Strategic Vertical Partners

SunSystems

Powering Business Decisions

Vertical Partners see success with Systems Union
Your Opportunity

Systems Union offers you the opportunity of entering into a long-term partnership based on mutual business benefit and a proven product. By becoming a Strategic Vertical Partner of Systems Union you can become more competitive, more profitable and manage your business risk.

"We have been working with Systems Union now for a number of years. Our joint Micros-Fidelio Financials offering provides a solution that we alone could not, and has opened up many more opportunities for us to do business across the world."
Micros-Fidelio Europe, Africa and Middle East - Peter A. Stenz, Senior Vice President, Strategic Initiatives

Best of breed solutions

Make SunSystems the financial heart of your product. Our Strategic Vertical Partners have integrated SunSystems with their solutions - rebranding, reselling, servicing and supporting the product as their own. With SunSystems as the financial core to your product you can be sure that your clients will be getting a best of breed financial solution that is flexible enough to accommodate the specific requirements of your customer's business, plus all the analytical functionality required by internal and external bodies. SunSystems will add value to your existing product set, making larger, more rewarding deals possible and the sale easier.

The alliance with SunSystems represents a significant development in our strategy to deliver enterprise wide solutions to our expanding customer base. SunSystems is a perfect addition to our SyteLine ERP solution. It has a proven track record as one of the world's leading financial solutions and offers multi-currency, multi-lingual capabilities as well as advanced reporting and analytical tools to aid in the understanding of business performance and enhance the strategic decision making process."
Tom Westerlund, VP of solutions management at MAPICS

Industry-specific functionality

The mid-market is experiencing increasing competition; ERP vendors have changed the thinking of the mid-market and a successful solution is all about functionality specific to the industry. Your challenge now is to provide that functionality, at a fraction of the cost of a complete ERP implementation. Systems Union has experience of this and is already successful in the mid-market. The SunSystems integrated solution enables you to take on the ERP contenders, by delivering a best of breed, industry-specific solution at a lower cost and with a considerably shorter implementation.

Systems Union is committed to working in partnership with other software companies to identify and develop opportunities; build relationships based on trust and open communication; and focus on making our mutual business successful. We aim to provide the opportunity to expand your business locally or internationally through our products and network of resellers.
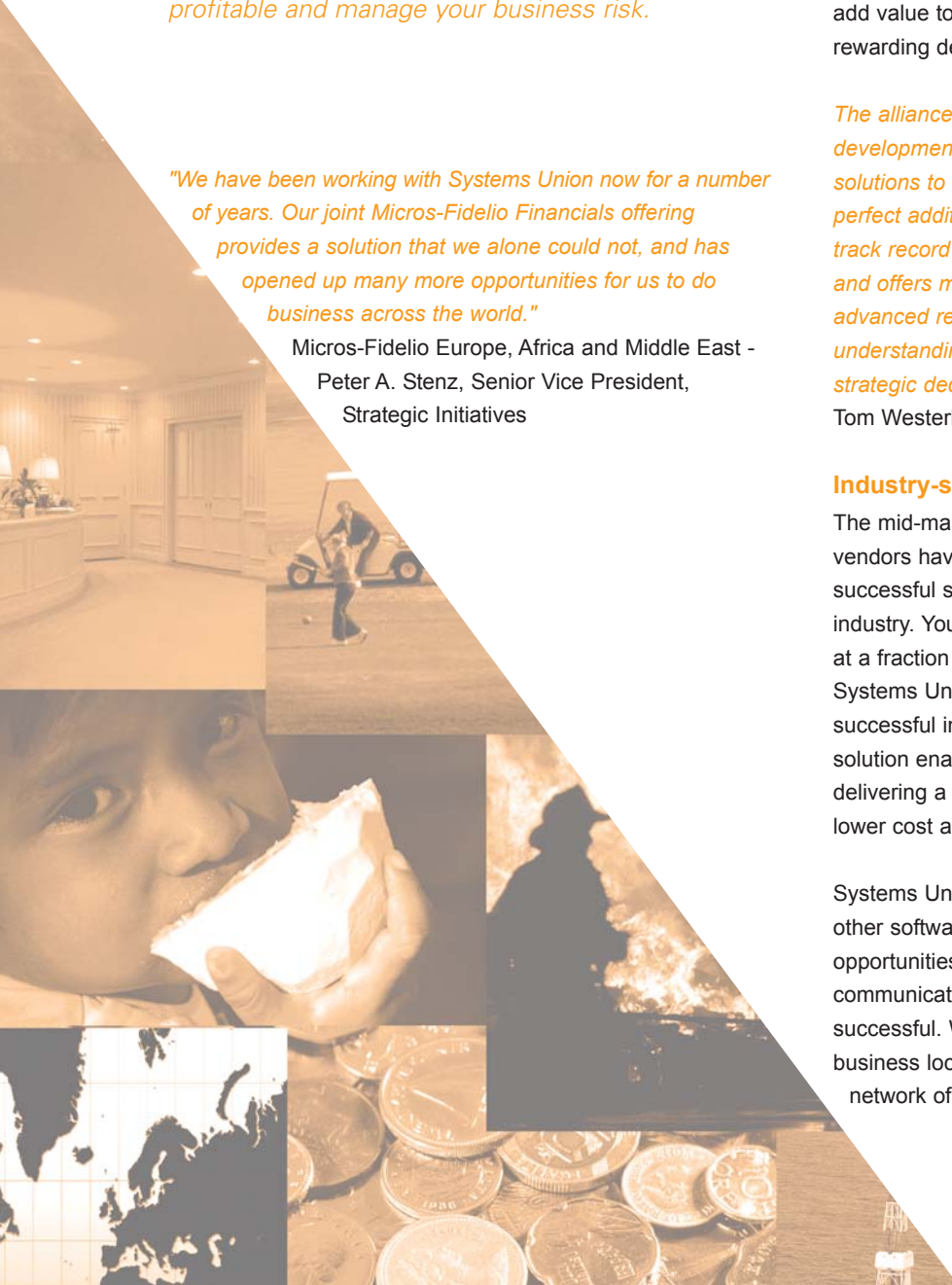
Why partner with Systems Union?

