



## VISION33 COMPLETES OVER 65 SAP BUSINESS ONE 2007 UPGRADES SAP CHANNEL PARTNER'S EXPERIENCE SPEAKS VOLUMES ABOUT THE BENEFITS

### QUICK FACTS

#### Company

- Name: Vision33, Inc.
- Web site: [www.vision-33.com](http://www.vision-33.com)
- Headquarters: Irvine, CA

#### Upgrading to SAP Business One 2007

#### Customer Advantages

- New features and high performance
- Avoid maintenance risks and ensure that customers' investments are safe
- Complementary data services from SAP: Inventory Valuation Checkup Service

#### Partner Advantages

- Upgrading your customers allows you to sell additional consulting time
- Use upgrade discussions with your customers for positioning upsells (i.e., additional licenses or SSP solutions)
- Take advantage of significant partner rewards
- Optimize your support efforts by bringing your installed base on the same release and code line
- Ensuring your customers are upgraded, and on a valid maintenance contract, brings you an ongoing maintenance revenue stream

Looking back at the more than 65 upgrades to SAP Business One 2007 that his company has completed for its customers to date, Carl Lewis sums it all up in one word: "service."

The general manager of the Pacific Northwest division of Vision33, Inc., uses another word to describe the speed of each upgrade: "fast."

And while his name is the same as one of track and field's fastest athletes, Carl attributes the rapid implementation time — literally hours instead of days — to the thorough way in which SAP developed and tested the new release of this widely installed business management application.

When SAP Business One 2007 became available, Vision33 wasted no time in talking up the advantages. "We're relentlessly focused on doing what's right for our customers," Carl explains. "We knew that the new release would be of tremendous benefit to each and every user. Ensuring they are on the most current version is a 'no-brainer.' It's all about providing the best possible service to our customers."

Vision33, headquartered in Irvine, Calif., lives by the philosophy that software is more service than product. "You don't let services get out of date," Carl points out. "If you do, you go out of business. Software has to evolve as needs change. SAP does a good job, a much better job than competitors, at maintaining its solutions for customer and market requirements. It's a huge investment on their part, and we know that it's one that continually pays off for our customers."

#### A Matter of Trust

What made SAP Business One 2007 an obvious choice for Vision33's customers also came down to a single factor, according to Carl. It goes beyond the features and functions, including the new unified reconciliation engine; streamlined business processes; Crystal reports integration; improved overall performance; and other benefits such as the complimentary inventory valuation check-up currently available.

In a word, Carl says it's all about "trust," the belief in what Vision33 endorses and recommends as ultimately what's best for its customers' business needs.

"But our customers don't practice 'blind faith,'" Carl emphasizes, noting that Vision33's SAP Business One customers range in size from two to 90 users per installation. "They are cautious, like all companies, especially now during these extraordinarily challenging economic times. They aren't going to make uninformed decisions. We make it clear why they should upgrade and be on a valid maintenance

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Channel Partner Portal for details.

contract, and they know it's shortsighted to not go forward, even in the face of so many other pressures and demands. Quality, up-to-date business management software is critical to success. Running previous versions heightens risk and can lead to competitive disadvantage."

Carl comes from a background that opened his eyes to what can go wrong with software that lacks SAP's fundamental development principles and long-term commitment. "I've seen too many horror stories," he recalls, "even with well-known brands that you think would uphold similar standards. That's not the case. SAP is different. They listen to what partners and customers have to say, and while they can't be all things to all people – no one can be – they develop and maintain the best comprehensive solutions."

The cost of not upgrading is much higher in regard to business management software, Carl says. "It's not like buying hardware. Maintenance keeps you current from both strategic and tactical standpoints. The cost is relatively minimal and measurable. From a support perspective, the benefits are undeniable. We're able to assist our customers much more effectively and efficiently, and that's tangible bottom-line value for them and us."

#### A Solution that 'Lives Up to Its Promise'

As an SAP channel partner for more than six years, Vision33 has always advocated early

adoption of each new release of SAP Business One. "The current release is particularly critical as previous versions cannot be supported as well," Carl advises, "and it's imperative that customers move to new maintenance agreements as past ones expire."

Given the rapid implementation process for SAP Business One 2007 upgrades, which in most cases can be done easily over a weekend, there's every reason for SAP partners to act now. "This is a very robust, stable solution," Carl asserts. "The table is set for partners and their customers. Delaying the upgrade is not in the best interests of either party."

Vision33 has typically installed SAP Business One 2007 upgrades in about four hours. Those involving extensive customization or complex add-ons take longer, Carl reports. "We've had excellent results with our migrations. Testing and data back-up procedures are very straightforward. After completing over 65 implementations, we're speaking from real-world experience that should be reassuring to other SAP partners who have not yet upgraded their customers."

"You can tell almost immediately when software is built on a solid foundation," Carl concludes. "SAP Business One 2007 lives up to its promise!"



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