

Press Release

ProspectSoft in alliance with Access Accounting



Access Accounting and ProspectSoft in alliance

Access Accounting has joined with ProspectSoft as a member of its Alliance Partner Programme. This move reinforces the commitment shown by both software developers to the supply of single, fully integrated solutions for complex business processes, as Dimensions, the Access Accounting flagship product, now links seamlessly with the ProspectSoft CRM system.

Companies implementing the combined solution will enjoy significant improvements in efficiency. Working in the ProspectSoft CRM system, users can draw instantly upon data held in Access Dimensions, including stock records and availability, sales order and aged debtor status, together with a complete sales history. This information is available in the office and to mobile ProspectSoft users, through the CRM system's unique data replication feature.

Data entered into ProspectSoft CRM can be used to automatically create and update customer records and sales orders within Access Accounts. Significantly, this interaction occurs in real-time, which eliminates the need for any re-keying of data and ensures consistency between the two solutions.

Mike Boswell, Alliance Partner Manager of Access Accounting:

"The alignment of these market-leading solutions is good news for resellers and end-users alike. Resellers will now be able to offer a number of alternative packages, when recommending integrated financials and CRM software. As far as the end-user is concerned, greater choice will inevitably lead to better fitting solutions. And this can only enhance their return on investment."

According to Andrew Ardron, MD of ProspectSoft:

"This new alliance is very significant, as it aligns ProspectSoft with a major supplier of accounting systems to the SME market, which has an impressive record in product innovation. The combination of the Access Accounting Dimensions solution with our CRM system represents a really powerful proposition for end-users."

To find out more, please go to www.prospectsoft.com or call David Hunter on 01494 486 301.

Key Features

- **Configurable** for many sizes and types of organisation with multiple functional modules
- **Fully scalable** from entry-level to enterprise-wide solution
- Sales force, marketing and field service **automation**, all with management escalation
- **Dynamic integration** with **Microsoft Office** giving full document management
- **B2B** and/or **B2C customer relationship management** within one system
- **Dynamic analysis** and **detailed management reporting** on customers and suppliers, sales, service or products

www.prospectsoft.com



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