SOFTWARE DEVELOPMENT SOLUTIONS FOR SMALL BUSINESSES

The Client's Challenge

Document Strategies is an Inception Technologies affiliated company, and it was formed in response to Inception's clients requiring electronic document management software. Inception Technologies provides businesses with document management and data storage services and solutions by assisting in the electronic conversion of data. Once data was electronically converted, Inception's clients needed a cost effective way to access and manage that data. Inception Technologies had attempted to offer other vendors' software as a solution, but these products were often too expensive for the small to mid-sized companies that Inception Technologies targeted. Furthermore, these expensive solutions also did not offer the flexibility and level of customization that Inception's clients required.

The Analytix Solution

Recognizing the need for an accompanying, customizable software solution to bundle with its document management hardware, Inception Technologies formed Document Strategies. The primary issue facing the company was that this accompanying software had not yet been developed. Having had success partnering with Analytix Solutions in the past, Document Strategies turned to Analytix to manage the product development of this program. Analytix was charged with developing software which Document Strategies' clients could customize for their specific business needs but which could also support web based document processing and indexing. This equated to creating a software package that offered enterprise features yet was affordable for small to mid-sized companies — a solution that did not currently exist in the market.

Analytix successfully developed the software to the specifications requested by Document Strategies under a very aggressive four month timeframe. Furthermore, Analytix business acumen and technological skills

About the Client

Document Strategies is an Inception Technologies affiliated company offering electronic document management software solutions for small to mid-sized companies. Inception Technologies provides businesses with document management and data storage services and solutions by assisting in the electronic conversion of data. The company was formed in response to Inception's clients requiring electronic document management software.

"Analytix Solutions was a more than capable partner. They maintained a very quick turnaround on issues we needed addressed. Even more importantly, whenever a customer approaches them with an issue they very ably assess whether it needs to be elevated to our engineering department. They have always been very responsive to our needs."

Ray Feoli, President
DOCUMENT STRATEGIES

About Analytix

Businesses who are positioned for growth turn to Analytix Solutions for scalable, single source, business solutions. We provide small to mid-sized businesses with a full range of accounting services, ranging from bookkeeping to CFO services, in addition to accounting systems automation and integration.

allowed them to develop a program that would be very cost efficient. They also offered support to Document Strategies' customers whenever they require it. Ray Feoli, President of Document Strategies, explains, "Analytix Solutions was a more than capable partner. They sustained a very quick turnaround on issues we needed addressed. Even more importantly, whenever a customer approaches them with an issue they very ably assess whether it needs to be elevated to our engineering department. They have always been very responsive to our needs."

Results

Document Strategies still maintains their partnership with Analytix Solutions. The company has significantly grown as a result of the relationship, and they are actively building a reseller channel for the software which will expand upon the company's success in the market.

Case Highlights

CHALLENGE

Inability to access and manage data once it is electronically converted.

Vendor software was too expensive for Inceptions' small to mid-sized clients.

Inception's clients required software that was flexible and customizable.

Inception's inability to provide its clients with solutions inhibited the company's growth.

SOLUTION

Proprietary software was developed bundled with the document mangement hardware.

The software was aggressively developed in four months' time.

The software solution offered to its clients was now affordable, flexible and customizable — a solution that was not currently available.

Ongoing support is provided to Document Strategies' customers whenever they require it.

RESULTS

Inception Technologies formed an affiliate company, Document Strategies to bundle the customized software solution with its document management hardware.

Strategic solutions increased company growth.

There is potential for increased revenue through its reseller channel for software product.