

Member benefit

Supercharge ERP flexibility for competitive business

Every week, TBiConnect's products provide corporate customers with core, high-value applications that maximise and enhance their current IT and ERP investment and deliver benefits across their business.

To quote managing director Simon Fox: "We provide solutions that liberate the business from the constraints of rigid in-house systems."

Background

For large businesses, lack of flexibility with legacy IT and ERP limits the introduction of new products, new sales initiatives and flexible procurement by increasing costs and imposing long delays. 70% of corporate ERP and IT implementations do not achieve their estimated benefits, according to the ISEG.

A recent IDC Group survey results show that not being able to modify ERP systems slowed decision-making and caused delay to product launches and acquisitions. According to the IDC research, under-performing ERP systems feed through to the bottom line, with average lost revenues of 14.3%, and a 16.6% decline in customer satisfaction.

TBiConnect

Founded in 2000, TBiConnect is a "Cloud Computing" company grown from an established large corporate consultancy to a business where its Connect products provide online services to major corporates, revitalising and enhancing their corporate ERP and legacy systems to enable them to work effectively with their customers and trading partners.

TBiConnect provides dramatic improvement and control of major ERP processes where its customers have struggled to solve a significant business process problem, and where they need immediate, pragmatic and cost-effective business solutions.

TBiConnect aims to work with its clients to deliver the most out of existing legacy and ERP systems and to help regain agility, flexibility and competitive advantage. Connect is flexible, innovative and rapidly implemented. It is also highly scalable and directly tailored to clients changing needs, to:

- Complement existing back-office ERP solutions
- Establish and deliver ERP benefits in just weeks
- Deliver the process flexibility and agility needed
- Maximise cash flow
- Maximise efficiency and reduce costs
- Maximise staff productivity.

Connect Sales

- Accounts Receivable services,
- Sales Campaign Management,
- Electronic Invoicing via EDI and/or Self Service,
- Credit Control,
- Invoice Verification/Validation/Correction

ConnectSales aims to increase productivity with automated workflow, the auto-matching of invoice to order and direct invoice delivery to payment systems - all with full reporting and analytics.

New sales campaigns are simple with the rules driven prioritisation and calling processes with the reassurance of performance monitoring, with dashboards and real time reporting.

Credit issues can be a thing of the past with the rules driven debtor prioritisation, calling processes, key debtor data and history, again with dashboards and real time reporting to monitor progress.

Connect Procurement

- Requisition, Approval,
- Purchase Order and Exception Management,
- Electronic Transactions with EDI
- Integrated PO, Receipt and Invoice matching.

This is all workflow driven, incorporating authorisation steps to eliminate fraud. The entire process is audit compliant and allows you to rest assured that you have full control of your purchase process.

You will see the benefits of knowing who is buying what from where and being able to validate all of these purchases. Only the right items will be purchased from the approved suppliers and payments will be made when you say, taking advantage of early payment bonuses and rewarding you with better cash flow.

The ICM Member benefit

TBiConnect's initial consulting fees, leading to application and process implementation, are normally charged at £1,250 per consultant day. Qualifying ICM members can enjoy a FREE half-day consultation at their organisation's offices.

During this consultation TBiConnect will work with you to analyse any current process bottlenecks and functional shortcomings that you face as a business with your legacy IT systems. They will also begin the analysis of the available data you need to work with, and the users, tasks and rules required to deliver you optimal performance and best business practise.

Call Simon Fox on **08453 668 514** or email TBI Services at ICM-Members@tbiconnect.co.uk to discuss these benefits and, if your business qualifies, book your FREE consultation.

For more information on TBiConnect's full range of our services and to view or download relevant case studies, please visit: www.tbiconnect.co.uk