



## Company

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- Established in 2001
- Headquartered in Boston, Massachusetts
- Offices in New York, Philadelphia, and Houston
- 55 employees
- Specializing in the design, development, and implementation of Microsoft Dynamics Business Solutions and after-market support services for many leading ERP and CRM software packages.
- Microsoft Gold-Certified Partner
- Serving over 100 Microsoft Dynamics global customers
- Vertical markets include: Distribution, Manufacturing, Banking, and Professional Services
- Privately held

## Offices

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### **Corporate Headquarters**

255 Washington Street – Suite 245  
Newton, MA 02458 U.S.A.  
Phone: (+1) 617 485 5000  
Fax: (+1) 617 485 5001

### **New York, NY**

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Phone: (+1) 646 512 5681

### **Philadelphia, PA**

Devon Square Two – Suite 215  
744 West Lancaster Avenue  
Wayne, PA 19087 U.S.A.  
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### **Houston, TX**

4545 Bissonnet Street – Suite 245  
Bellaire, TX 77401 U.S.A.  
Phone: (+1) 713 218 7555

## Company Description

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Green Beacon Solutions partners with companies 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.

We are committed to delivering expert software, consulting, and managed service solutions for our clients and their markets. We continually improve our project LightShip Methodology and CompassPoint Solution software accelerators to help clients quickly and cost-effectively meet emerging opportunities and respond to market changes. Since 2001, this commitment has resulted in the successful delivery of hundreds of projects with measurable financial returns.

Our clients demonstrate their satisfaction through repeat engagements and service recommendations. By choosing Green Beacon Solutions, companies choose a trusted advisor with recognized market experience who guarantees project success by meeting their business objectives and project budget and timelines.

## Solution Portfolio

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### **1. Microsoft Dynamics Business Solutions:**

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Microsoft Dynamics is a line of integrated, adaptable enterprise resource planning (ERP) and customer relationship management (CRM) solutions designed to meet almost any business need that helps organizations make important business decisions confidently. Microsoft Dynamics works like and with familiar Microsoft software—easing adoption and reducing the risks in implementing a new solution. These solutions automate and streamline financial, business intelligence, and supply chain processes in a way to help organizations drive business success.

Microsoft Dynamics is designed to be a management solution familiar to organizations, work easily with the systems companies have already implemented, empower people and teams to be productive, and help individuals drive business success.

#### ***Microsoft Dynamics AX:***

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*Drive business performance, measure financial effectiveness, and make better business decisions that deliver real results*

Successful organizations today need the right enterprise resource planning (ERP) software to help their people work more productively, make smarter and faster decisions, and ensure they make the most of their assets and resources. Microsoft Dynamics ERP provides these capabilities in organizations as small as a few employees to businesses with locations across the globe.

#### ***Microsoft Dynamics CRM:***

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*Help boost sales, satisfaction, and service with CRM that works the way you do*

When it comes to customer relationship management (CRM), communication is key. The ideal CRM solution should streamline the way organizations communicate with clients and collaborate with each other. The more comfortable they are with the tools, the more effective they will be at their jobs. And what's more comfortable than a look and feel companies already know?

And with Microsoft Dynamics CRM's powerful capabilities, like workflow automation and analytics, sales, marketing, and service staff easily share information and route tasks to provide a seamless customer experience.

### **Extending the Benefits of Microsoft Dynamics Business Solutions:**

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Green Beacon Solutions has a long history partnering with best-of-breed ERP and CRM software companies. Our depth of technology experience coupled with our broad business and industry expertise prepared us well when we made the decision to partner solely with the world's leading ERP and CRM software provider, Microsoft.

We are exclusively focused on selling, developing, and implementing Microsoft Dynamics AX and CRM business software because we believe that it provides the ease-of-use, broad capabilities, and core functionality to support a client's business process, meet their needs, and achieve their goals.

Our technology experience extends beyond Microsoft Dynamics AX and CRM to include SQL Server, SharePoint, .Net, Windows Server, Office and other critical applications. We also partner with third-party software providers to deliver fully integrated, turnkey solutions tailored to a client's unique needs that provide immediate value.

### **CompassPoint Solutions:**

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Based on our knowledge about many industry-leading ERP and CRM technologies and software applications, we have developed tailored software accelerators that streamline the implementation cycle and reduce overall project costs while extending the core capabilities of Microsoft technologies and address critical industry-specific business challenges.

Green Beacon's CompassPoint Solutions draws from our broad library of source code and couples it with best practices acquired through hundreds of successful project implementations in a variety of industries. Leveraging our LightShip Methodology, our experienced Consultants configure the pre-existing code to the client's unique needs to deliver a tailored solution that seamlessly integrates within an organization's business process.

Using CompassPoint Solutions as the building block for a successful implementation enables Green Beacon Consultants to focus their experience on resolving the critical business and technical challenges that inhibit companies from achieving their organizational goals.

## **2. Consulting Services:**

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

Combined with their 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 that 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.

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.

### ***LightShip Project Delivery Methodology:***

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To ensure project success, Green Beacon Solutions developed LightShip - a proven methodology consisting of repeatable best practices and procedures that ensure project delivery consistency and excellence.

### ***Project Stages***

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Green Beacon Solutions is committed to delivering on-time, on-budget and on-target projects. This is achieved by partnering with clients to:

- Clearly define project scope, budget and schedule,
- Jointly manage the change control process,
- Ensure timely decision-making and risk management, and
- Encourage active participation from client stakeholders to achieve agreed-upon goals

### ***3. SmoothSail Managed Services:***

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Green Beacon Solutions SmoothSail Managed Services is an integrated offering portfolio for organizations requiring on-demand and cost-effective management services for their CRM and ERP applications.

Our offerings keep our client's critical applications running and their business secure. As a trusted advisor, qualified and experienced resources evaluate a client's technology and support requirements, recommend solutions designed with their present and future needs in mind, and enable applications to ensure that their business functions optimally.

SmoothSail Managed Services were created to help organizations maximize the return on their CRM or ERP investments by leveraging our consulting expertise, and outsourcing the management and support of mission-critical business applications.