



## Prodigy Software Group

### New SAP Business One Reseller Beats Infor by Including VALOGIX® Inventory Planner to Close the Largest SAP Business One Deal for Q2 2009

Prodigy Software Group (PSG), one of the top 10 IT service providers in Pittsburgh is a new SAP Business One reseller. In early 2009, PSG consultant Danielle Mesich began working with a wholesale distributor of car audio and home theater accessories with 42 users and 15,000 SKUs and annual revenues of \$7 million. The customer was interested in an e-commerce solution to begin selling through an online storefront. In order to accomplish their goal, implementing a new ERP system was recommended.

Soon after the initial discussions, the lead went cold. A few months later, the prospect once again reached out but due to the economic crisis, was hesitant to spend any money on new technology. In the interim, the prospect had become interested in the Infor product offering, SX Enterprise, which was presented as a single solution, as opposed to SAP's offering of multiple, integrated solutions. On top of budgetary issues, the customer was concerned about implementing multiple products.

PSG's SAP Senior Solution Specialist suggested including VALOGIX® Inventory Planner in the solution set to address their inventory issue, which was nearly 30% of their sales revenue. Even though her customer was concerned about multiple products and additional costs, she knew showing them a product that would save them money year after year which was simple to implement and the key differentiator between their offer and Infor's would be the deal closer.

*"Initially, I was hesitant to introduce another solution to the product mix, because the customer was already concerned about multiple solutions. But, I would not have been able to close this deal without Valogix. It showed the customer the value he would receive immediately without an expensive and lengthy implementation and the savings justified the entire purchase."*

Danielle Mesich  
Prodigy Software Group

Three months after the initial contact, and just weeks after seeing a standard Valogix demonstration by Bill Connors, SAP Channel Manager for Valogix, the customer was convinced they needed the SAP/Valogix offering to effectively run their business.

#### Benefits to PSG

- Valogix solution showed immediate value to customer
- Support from Valogix's channel manager enabled quick demonstration and close
- Additional sales and services revenue
- Largest SAP Business One sale for the Northeast Region for Q2 2009

#### Benefits to Customer

- Ability to start saving money immediately
- Purchased solutions they needed at their price point
- Save money every year by better inventory management

