

BUSINESS PROCESS AUTOMATION

For ERP & CRM Integration

Business Partner Success Story



taskcentre
BUSINESS PROCESS MANAGEMENT SUITE

ABOUT FISHER TECHNOLOGY

As the North American distributor for TaskCentre, we work in partnership with a vast network of Value-Added Resellers (VARs).

Together, we help your customers automate manual processes while at the same time adding a new and valuable line of service to your business.

Learn More at:
Fisher-Technology.com

FISHER TECHNOLOGY

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PARTNER SPOTLIGHT: BLYTHECO

Phil Sim, VP of Professional Services at [Blytheco](#), discusses how a partnership with Fisher Technology and [TaskCentre](#) helps them deliver the best possible technology solutions to their customers.

Describe Your Partnership with Fisher Tech

Phil: We first started working with Fisher Technology around 2009 and our partnership has been evolving ever since. They have become a trusted partner that helps support our mutual customers as an extension of the Blytheco team.

Why Did You Choose TaskCentre?

Phil: TaskCentre provides a wide array of tools that are a nice complement to our core ERP and CRM offerings.

It's another option we use to solve complex challenges for our customers - handling everything from workflow automation and business alerts to automated reports and 3rd party systems integrations. "We've found that TaskCentre allows us to deliver solutions that would typically take multiple products."

How Does TaskCentre Benefit Your Customers?

Phil: The most important job we have as a technology company is uncovering customer needs and putting together a solution that

solves those needs. This includes automating manual processes and integrating disparate systems.

With TaskCentre, we can connect and automate just about anything – web services, in the cloud, on-premises, you name it. We use TaskCentre to break down information silos and allow data to flow seamlessly between systems. It's the glue that holds it all together, enabling us to provide value-added customer solutions beyond boxed software.

What Support Does Fisher Offer?

Phil: The team at Fisher Technology has always been very easy to work with. We collaborate on co-branded marketing campaigns, webinars, cross-sell initiatives, and often strategize on how to generate new opportunities for mutual benefit.

As TaskCentre continues to evolve, so does our relationship with Fisher. Through our partnership, we're selling more and helping more customers today than we were 5 years ago.

Would You Recommend Fisher Technology to Others?

Phil: Without a doubt. There are 2 things we look for in a business relationship – trust and integrity. We found both with Fisher Technology. They bring added value to our business and our customers - it's a perfect fit.



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- Phil Sim, VP Professional Services at Blytheco