

Business Partner Case Study

Sicon

Company Overview

Based in Bury St Edmunds, Sicon is an established IT solutions provider, offering a broad range of market leading IT hardware and software to the mid-market sector. An approved Spindle Professional Business Partner, Sicon has already sold Spindle Professional to about 20 of its own clients, all of whom have given excellent feedback.

Delivering Benefits In-House

Impressed with the results, Sicon began using Spindle Professional within its own business about six months ago. Since then, it's already made a visible difference to their bottom-line and delivered dramatic customer service improvements. Gone are the daily duties of manually printing and mailing various business documents for circulation, and the constant challenge of tracking documents. So too has the need for branded stationery. Thanks to Spindle Professional, Sicon now despatches all its documents by e-mail and fax and then digitally archives them, virtually eliminating having to manually mail out. It has also removed the need for expensive pre-printed stationery.

How it Helps Increase Revenue

Sicon's Jane Youngman says, *"Not only does Spindle Professional pay for itself quickly, but its hugely impressive ROI helps clients to offset the cost of other business systems. It's easy to sell in our channel – it's one of the few software packages that exceed expectations time and time again. It's a very handy tool indeed that integrates effortlessly with our existing accounting system and streamlines the process."*

Sicon Facts

Activity: IT solutions providers offering a broad range of market leading IT hardware and software to the mid-market sector

Based: Bury St Edmunds, Suffolk, UK

Key Benefits

Dramatically reduces costs - document delivery by email and fax

Creates a more professional image with your company logo and branding on outgoing documents

Saves money and waste - you can use plain paper in place of pre-printed stationery

Flexible - allows you to automatically add terms and conditions or seasonal or promotional messages

'Intelligent' - pre-programmed to fax, email, print or store your documents automatically for instant retrieval whenever you need them

Spindle Professional works with major accounting systems including Sage 50, Sage Line 100, Sage 200, Microsoft Dynamics NAV (Navision), Microsoft Dynamics GP (Great Plains), Pegasus Opera II, Access Accounts, SAP Business One and more. Also works with almost any application that will print, such as Microsoft Word, Excel, Access, ACT! and Crystal Reports.

Product Range

Spindle Professional is one of a range of products available from Draycir, specialists in document distribution and credit management solutions.



Spindle
PROFESSIONAL



Credit
HOUND



Credit
GUARDIAN

www.draycir.com

Draycir Ltd. 3 De Montfort Mews,
Leicester LE1 7FW, United Kingdom
T: 0845 123 2941 F: 0870 011 8910
E: sales@draycir.com

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