TaskCentre for SAP Business One becomes the integration tool of choice for I-Business Network.

"TaskCentre creates so many opportunities for I-Business Network and is a Tool that our customers have come to depend on. It will continue to play a pivotal role in the development of our business."

Gary Feldman, President for I-Business Network.

Partner Focus

TaskCentre ®

The leading Business Process Management (BPM) Solution

Reasons for Partnering

⇒ Customer demand for SAP Business One integration, workflow and document automation
⇒ The reputation of Orbis Software within the global SAP Business One partner channel
⇒ The technical strength of TaskCentre for SAP Business One
⇒ The ability to use TaskCentre across all company product lines

Benefits for the Partner

⇒ Powerful but cost effective solution to address SAP Business One integration and Workflow projects
⇒ Further strengthen the SAP Business One proposition
⇒ Ability to provide significant added value to existing customer sites
⇒ New and recurring revenue streams for I-Business Network
⇒ The ability to offer comprehensive sales order automation solutions
⇒ The option to extend and enrich SAP Business One deployments to exact customer requirements.

► **Company**

I-Business Network

► **Primary Partnership**

SAP Business One & Sage

► **Geographies**

USA

Partner Focus: I-Business Network

TaskCentre

Orbis Software (UK)

I-Business Network (I-BN) is a premier Application Service Provider (ASP) of business management software for small to medium sized businesses. I-BN supplies complete financial, ecommerce and business process systems to help business grow and improve efficiency.

Through its professionally managed data center, along with a network of business partners, I-BN delivers the latest applications, integration services, training and support that companies need to deliver on the promise of cloud computing, ERP deployment and e-business.

With a core team of employees and a network of extended business members and solutions partners, I-BN has over 200 customers ranging from fortune 500 companies to small start ups.

I-Business Network and its initial interest in Orbis TaskCentre.

I-Business Network has a strong market reputation for delivering independent advice and fully integrated solutions that exceed customer requirements. Furthermore, as an organization I-Business Network is always looking for proven solutions that will add significant value to its prospective and existing customers.

In this instance, I-Business Network was looking for an affordable, easy-to-use integration solution that it could use in both the SAP Business One and Sage arenas. This was highlighted by Gary Feldman, President for I-Business Network when he said, "There are a variety of integration solutions on the market today but TaskCentre offered the best option because it will integrate practically any solution easily." He continued, "By adopting TaskCentre we were able to standardize our integration solutions and of course we only required training on one. This is the ideal situation for our consultancy."

The commercial benefits of TaskCentre® for SAP Business One to I-Business Network

Although the initial commercial gain for I-Business Network was the ability to standardize its integration solutions through one solution, it soon became apparent that the TaskCentre Business Process Management (BPM) provides endless commercial advantages. This was highlighted by Gary when he said, "The flexibility of TaskCentre means that we can automate practically any business process. We are always in a position to say 'yes' to a customer."

With TaskCentre's ability to automate practically any business process I-Business Network is presented with an excellent tool to offer ongoing services to its customers. In addition to services revenues, TaskCentre provides a simple upgrade path for customers as was highlighted by Gary, "The more business processes you automate with TaskCentre the more money organizations save. This helps to strengthen the relationship between I-Business Network and its customer."

A lesser known but important commercial advantage of using TaskCentre is the products ability to significantly extend the capabilities of an existing application.

Gary said, "With TaskCentre our SAP Business One and Sage customers can benefit from features and capabilities normally only found within multi million dollar ERP or CRM applications. Being able to offer enterprise BPM capabilities within a typical SAP Business One or Sage project budget is a real talking point."

The technical benefits of TaskCentre for SAP Business One to the customers of I-Business Network.

The current economic climate has changed the expectations of the prospective customer and they are now demanding more for less. Gary however sees a tougher economic backdrop as a real opportunity, "IT projects in general are coming under greater scrutiny and ROI is now a key discussion point. Having TaskCentre within our solution portfolio places I-Business Network in a very strong position as we can a) demonstrate an instant and ongoing ROI and b) position TaskCentre not just as part of a SAP or Sage solution but for use with any database application the customer may have. This is a very compelling message."

When Gary was asked to illustrate some of the other technical uses of the product he stated sales order imports, billing routines brought from an operational system into SAP Business One, auto recognition of work in process for project accounting and EDI integration.

Of course, the examples listed above are just a small fraction of the technical capabilities TaskCentre offers and this was highlighted when

Gary said, "We are finding new ways to use TaskCentre all the time." He added, "The drag and drop BPM Tools enable us to rapidly create end-to-end solutions at a fraction of the cost when compared to the traditional approach of custom development."

I-Business Network and its future plans for TaskCentre for SAP Business One

With the TaskCentre BPM suite continuing to evolve and embrace new technologies, the future looks very bright for Orbis Software and I-Business Network.

When Gary was asked about his future plans for TaskCentre he said, "Integration is and will continue to be a major opportunity for TaskCentre. However, we would like to provide TaskCentre integrations as Software as a Services (SaaS). We plan to offer integration with Magento, the tax service and company web sites."

Continuing with the integration theme Gary also highlighted that he would like to use TaskCentre to integrate applications with Salesforce. He said, "The TaskCentre Generic Web Services Connector Tool that is due for release will open up endless opportunities but one we see an immediate opportunity for is Salesforce integration."

To conclude the interview Gary was asked to give his final thoughts on TaskCentre, "TaskCentre creates so many opportunities for I-Business Network and is a Tool that our customers have come to depend on. It will continue to play a pivotal role in the development of our business."