CODEPARTNERS

Axis Global Partners' Clients Generate More Information, Reduce Costs, and Have More Efficient Workflow Thanks to CodePartners

Results

- AGP's clients experience increased productivity

Objective

- Help AGP's clients run their businesses more effectively through the use of software technology

Issues to Resolve

- No automated sales processes
- No documentation to show how the work was done

Products

- SageCRM
- Sage ERP Accpac
- Web Applications

Axis Global Partners (AGP) helps small and medium-size enterprises perform at the highest possible level so they can create sustainable value for their customers and stakeholders. Using Sage ERP Accpac and SageCRM as a foundation, their team of passionate professionals strives to deliver exceptional solutions and service to clients throughout the Midwest, Florida, Latin America, and the Caribbean.

From time to time, AGP's clients will need a custom application or something developed specific to their business processes. Not wanting to dedicate resources to employing a full-time developer, AGP looked for a firm to help that shared the same level of commitment to quality and service they provide their clients.

"We originally were referred to CodePartners by a colleague," said Manny Buigas, Partner at AGP. "CodePartners was known for a high level of integrity and for delivering quality solutions in a timely manner. We started working together on a few smaller projects to test out the waters. We were thrilled with the results, and more importantly, our clients were happy."

Over the next few years, AGP and CodePartners worked together closely. In addition to custom development work, many of AGP's clients use the numerous components available from CodePartners' Component Catalog. As a matter of fact, AGP feels so strongly about the quality and value of the components in the catalog, they feature the catalog on their own website.

"Having a relationship with CodePartners allows us to expand our offerings to our clients and prospects, which enables them to do more with their core application. Just showing the Component Catalog to a client gets them thinking about the possibilities and how the software can make their business more effective," said Manny. "CodePartners knows the ins and outs of the products we work with.

When we outsource a project to them, it is completely transparent to the client."

"Another reason we continue to turn to CodePartners is that they always provide a fixed price for the work they do," said Manny. "We have never lost money on any of the projects we have done together. This gives me a lot of confidence when setting a price for a client."

Recently, a real estate development client of AGP's needed to implement SageCRM. "Our client targets high-wealth individuals, but did not have any automated sales processes. All processes were manual, and there was no documentation as to how the work was done," said Julio Baylac, AGP Partner and project manager. "This project required significant customization to SageCRM to make the processes relevant for our client. Now, the sales process is formalized and automated. Sales reports are readily available; opportunities are tracked from beginning to close; and marketing is much more targeted. We could not have done this without CodePartners customizing the screens with a lot of complicated rules and creating complex workflows."

Another AGP client, a large wholesale distributor of shoes, has taken advantage of several of the components available in the Component Catalog. "Due to the nature of this client's business, they rely heavily on the ability to create multiple invoices for one customer purchase order number," said Julio. "Additionally, CodePartners created an application to track multiple shipments by customer purchase order number and the ability to update price changes easily on purchase orders. These developments improved productivity greatly at our client."

"We also are working on a project with CodePartners where they are going to automate a process between a Web application and Sage ERP Accpac that is currently being done manually," said Julio. "This will reduce duplicate data entry and keystroke errors, not to mention save the client a lot of time."

After the projects are complete, AGP also relies on CodePartners for service. "They have great support," said Manny. "They take care of the problem, whether it is their responsibility or not."

"Without CodePartners, we would not have been able to meet our client's needs and thus would not have gotten the deal," said Manny. "Knowing we have a development team working with us at CodePartners gives us a lot of confidence when we meet with a prospect. We have full faith in their abilities. We are able to spend our time focusing on building relationships with our clients because we know with CodePartners the programming part will take care of itself. No one has the level of expertise that CodePartners has."

About CodePartners

CodePartners, a Dallas, Texas-based firm, provides software development and business process automation. Through leading edge but affordable software programming services, CodePartners works with clients to increase their revenues, decrease their costs, or achieve other measurable business objectives. With over ten years of experience as software development professionals and a focus on enterprise resource planning (ERP), financial transactions, and web applications, CodePartners continues to successfully complete projects for companies all over the world.

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~ Manny Buigas, Partner, Axis Global Partners

Sage Development Partner SILVER

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