



Valogix Partner: Orchestra Team

VALOGIX[®] Inventory Planner Opening Doors for Installed Base Sales

Orchestra Team LLC, a business technology provider for small and midsize companies (SMBs) in Oregon, Washington, and California has been an SAP reseller since 2008. In that brief time, they've finely tuned their sales process to include VALOGIX whenever a prospect is in distribution or carries any type of inventory. *"VALOGIX[®] Inventory Planner is an integral component of our quote because it's so simple to use, carries such a high return on investment, and really helps give the prospect the vision of how the components will work together,"* comments John-Michael Davis, Director of Support at Orchestra Team. *"VALOGIX helps us win the sale time and time again. When we don't include it in the initial quote, it's a great way to earn additional revenue as an installed base sale."*

Most recently, they implemented VALOGIX to an existing customer who has been live on SAP for about a year. *"Our customer, an importer of starch-based, biodegradable utensils, cups and other picnic wares, was at a point where they needed to add head count in order to keep up with their forecasting and replenishment processes. The manager travels extensively and was finding it a challenge to make good decisions because of lack of access to information,"* Davis adds. *"She needed a system that gave her up to date information and was simple to understand. She needed a decision-making tool that provided her with information she knew she could trust."*

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John-Michael Davis
Director of Support
Orchestra Team

Within one week of seeing a custom demonstration with their own data, the customer signed off and was ready to begin implementation. In just a few short months, the purchase has already begun paying for itself. The time to complete purchasing processes has gone from several hours a day to just minutes and they have put off adding another staff member.

Benefits to Orchestra Team

- Shortened sales cycle and clear and effective ROI
- Positions SAP Business One against other competitors such as Prophet 21
- Perfect revenue earner for installed base sales

Benefits to Customer

- Mitigated need to add head count-ROI pays for entire purchase
- Maximized efficiency of staff
- Visibility to information ensures good purchasing decisions

