

Bluekey Software Solutions

South Africa's most successful SAP Business One Partner finds a way to take the flexibility of SAP Business One to a higher level with the B1 Usability Package

QUICK FACTS

Company

Name: Bluekey Software Solutions

Location: South Africa

Services: Implementation of SAP Business One

Website: www.bluekey.co.za

Paul Marketos the Managing Director of the South African company, Bluekey Software Solutions had only heard good things about the B1 Usability Package (B1UP) and did not need long to decide when he was offered a partnership with Boyum IT.

Bluekey has only been a reselling partner of Boyum IT for a short time, but has already had great success with the B1UP and the cooperation shown by Boyum IT.

"We have been extremely impressed with Boyum as a company and B1UP as a product. We sold two packages within the first week of signing up as a partner".

Paul Marketos, Managing Director, Bluekey

By implementing the B1UP for SAP Business One, Bluekey has gained an excellent value-add to their existing customers and a tool which undoubtedly will assist them in closing future sales.

When it comes to the benefits they have achieved by implementing the B1UP, Paul tells that one of their customers has many UDFs and it was time-consuming entering these, and there is always the risk that they would not be entered correctly. The B1UP has streamlined the data capture process and thereby made the interface far more aesthetically pleasing.

Another benefit they achieved by implementing the B1UP has been the ability to change the menu labels. That makes the user training that much easier when you e.g. use the Sales Opportunity module for tracking shipping details.

The software is easy to learn and use and you really do not need much training - *"you could say, that the product is fairly self-explanatory and very easy for the consultants to learn"*, Paul says.

Finally Paul explains, that with the B1UP they now find themselves able to offer a slicker, more professional service to their customers and concludes: *"B1UP allows us to take the best feature of SAP Business One - its flexibility - to a higher level"*.