



Customer Profile

As leaders in successful deployment of Microsoft Dynamics™ GP, Inscio's complete approach includes understanding the system design from workflow to how data is stored. Having this complete approach, Inscio is able to assist clients improve business processes, streamline and automate data input and deliver the exact management data that is required.

Benefits of Working with Encore

- Reduced implementation time
 - Knowledgeable staff
 - Valuable sales tools
 - Excellent support
 - Quality products

Demographics

Industry: Various
Location: Addison, TX
Units: 1

Encore Business Solutions Encore Business Solutions Encore Business Solutions

Partner Success Story

Inscio



Situation

Located in Addison, Texas, Inscio has been implementing and supporting Microsoft Dynamics™ GP since 1994, when version 1.0 of Great Plains Dynamics and eEnterprise (now called Microsoft Dynamics GP) first launched. Today, as leaders in successful deployment of Microsoft Dynamics GP, Inscio serves a broad range of customers and industries that typically face similar challenges in that they need to align their technology strategies with their business objectives in order to survive. Inscio's mission is to deliver exceptional value to their customers, vendors, employees and to the community.

Brian Gallagher, a Principal Partner of Inscio has worked at various companies that have supported Microsoft Dynamics, specifically Dynamics GP. His experience and loyalty to Microsoft Dynamics GP extends over the last eight years. Throughout those years Brian has recommended products from Encore Business Solutions as part of a solution to help customers operate more efficiently, profitably and competitively. No different than today, Brian and his colleagues at Inscio wanted to provide their clients with user-friendly and quality products.

The functionality of Encore's Project Tracking with Advanced Analytics and Recurring Contract Billing is what brought Inscio to Encore; and it is the quality of the products, the service and the support Encore provides them and their clients with that keeps Inscio positioning and selling the products.

"We do business with Encore whenever we can," states Brian Gallagher, Principal Partner,



Inscio. "If we see a client with a need for an Encore product we will sell it to them. The bottom line is that the products work."

Solutions that Fit

Like other partners in the channel Inscio is selective about which Solution Developers they work with. They choose to sell Encore products for the same reasons they remain committed to selling Microsoft Dynamics GP.

"Encore does quality development," says Gallagher. "They have stable, reliable products and excellent product and sales support to back it up. I do consider Encore to be a premium brand."

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“Encore does quality development. They have stable, reliable products and excellent product and sales support to back it up. I do consider Encore to be a premium brand. With Encore I sell a product that’s going to work and keep my customer’s happy. We think Encore has the products our customers need and should be excited about.”

—Brian Gallagher, Principal Partner,
Inscio

Since working with Encore and utilizing the sales tools made available to partners, Inscio has gained enough knowledge to confidently implement Encore products on their own. Not having to rely on Encore for implementation and user training is a huge benefit as it reduces the time it takes to get a customer up and running and realize the benefits of the products.

“Encore provides really good sales tools for their products,” states Gallagher. “We have the ability to run with the positioning and implementation of the products ourselves.”

Future Plans

Inscio is planning to continue to increase the size and scope of their organization and Brian has no doubt in his mind that Encore and Inscio will continue to maintain a successful partnership.

“Encore is very responsive. We know that if we ever needed an Encore representative they will be there to assist us. There are no unrealistic expectations,” states Gallagher.

Selling and implementing Encore products will continue to be a part of how Inscio plans to help their customers realize some of their own success. The feedback they receive from their customers related to Encore products is consistently positive.

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Furthering your
Success through
innovative
business solutions

About Encore Business Solutions

Since its inception in 1990, Encore, a Microsoft Gold Certified Partner, has been and remains dedicated to the delivery of Microsoft Dynamics™ GP, both as an Independent Solution Vendor and a Value Added Reseller. We develop and support world-class, high quality products that extend the functionality of Microsoft Dynamics GP. We help organizations realize the efficiency and enhance their business value with flexible and scalable products tailored for any business model. We have solutions for Project Tracking with Advanced Analytics, Recurring Contract Billing and Bank Reconciliation. As well we’ve added Advanced SmartList and Inventory I/O Control.

Encore also offers custom development services ranging from stand-alone applications to custom integrations with Microsoft Dynamics GP products.