



Valogix Partner: Bluekey Software Solutions

Three Complex Environments Become Simpler with VALOGIX

Three unique customers; three unique business problems; one solution: VALOGIX[®] Inventory Planner. Complex business requirements are the norm for Bluekey Software Solutions, based in South Africa. Dozens of users, custom solutions and multiple processes come with the territory when working with larger small and medium sized businesses (SMBs).

Bluekey's three customers range from 90-200 users. One customer, an electronics manufacturer, was using a custom designed solution and Excel for their planning requirements. While it was working, it was inefficient. Upon discovery, Bluekey learned of their MRP requirements and recommended VALOGIX. With only a standard demonstration and minimal effort, Bluekey closed the SAP[®] Business One, PPS and Valogix sale.

"Initially, some of the management team was resistant to the program and didn't trust the numbers; they just seemed too good to be true," shares Paul Marketos, Managing Director of Bluekey. "Now, those same managers are Valogix's biggest champions. VALOGIX forms the backbone of the entire purchasing and replenishment process."

"Our competitor, Syspro, is a very strong, local company with a good reputation. While we had a compelling solution, VALOGIX gave us an edge over Syspro. Without VALOGIX, we would not have been able to make as strong a business case for our solution."

Paul Marketos
Bluekey
Managing Director

The second customer, with 200 users, is a distributor for mining safety equipment. The sales process included a proof of concept and custom demonstration of the Valogix solution. Within one month, they decided to purchase the Valogix solution; the SAP Business One solution will follow. According to Paul, *"Because the Valogix solution is portable from one software platform to the next, we had to write a simple utility from their existing software to Valogix. When they implement SAP Business One, the Valogix solution will go right along with it."*

The third customer, a manufacturer of food flavorings, had a multi-level Bill of Materials with very complex planning requirements. Intended to replace MRP, VALOGIX was the differentiator they needed to end their 3-month long decision process.

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