

CONCENTRIX A 'CENTRE OF EXCELLENCE' FOR ADVICE ON SAGE SOFTWARE

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Sage Selects Concentrix (<http://www.concentrix.co.uk>) as Customer Development Centre.

UK business management solutions specialist Concentrix has been selected as a Customer Development Centre by leading business software supplier Sage (UK) Ltd. Customer Development Centre status means that Concentrix has been carefully chosen as a Centre of Excellence to help and advise businesses on the best time to progress through the range of Sage software.

Concentrix has been an accredited Sage Business Partner (<http://www.concentrix.co.uk/about/certified-partnerships/sage>) since 2004. They continue to build and develop a close working relationship with Sage, which is underlined by their selection as a Customer Development Centre.

Commenting on the selection, Ian Dawkins, Managing Director of Concentrix, stated "Sage has chosen only a handful of business partners as Sage Customer Development Centres. The criteria are pretty strict, which is in line with Sage's trademark 'Breathtaking Customer Experience'. We're really pleased that our close relationship with Sage and the success we've delivered to our customers has been formerly recognised."

In the UK, Sage is synonymous with business management software. From accounting packages for sole traders to enterprise-scale CRM and ERP systems, Sage has solutions to improve the efficiency and effectiveness of a wide variety of organisations.

As businesses grow and their processes become more complex, they begin to recognise that their software needs to change accordingly. For example, Sage 50 (<http://www.concentrix.co.uk/software/accounts-erp/accounts-erp-software/sage-50>) is a highly popular suite of software aimed at smaller businesses, and includes modules ranging from accounts and financial applications to contact management. Typically, companies using Sage 50 will progress to Sage 200 (<http://www.concentrix.co.uk/software/accounts-erp/accounts-erp-software/sage-200>): a powerful, fully integrated business management solution for mid-sized businesses.

The gains from migrating from Sage 50 to Sage 200 can be substantial, but changing systems is a business-critical decision. It needs to be done at the right time, in the right way, with minimal disruption to the day-to-day running of the business.

Because Concentrix is a Sage Customer Development Centre, organisations can discuss their business requirements with them knowing they will receive expert help. All Sage Customer Development Centres are companies with a solid track record with Sage products. With Concentrix, this includes everything from straightforward upgrades to more complex Sage 200 migration projects. What's more, businesses have the assurance that Sage has formally recognised Concentrix as having extensive, proven knowledge of Sage software. This assurance is extended further, as Concentrix is fully supported by Sage and has instant

access to their head office and technical support teams.

In the current economic climate, businesses are increasingly looking at ways to streamline their operations. But are they likely to invest in new technology and risk changing their current systems?

Dawkins continues “We’re actually seeing more and more interest in integrated business management solutions such as Sage 200, especially with the release of the next version, Sage 200 2009, due imminently”.

So businesses are exploring ways to move forward, but they also need to be sure they’re doing the right thing. And this is a key benefit to working with a Sage Customer Development Centre.

Dawkins concludes “With the current air of uncertainty throughout the economy, businesses are more actively looking for ways to improve their efficiency and processes. But they need to be assured and supported in making the right decision. Because Concentrix is a Sage Customer Development Centre, businesses that work with us have that assurance and support.”

About Concentrix

Founded in 1999, Concentrix is a leading business management software, customer relationship management (CRM) software and IT solutions provider. Concentrix helps companies increase competitiveness, profitability and customer satisfaction by improving business processes, systems and IT. The Concentrix product portfolio includes software, hardware and a full range of supporting services.

Concentrix takes a product agnostic approach to implementing systems, ensuring their customers get a solution which matches their strategic objectives and business requirements. As well as the Sage 50 and Sage 200 suites, Concentrix also supplies Sage CRM (<http://www.concentrix.co.uk/software/crm/crm-software/sage-crm>), SalesLogix (<http://www.concentrix.co.uk/software/crm/crm-software/sage-saleslogix>), plus other ‘best of breed’ CRM solutions such as Microsoft Dynamics CRM (<http://www.concentrix.co.uk/software/crm/crm-software/microsoft-dynamics-crm>) and FrontRange's GoldMine (<http://www.concentrix.co.uk/software/crm/crm-software/goldmine-premium>).

Concentrix is a UK company with its head office in Loughborough, Leicestershire. Concentrix also has a satellite office in central London.

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