Our Strategic Vertical Partners have improved their competitive edge

Provide a fuller solution to your customers

By partnering with Systems Union you will be able to focus your resources on developing the operational software for your customers needs, leaving a specialist to handle the back-office financials and reporting needs. SunSystems has been proven to meet the financial needs of customers across a wide range of industries and countries; and teamed with your vertical market software you will be confident that you are providing a comprehensive solution for your customers.

Get your product to market quicker

By making SunSystems the financial core of your solution you will be able to get new products to market quicker. SunSystems will enable you to improve your speed to market by reducing your product development time with a proven interface, providing 'ready to go' training and marketing collateral, experienced consultants and customer references. We offer you the support of our presales and product consultants so that you are in a position to make swift sales and successful implementations in the early days, achieving a quick return on investment.

Our Strategic Vertical Partners have increased their profitability by increasing their revenues and reducing their costs

Increase your revenues

Sell more of your vertical market software by offering a fuller solution to your customers. SunSystems gives your salespeople the opportunity to approach the Financial Director and therefore the opportunity to meet the needs of the key buyer. Develop new revenue streams by selling SunSystems, by offering new products such as Computer Based Training and by providing a replacement/upgrade path to existing customers. SunSystems can enable you to expand your market fit or open up new markets. Systems Union's global presence and experience and SunSystems multi-currency, multilingual and international support reduces the barriers to entry of overseas markets.

"We chose to partner with SunSystems because of its comprehensive financial functionality including its impressive multi-currency and multi-language capabilities, together with its scalability and global deployment and support network. The strength of the proposition has already been

demonstrated with the first six months sales of Causeway Financials powered by SunSystems totaling £5million. We also have a significant pipeline of other opportunities and we expect to announce further contract wins very shortly."
Causeway - Phil Brown, CEO

Reduce your costs and resources

By integrating SunSystems as your financial component you will reduce the cost of getting your product to market. The overheads of developing the financial product, training materials, rollout materials, marketing collateral, sales and product training will all be massively reduced because Systems Union provides this to you. Thus your staffing investment is reduced and as you begin to sell the integrated solution you will be able to utilize Systems Union's accredited Consultants, so you need only invest in recruiting and training your consultants as the demand develops and the income begins.

