

## We'll help you get more out of your business

If you are looking for a technology partner who is responsive, intelligent, easy to get along with and exceeds expectations, we'd like to think we are just what you need.

We are not just about software: We work with firms to improve efficiency in many ways.

Sometimes all that is needed is some training and process change, and we have expertise in this field that can help you: A fresh set of eyes, no baggage, a sympathetic ear and lots of experience inside and outside of the professional services sector means that we can really improve the way you work.



Sometimes technology is also part of the answer and we have a range of options to help you with this as well – particularly through enhancements to existing systems using our very open Microsoft-based technology. You can learn more about one of our solutions - Microsoft Dynamics CRM - on the reverse.

To find out more about our comprehensive range of services and products call us on 0845 22 605 99, we'll be happy to hear from you. Alternatively visit our website at [www.jsmt.co.uk](http://www.jsmt.co.uk).

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# What does Microsoft Dynamics CRM do?

## Know your client

Microsoft Dynamics CRM allows you to improve your understanding of your client **by creating a single database of every aspect of your clients' information as well as a record of every contact with that client.**

## Integration

We have the expertise to integrate Microsoft Dynamics CRM with your existing systems for practice management, tax and account production.

## Mobility

We can extend Microsoft Dynamics CRM to your mobile devices such as Blackberry, Windows Mobile and iPhone to allow for access whilst out of the office, making it easier than ever to keep your CRM system up to date.

## Outlook

Microsoft Dynamics CRM integrates seamlessly with Microsoft Outlook meaning no new application to learn - just use it from within Outlook as part of your normal working day.

## Marketing

In addition to centralising your data, use Microsoft Dynamics CRM for marketing to clients and prospects and for tracking your leads and campaigns. You can also use it for comprehensive event management complete with client portal.

## Automation

With its very powerful workflow features, you can use Microsoft Dynamics CRM to automate key processes in your practice, enforce strategy and improve efficiency.

# Why buy from us?

## Experience

**We are Microsoft's preferred partner for delivering Microsoft Dynamics CRM to accountants.**

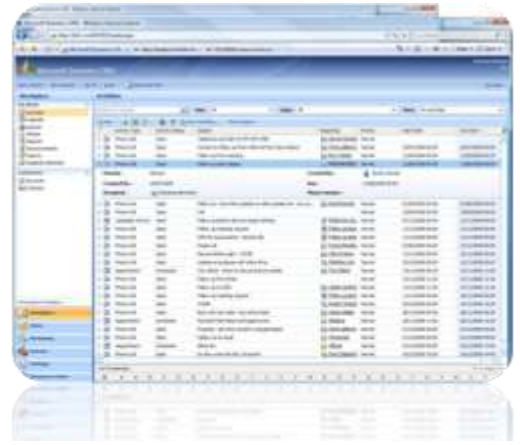
We have extensive experience in deploying Microsoft Dynamics CRM at firms of accountants and other professional service organisations. We understand the challenges of adopting a new system and we will work with you to check the feasibility of introducing Microsoft Dynamics CRM and before producing a step-by-step implementation plan that reflects your budget and availability.

## Completeness

We handle every aspect of the technical side of a project including integration and customisation to your precise needs. And we handle the people element at least as well with user workshops and training to ensure high levels of user adoption.

## Flexibility

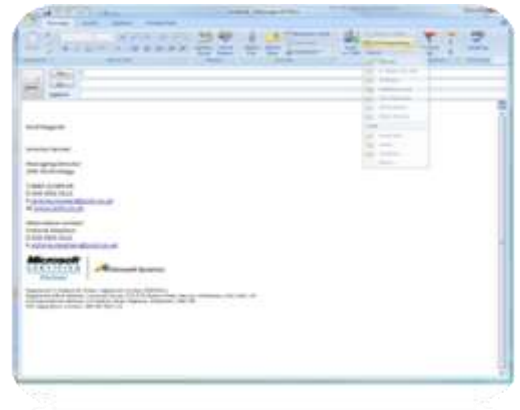
Our flexible approach of offering Microsoft Dynamics CRM as either a hosted or on-premise system means you can take as much or as little of it as your budget and resources allow. For example, you might just deploy a couple of users on our hosted system for your marketing needs; then expand to cover a particular team such as corporate finance; and ultimately move to a practice-wide, on-premise solution.



A clean, friendly browser-based interface



Seamless integration with Blackberry (above) and Outlook (below)



# How much does it cost?

We are happy to arrange a free 30-day trial of Microsoft Dynamics CRM.

**Just get in touch with us and we'll provide this for you.**

Thereafter, Microsoft Dynamics CRM is available as a hosted system or you can purchase it outright to run on-premise. You can migrate from one to the other whenever suits your needs. Please note, all prices exclude VAT.

## Hosted

You require no special hardware or software, just an internet connection:

£35 per user per month

**Terms: payable monthly, one month's notice**

## On-premise

You will require a server to run CRM and also a Microsoft SQL server for your database:

Server & 5 user bundle: £1,900

More than 5 users: £1,400 per server and £750 per named user. The functionality of each is identical.

## Services

Our services for training, implementation and customisation are charged at £150 per hour.