (212) 541 2406