

CORPORATE PROFILE

PUTTING CLIENTS AND THEIR BUSINESS FIRST

Clients First Texas is the regional office for Clients First Business Solutions, which is a nationwide organization encompassing seven offices across the continental United States. Clients First Texas supports clients across the United States and across the globe. Our team specializes in providing medium-to-large enterprise solutions designed for the MRO and supply chain industry. We pride ourselves on our ability to successfully identify the best solution, paired with the proper consulting and support elements, to meet our client's business needs. Our experienced team of individuals, combined with a significant number of years in industry knowledge, enables us to help clients leverage the power of an ERP Financial/Supply solution and gain a competitive advantage in their respective industries.

Why Customers Choose Clients First

In addition to upholding our reputation for "putting our clients first," our Texas office is known for our vertical focus in Manufacturing, Distribution and Maintenance, Repair and Overhaul (MRO). This gives our team extensive experience in the supply-chain industry and allows us to accurately assess client environments before moving forward. We distinguish ourselves by providing dedicated support throughout the entire project, and beyond. We're committed to your success. It's in our name, and in our nature.

- › Longevity and Expertise; Multiple Senior-level personnel have 120+ years experience with Microsoft Dynamics ERP
- › Exceptional customer references
- › Developed software for the MRO industry; ProMRO & internal equipment maintenance
- › Refined Implementation Methodology; with employee and customer portal for budget, timeline & issue/task tracking
- › Member & contributor of the AX and NAV User Groups, Microsoft Partner Advantage Advisory Board, VAR Stars 9 Years, Dynamics Gold ERP Partner & Azure, Office 365 Partner

VERTICAL EXPERTISE

- › PROJECT BASED MANUFACTURING
- › ETO/MTO
- › FOOD PROCESSING & DISTRIBUTION
- › MAINTENANCE REPAIR & OVERHAUL
- › ENGINEERING

"I realized the importance of this software system when our company grew at a rapid rate of almost fifty percent and the system allowed us to meet everything: shipping, billing, receiving, etc. with no flaws"

- Sam Spradlin, CFO, Merrick Pet Care

TECHNOLOGY PRODUCTS SUPPORTED

- › ACUMATICA
- › MICROSOFT DYNAMICS AX
- › MICROSOFT DYNAMICS NAV
- › ProMRO



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Clients First Team Methodology

Our commitment to 'putting our clients first' begins in the sales process with our experienced sales team and product engineers. Our goal is to ensure that our new customers are confident in their choice to work with our team. Our implementations are geared towards reducing costs for our customers and obtaining the best possible results. Our approach consists of two cost savings areas which also results in a **better quality implementation**:

- › **Your Clients First Project Manager assigns your project's consulting team by functional area such as Finance, MRO, and Supply Chain.** This approach ensures an efficient project with the expertise needed for each area of your business. We train each new consultant we hire on this approach to ensure the proper hand off and communication with everyone on the project team. We hire based on experience in our focus industries.
- › **More Client involvement and mentoring.** Clients First will provide any level of assistance you desire however we have found that our technical mentoring provides the greatest ROI and helps ensure our clients staff take more ownership of the solution and continuing support. One way in which we do this is by making sure that the user is fluent with the installed system. This allows our clients to utilize a greater percentage of the application and ultimately reduce the need for vendor support.

These two simple concepts differentiate our project approach from our competitors and has the consistent net effect of producing better installations at a significantly reduced total installation cost.

Locations

Our team has a strong presence in Texas, Minnesota, Pennsylvania, New York, & Australia with Dallas as the home for the regional Clients First Texas location. Our consultants work remotely as much as possible and travel is completed as economically as possible. Our sales office is the Center Field Offices of the Texas Rangers Ballpark.

Global Reach

Our team has experience with international, multi-language, multi-company, multi-currency projects. We help global companies with their specific country and industry requirements. We can add your company and country to our satisfied client list.

Argentina	Netherlands
Australia	Norway
Canada	Poland
China	Switzerland
Indonesia	United Kingdom
Latin America	United States

"Clients First is able to deliver what they say. They're easy to work with and very accurate at knowing what it will take to make something work. They're very good at thinking outside the box."

-Damon Clovis CFO, SR. V.P., RCL Wiring

Microsoft Partner

Gold Enterprise Resource Planning

NEW JERSEY • ALABAMA • FLORIDA • ILLINOIS • MINNESOTA • TENNESSEE • TEXAS

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