



Partnering for Success

The Role of ISVs with Microsoft Dynamics GP

With ERP products like Microsoft Dynamics GP being increasingly marketed as commodity packaged solutions, end-users are finding functionality gaps. For solutions to these gaps ISV products bring partners and end-users the functionality they need to complete their ERP solutions. With over 15 add-ons to Microsoft Dynamics GP Binary Stream brings many offerings to help you increase your sales success and customer satisfaction.

How You will Generate More Leads?

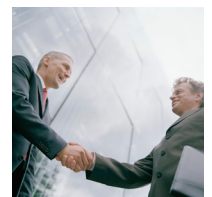
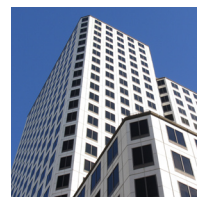
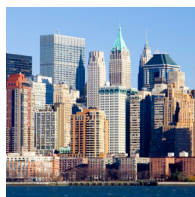
Your clients have functionality needs and addressing these needs creates additional revenue streams for you and prolongs the use and value of Microsoft Dynamics GP for your clients. For new prospects, Binary Stream products such as Multi-Facility Processing significantly enhance the value proposition of Dynamics GP and opens market segments that previously were closed. With vertical solutions you can tailor your offerings to the specific needs of your clients. Additionally your existing clients have ongoing needs that need to be met and with ISV products you can increase and maintain their satisfaction with your services and with Dynamics GP.

- Extend your market reach into Lower Tier-One Deals
- Vertically Tailor your Offers & Appeals
- Extend the Life of Microsoft Dynamics GP for Existing Customers

The Value of Enterprise Products

Larger enterprise scale products provide partners greater benefits than smaller point solutions. By offering greater functionality they make close bigger deals and offer you more involvement with greater service hours.

- Complexity Pays, Bigger Deals & Bigger Budgets
- More Partner Implementation Hours
- For Existing Clients - they extend the life of GP
- For New Clients - they provide a reason to move to GP



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Branching up to Tier-One ERP

Binary Stream's enterprise solutions allow your sales team to reach into the lower tier-one ERP segment and strengthen the value proposition of Microsoft Dynamics GP. For significant cost savings to the end user, you can offer a multi-entity ERP package that will allow for significant flexibility for growth and expansion. Additionally as many organizations do not yet require the complexity associated with many tier-one systems, you will be offering them an alternative at a fraction of the cost.

Vertical Solutions

Tailor solutions for your client's needs and make your offerings work for their particular industry needs. With the following enterprise products bringing a range of functions to many applicable industries, Binary Stream can improve your market targets.

- **Materials Management for Healthcare** – Complete supply chain coverage
- **Property Site Manager** – Real estate management for a variety of industries
- **Investment Manager** – Broker and fund/wealth management functionality
- **Revenue & Expense Deferrals** – Details deferrals for professional services
- **Multi-Facility Processing** – Multi-entity management for all businesses

Extending the Life of Microsoft Dynamics GP

For your existing users, Binary Stream products extends the life of Microsoft Dynamics GP by helping the software grow with companies. By keeping solutions continually relevant and adaptive for client needs you will increase customer satisfaction and retention.

Working with Binary Stream

Binary Stream Software offers you many services to help you understand our products and bring success to your sales team. By working and engaging with us, you can bring our support and expertise to your team. We make it easy for you to work with us! Below are some of the ways you can engage our team. Of course you can contact us any time with you questions too.

- Product Qualification and Information
- Demo Support
- Monthly Webinars
- Sales Team Training
- The Partner Portal

Contact Us

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