



Consulting Services

ERP and CRM business technology consultants

About Us

Green Beacon Solutions partners with clients to implement integrated financial, supply chain, sales automation, and marketing business solutions built on proven Microsoft technologies. Our unique combination of technology, people, and process quickly help identify and implement expert strategies that support our client's business objectives within the distribution, professional services, banking/banking services, and manufacturing industries.

Why Green Beacon?

Our technology and consulting expertise, combined with our success in solving customer issues, have resulted in our unmatched industry reputation. We have an outstanding track record developing, delivering, and integrating ERP, CRM BI and Marketing Automation technology solutions that deliver direct business benefits for our customers.

Partnering with clients to select, implement and manage solutions for achieving measurable success

To remain competitive, businesses must maximize current technologies as cost effectively as possible. Organizations face a difficult challenge when they need to develop and implement new solutions, upgrade or integrate existing applications, or optimize existing systems: leverage valuable in-house IT resources to effectively manage these critical projects, or delay these projects and risk impacting the future growth of the organization. Either option affects day-to-day operations, reduces efficiencies, and may increase competitive threats.

The answer to this predicament is to partner with experienced business technology consultants that understand your challenges, and can deliver the skilled resources to help you overcome them quickly and efficiently. These providers offer qualified talent, depth of experience, and economies of scale that allow businesses like yours to receive both peace of mind and affordable professional services

Experienced Business Technology Consultants

Green Beacon Solutions offers business technology consulting services to help companies like yours successfully select, implement, and manage enterprise resource planning (ERP), customer relationship management (CRM), and business intelligence (BI) solutions.

Combined with deep technical knowledge, our experienced consultants have a strong grasp of the critical business issues impacting the banking, distribution, manufacturing and professional services industries. Additionally, by leveraging Green Beacon's proven development processes and project LightShip Methodology - refined during hundreds of successful engagements - our consultants solve complex business and technology challenges to produce quick and reliable results. This ensures quality development services and minimizes implementation risks, while providing application solutions that run efficiently and reliably and deliver a rapid return on investment for clients.

Consulting Services

Since 2001, our satisfied customers have confirmed that we are uniquely positioned to help them achieve measurable success in a competitive and rapidly changing marketplace. Powered by our proven methodologies and industry best practices, Green Beacon Consulting helps you make sure your software works as hard as it can to achieve your company's goals.

The complexity of implementing ERP and CRM software differs from organization-to-organization. Issues to be considered include: the number of actual end users, what impact the new software will have on the day-to-day tasks of end users, and the overall culture and integrity of the organization where the software will be implemented. Green Beacon understands the critical balance that is needed to address these issues and ensure a successful implementation: business alignment from the organizational view and acceptance from the human view.

Our service offerings provide clients with a single source for configuring, customizing, and implementing their business solutions:

- **Implementation** - Along with consulting, our Implementation Services represent one of our strongest core competencies. Green Beacon consultants partner with clients throughout the entire implementation process to seamlessly integrate the chosen solution throughout the organization and ensure that the defined business requirements are completely fulfilled.
- **Solution Design and Execution** - Our qualified consultants have extensive experience implementing and customizing enterprise software solutions. Often, clients have existing information and data that need to be migrated to the new solution. Our data cleansing, conversion, and migration services ensure that existing data is effectively incorporated in the new solution.
- **Integration** - While ERP and CRM solutions are critical applications for any organization, they are not the only ones used. Businesses have critical data stored in legacy systems, custom web portals, and other business applications. We have designed and implemented bi-directional data integration with custom and packaged solutions, and extended ERP solutions with custom development.
- **Training** - A key component for receiving a tangible return-on-investment with an enterprise software implementation is wide adoption and usage. Often, adoption will not happen on its own, but requires that users are familiar with core application functionality as well as timesaving shortcuts. Green Beacon offers training for various audiences - from end users, to developers, to IT administration. In addition, we facilitate "train-the-trainer" sessions so these leaders have the knowledge to effectively educate end users to facilitate overall adoption.
- **Reporting** - A successful implementation is not only defined by how quickly the application is deployed, but also by how accurately it tracks data and how effectively this information is used throughout the organization. Our experienced consultants understand the systems and processes that help to simplify and use information in an organization. We work with clients to deliver reporting capabilities that align organizations around key objectives, while facilitating fact-based decision making.
- **System Optimization** - Often with the implementation of a new enterprise solution, many companies find that their business process designs require additional optimization or updates to achieve maximum success. Skilled Green Beacon consultants work with clients to optimize their existing ERP and CRM implementations to increase efficiencies and user productivity.
- **Enhancement and Customization** - Every organization changes its business process over time. Business rules that were once critical may now be hindering productivity, while newly acquired information may not be integrated with the solution. The Green Beacon team has worked with clients who have been using their system for a period of time and are now ready to begin designing and implementing additional modules.
- **Upgrade** - As business needs evolve, staying current and up-to-date is critical for any organization. Green Beacon is intimately familiar with both the architecture and upgrade paths for many leading ERP and CRM software providers. Our knowledgeable consultants have the expertise to quickly upgrade your solution so you can stay ahead of the competition and take advantage of new application features and functionality.

Maintain Microsoft Dynamics AX with Green Beacon's

SmoothSail Managed Services

- Dedicated support staff at our Newton, MA HQ
- On-demand and cost-effective management services for CRM and ERP applications
- Advisory services to increase business efficiency by improving system usage
- Support and maintenance services to reduce down-time and ensure productivity so that systems operate at high availability



GREEN BEACON SOLUTIONS

- Established in 2001
- Headquartered in Boston, Massachusetts
- Offices in New York, Philadelphia, and Houston
- Specialists in Microsoft Dynamics Business Solutions
- ERP and CRM Consulting Services
- CompassPoint Solution Software Accelerators
- SmoothSail Support & Managed Services

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