

## Signum Solutions

### Boyum IT Usability Package enables British company to win new business

#### QUICK FACTS

##### Company

**Name:** Signum Solutions Ltd.

**Location:** United Kingdom

**Services:** Implementation of SAP Business One

**Website:** www.signum-solutions.co.uk

Signum Solutions are experts in providing fully integrated, affordable business management systems to small and mid-sized companies, across a range of industries and the B1UP tool fits perfectly into their offering.

Lindsay Pointon, director of Signum was thrilled to discover the B1 Usability Package for SAP Business One, finding it a unique solution that fulfilled a very real company requirement.

Signum has been a Partner of Boyum IT since 2008 and they now try to include the B1UP in every implementation of SAP Business One.

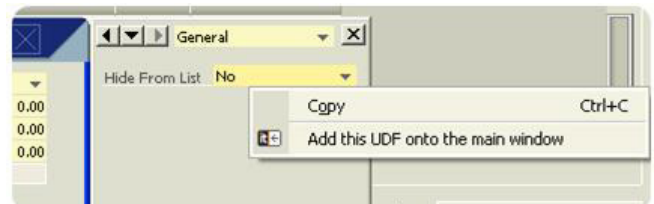
*"B1UP is a brilliant tool. I try to include it in all sales proposals where sufficient budget is available. Quite simple, it helps us deliver more fit and functionality than the customer ever expected and it makes our life easier too".*

Lindsay Pointon, Director

Implementing the B1UP has allowed them to mould SAP Business One to meet their customers' needs exactly.

For one particular customer they have provided what appears to be a completely bespoke sales enquiry processing facility, but it is all standard SAP Business One - with the power of B1UP.

When it comes to obstacles that have been overcome by implementing B1UP, Lindsay tells us that the most common issue B1UP addresses is the need to customise standard screen layouts and bring user-defined fields into the main screen area.



The future is bright. Signum Solutions would not hesitate to recommend Boyum IT as a business partner. As well as having a product that is easy to sell, Boyum IT has proved to be an excellent partner and both the pre and post sales support has been great.

Lindsay concludes by saying that, *"the B1UP add-on is always a great tool to go to market with because it allows you to address more of a customer's requirement using standard product, and significantly increases your chances of winning the business"*.