

# IT RESELLER/VAR SOLUTIONS CONSULTING SERVICES



**...”Combining 20 years of reseller experience with strategic software solutions.”**

**...”Helping IT resellers transform their businesses by maximizing efficiencies and minimizing risk.”**

Drawing on experiences from 20 years in the reseller community, Ingeniasoft offers consulting services geared toward helping mid-level information technology VAR’s hone their processes to achieve maximum efficiencies with a minimum of risk and effort. By combining our unique insight with strategic software solutions designed specifically for the IT VAR environment, Ingeniasoft can help solve a multitude of common business problems, ranging from front- and back-end challenges to vendor relations and more.

IT resellers face increasing competition from peers and manufacturers alike in today’s turbulent business-to-business environment. Driving out costs from operations can often present a formidable challenge to achieving and/or maintaining profitability. Ingeniasoft can assist in either situation, and provide benefits to our clients through the support, solutions and guidance our experienced professionals supply.

## Front-End Solutions

FourChain™ is Ingeniasoft’s flagship reseller offering, which manages the downloading, aggregation and access to an unlimited number of distributor and/or custom catalogs. From this master online catalog, client-specific versions are created that can then be accessed via branded *web-store sites* for each customer, providing you the ultimate in service to your accounts.

### **Ingeniasoft offers services in these areas:**

- \* Problem Analysis / Data Gathering
- \* Business Plan Revitalization
- \* Front-End Automation Solutions
- \* Back-End Accounting Solutions
- \* Customized Solutions
- \* Application Integration /Re-Engineering
- \* Vendor Relations Strategies

Clients can submit their orders electronically directly into your FourChain system. In addition, sales representatives and account managers can generate quotes or requisitions online, and share them instantly with their customers, providing the utmost in convenience and efficiency.

Additionally, FourChain is compatible with enterprise e-commerce platforms such as Ariba, so your end-user clients can continue to use their in-house procurement systems. Resellers can also choose to export-then-import orders through FourChain’s built-in functionality in delimited or XML format into virtually any accounting/ERP system. FourChain is available in both hosted (ASP) and self-hosted versions.



## IT RESELLER/VAR SOLUTIONS – CONSULTING SERVICES

---

### Ingeniasoft Services (continued)

#### Back-End Solutions

Achieving and ensuring operational efficiencies is pivotal to overall profitability, and Ingeniasoft offers accounting solutions based on the Great Plains™ and AccPac™ platforms. Coupled tightly with our FourChain™ solution, these back-end environments provide VAR's and IT resellers with the stable foundation to control their businesses and generate timely reports to give them the insight needed to make well-informed business decisions.

#### Custom Solutions

Ingeniasoft can help clients solve common business problems or systems-consolidation challenges through custom-written applications and process re-engineering efforts. We develop to-specification software solutions to automate workflow and other strategic or tactical processes.

#### Vendor Relations

Based on considerable IT channel experience and high-level industry relationships, Ingeniasoft can help resellers obtain maximum results from distributor- and/or vendor-related incentive programs, as well as establish aggressive discount structures and so on. And with FourChain's out-of-the-box marketing capability, staying close to your clients and translating promotions to incremental revenue has never been easier!



### Ingeniasoft means "VALUE"

*Partnering with Ingeniasoft will allow you to focus on your pressing business needs like never before. We deliver top quality solutions, utilizing state-of-the-art technology and skills which provide maximum value to your business.*

#### Real World Experience

Ingeniasoft's management has a broad understanding of the business issues facing our clients. With a background of nearly 20 years of information technology problem-solving, working with major resellers and blue-chip clients alike, the Ingeniasoft leadership team is dedicated to helping you make your business a success.

#### Quality

Best practices refined over many engagements combined with tried and true methodologies allow Ingeniasoft to deliver uncompromising quality. Our system of rigorous processes and check points insure that our focus on quality is consistent and unwavering.

**About INGENIASOFT:** Ingeniasoft, Inc. is a software consulting firm that focuses on enterprise-level, web-enabled, workflow automation solutions to solve client business problems. We enable our clients to automate their business processes by deploying our software applications or through custom developed solutions.

---



Ingeniasoft, Inc.  
Corporate Headquarters  
17422 Pullman Street  
Irvine, CA 92614  
949-225-0663

For additional information about Ingeniasoft, Inc., its products or services, please contact our corporate headquarters, or visit our Web site at [www.ingeniasoft.com](http://www.ingeniasoft.com)