Our Strategic Vertical Partners manage their risk by partnering with us

Utilize a proven product

SunSystems is a flexible, financial and business management software solution used by a quarter of the Fortune 500 and 75 of the FTSE100 companies. In conjunction with 21 Systems Union offices our international network of 200 partners have implemented SunSystems in over 18,000 sites in more than 190 countries. SunSystems is a well-known brand, providing you with full multi-currency, multilingual capability and a proven interface.

Partner with a proven company

Systems Union is a reputable company, financially stable and with significant ongoing R&D investment. With 20 years experience, Systems Union has a mature channel, understands the needs of a partner and has a proven methodology to enable vertical market partners to rebrand and resell SunSystems as their own. We offer close account management and assistance in the form of presales, sales, services, support, business development and integration.

"I'm impressed with the caliber of Systems Union resources. They are well-informed about both their product and the issues involved in implementing systems in a global company."
Kelly Services Inc

SunSystems offers your customers real business advantage

SunSystems delivers in-depth functionality, future proof technology, rapid implementation and low cost of ownership, to create business advantage with the minimum risk.

Low cost of ownership

SunSystems delivers fully functional software without a technology or implementation overhead. The stability and flexibility of SunSystems comes with the knowledge that your systems and integrated solutions are future proof.

"The deployment of SunSystems will allow us to both cut costs and increase revenue. Thanks to being able to standardize on a single, flexible product, we can concentrate on ensuring our funds are spent appropriately. For a charity, these are particularly rich rewards."
Save the Children

"SunSystems was the only solution capable of meeting all of our functional requirements, integrating with our other critical applications. The cost of ownership and implementation of SunSystems is low, meaning we can get the most effective solution within our budget and excellent value for money."
Velindre NHS Trust

Global

With more than 18,000 SunSystems customer sites across over 190 countries, SunSystems has focused on providing a consistent, high quality solution worldwide. 30 language variants, local knowledge across more than 70 countries and multiple currency functionality all mean that SunSystems is a truly global and scalable product.

"We have had considerable success with SunSystems in our Causeway Financials product and now see the opportunity to build our business with Systems Union into territories we have not yet operated."
Causeway - Bob Childs, Director, Business Development

"SunSystems is a commercial package that is used by many multinational companies to provide a financial solution for subsidiaries. As such it suited our needs ideally. It could support large offices like Delhi or Beijing just as easily as it could support much smaller offices and countries, and Systems Union with its partners could support the product in each of the required territories."
The British Council

Low risk

Consistently delivered on time and on budget, SunSystems can be implemented in as little as one month. PQIS our standard implementation methodology, which is used by Systems Union and our partners, ensures quality of delivery and implementation.

"The ease of implementation and low cost of ownership makes it easy to install in a three-man office as well as a large and complex power station."
Edison Mission Energy

"PQIS played a strong part in our decision to sign with Systems Union. We were very impressed with the company's commitment and virtual guarantee of on-time implementation."
Shelter

SunSystems - a true Best of Breed solution

Financial management

Finance and accounting is at the heart of almost every organizational decision. The measure of success and failure in the business world is based upon data that is collected, measured, and analyzed from the finance and accounting process. Systems Union understands this and the SunSystems financial modules are specifically designed to provide your customers with immediate access to all their information. SunSystems provides unique analysis capabilities for strong financial management and accurate and timely decision making. As a result SunSystems is one of the most highly regarded software products available in today's application market.

"SunSystems is easy to integrate with other systems, will run on a wide range of hardware and operating platforms, and is easy for the users to understand and work with. The software is easily upgradable and, because of its flexibility and the fact that it is multi-lingual, it provides us with a strong geographical spread.'"
Hilton International, Asia Pacific

Internationality

SunSystems is available in 30 different languages, has full multi-currency functionality and excellent consolidation tools. SunSystems provides dual-based currency, providing full euro and GAAP support. We provide our customers with a high level of international functionality and support. We also provide incremental revenue opportunities to our partners through working together to sell, implement and support these customers.

"SunSystems has proved to be the best package with which to meet our worldwide financial requirements. The fact that the project to implement it replaces a planned bespoke system is testimony to SunSystems' flexibility."
The British Council

Technology

SunSystems maintains its platform independence. SunSystems is designed to be independent of environment and database, giving users the opportunity to take advantage of the latest technological advances without having to change application. Proven client/server solutions have been available since 1989 on a choice of RDBMS, both Oracle and Microsoft. J2EE forms the basis of our development work now and in the future.

