



80%

of your industry requirements
can be met right out of the box

LET US HELP YOU DO BETTER...

Columbus knows how to make clients more successful by adapting and implementing proven, Microsoft-based solution sets to maximise efficiency and overall business performance of food, manufacturing and retail companies.

With deep industry engagement, we build targeted solution sets on top of the reliable Microsoft platform that deliver value and ROI faster.

Our solutions often meet 80% of the industry requirements right off, and with basic system configuration, you will experience the full impact on your business performance at a lower total cost of ownership.

IMPRESSIVE ROI RESULTS:

- ✓ Three time more product being produced with no increase in overhead
- ✓ Inventory reduced by 200% from the prior year
- ✓ Closing periods down from seven to two days after close date
- ✓ Production run preparation reduced from one week to 24 hours
- ✓ A 22% reduction in accounting staff - saving two man years of cost



After Christopher Columbus (1451-1506) discovered America, critics argued that anyone could have done so. Columbus challenged them to stand an egg upright on the table, and when all failed, he gently broke the shell and stood the egg up. "That's easy!", they said. "Yes", replied Columbus, "once you know how".

|| *Their knowledge of our company and understanding of the production and logistic processes made Columbus invaluable in supporting this strategic change"*

Kevin Stacey, IT Director, Aliaxis Group

Columbus®
Once you *know* how...

With Columbus as your partner, you will reap the benefits of:

1. A global supplier with local attention to detail

Columbus is where you do business. With more than 1,000 dedicated staff working out 41 offices in 21 countries, we offer the economic advantages and experience of a global supplier combined with the local attention of our highly qualified industry consultants.

2. Competitive business advantage through proven process and unique solutions

Our proven SureStep+ process and unique solution sets ensure truly flexible and future-safe ERP, CRM, BI and related business applications that deliver competitive advantage.

By scoping bite-sized projects and phases, Columbus enables clients to grow while continuously adapting their solutions to realise value and justify the technology investment.

3. Faster and less implementation

Columbus is committed to faster implementation and easier administration. Through SureStep+ integration, predefined best practice set up and configuration, you will be able to reduce total cost of ownership associated with implementing the solution faster with less need for 3rd party customisation.

In addition, you will most likely be able to improve customer service and governance without increasing overhead while reducing cost of training and your accounting/administrative head count.

4. Continuous focus on improving efficiency and productivity

At our Core Competency Centres in USA and Europe, we employ industry experts dedicated to finding efficiencies and productivity gains through technology.

ABOUT COLUMBUS:

Columbus currently employs over 1,000 dedicated professionals working out of 41 offices in 21 countries. With more than 20 years experience and 6,000 successful business cases, Microsoft recognises Columbus as a top global partner and has presented the company with virtually every award and certification available.

WANT TO KNOW MORE?

For more information on Columbus, including case studies, videos and white-papers, visit www.columbusglobal.com

WHY PARTNER WITH COLUMBUS?

We help you streamline processes to optimise your business performance in a professional and pragmatic way.

By upgrading to a Columbus end-to-end business application you will gain real time access to accurate business details and full control over every aspect of your operation, so you can adjust to changing business environments.

/// We see Columbus as our technology ally, who guided and advised us every step of the way throughout the implementation of Microsoft Dynamics AX.

We have a continuous support relationship with them and value their deep understanding of our business and our needs.

Miguel Ángel Sanjurjo, General Manager, Nugafruits



2011 PARTNER OF THE YEAR
Microsoft Dynamics Distribution
Finalist