"It is the Butler Group view that Systems Union will continue to provide excellent functionality for international accounting and business purposes via architectures proven to be reliable, flexible, scalable and open."
Butler Group, Technology Audit

Integration

With a fully developed XML (Extensible Markup Language) integration toolset, SunSystems can be seamlessly integrated with existing and future products to provide specific industries with a solution specific to their needs, on an extremely competitive basis. SunSystems Connect is a powerful electronic gateway that enables you to integrate between your business applications and SunSystems. Using SunSystems Connect, you can integrate with web applications or portals, front office systems or other external applications. SunSystems Connect uses the industry standard protocols XML and SOAP (Simple Object Access Protocol). SunSystems Connect provides a true, online application-to-application interface. Transactions can be posted online in real-time and the data is validated via the business logic held in SunSystems. Data held in SunSystems can be queried, created or updated directly from other applications. Data transferred into SunSystems is fully validated through SunSystems business logic. SunSystems Connect streamlines the task of synchronizing reference data held in your application by allowing any updates to be replicated back into SunSystems. This minimizes the risks involved with double entry of data. Bulk changes can also be downloaded from SunSystems to your application and the data can be manipulated using definable business rules.

"With SunSystems, we can now provide up-to-date information, integrate large numbers of applications and still retain flexibility. SunSystems' ease of use has meant that quick implementation accompanies rapid returns. This coupled with the local support, means we have a fully integrated solution that can provide us with the accurate reports we require."
The State Insurance Company of Ghana

Quality assurance

SunSystems products are robust and stable. Our quality assurance and testing procedures ensure that only the highest quality products are released to our partners and customers. The company's Research and Development facility has a quality management system certified to ISO 9001, positioning it as one of the most reputable as well as successful suppliers of business software in the world

Global support and services

Functionality of software is only one aspect of the solution needed to support successful business management. Consultancy, implementation services, technical support and tailored training are integral parts of the overall solution, and can make the difference between the success and failure of a project.

SunSystems implementation services have been developed to a consistent, global standard, and can be delivered rapidly and easily. These services are designed so that your highly trained personnel can work with clients to ensure the implementation meets the business requirements quickly and effectively.

To meet any requirement, SunSystems training is available in a range of formats - including standard classroom courses, specifically tailored education at your site, and computer-based training for use at your user's convenience.

A wide range of ongoing support services are available to you and your clients, ranging from the standard provision of a support hotline for application and technical issues, and delivery of regular Service Packs containing updated program releases, to more specialized offerings such as remote monitoring and onsite helpdesk support. Our International Support Center has also received certification to ISO 9001.

5

Who is Systems Union?

Systems Union is a leading provider of financial and business management solutions to organizations globally, with unrivalled knowledge of international accounting and business practices. Part of the Systems Union Group of companies, we have 21 offices spanning five continents and a reseller network covering over 70 countries. Our mission - *"To empower our customers to achieve their global business objectives through the provision of financial and business management software solutions"* - reflects the company's commitment to developing solutions that meet the current and future needs of an international community.

Systems Union is not just about SunSystems, but it is also about people. We recognize the importance of our people and those whom we do business with. As a result, we have successfully sold SunSystems through the indirect channel for over 20 years. Whilst our approach to partnership is strategic, we underwrite our commitment to the relationship by proactively providing individual assistance and resources. We understand that you measure the success of a relationship in terms of productivity and profitability. We are the same. Our business depends on the success of our partners and we recognize how important it is that we work together as a team and that you can rely on us. We have a commercial and pragmatic style that is easy to do business with.

How do I become a Strategic Vertical Partner?

Systems Union and our worldwide network of partners have a justified reputation for service and professionalism. In order to protect this reputation, Systems Union evaluates all partner applications against strict criteria. To become a Strategic Vertical Partner you must:

→ Demonstrate a significant incremental business opportunity for SunSystems
→ Demonstrate your position as a market leader, in terms of customers, references, product capability, development and analyst views
→ Have a proven track record in selling and supporting solutions
→ Demonstrate your expertise, capability and commitment

Want to find out more?

 For further information about Systems Union or SunSystems, please visit our website. If you wish to discuss the opportunity with SunSystems, then email partner_development@sunsystems.com