

Services
Assessment

“ Understanding your Needs ... ”

■ Building the Foundations

Our goal is a smooth and successful implementation of a technology solution for you, our prospective customer, which will enable you to take your business forward, and give you a real edge over your competition. De Facto know that this goal requires a deep understanding of both your business and technical requirements, in order to provide the optimal solution that's perfect for you.

So right from first contact, our business professionals bring their expertise to bear, to listen, to understand, and to clarify exactly what your needs are. As we get to know your business and your requirements, and you understand our product we also get to understand each other, and the seeds of a partnership based on mutual benefit are sown.

Rigorous Methods ... Personal Touch

Throughout the assessment process De Facto employs the most rigorous methods to systematically establish potential project needs and goals. Yet equally important throughout is the human touch and the way in which you are dealt with. We believe this meeting of sound methods and attention to communication to be the key to ensuring both a successful implementation and a satisfied customer.



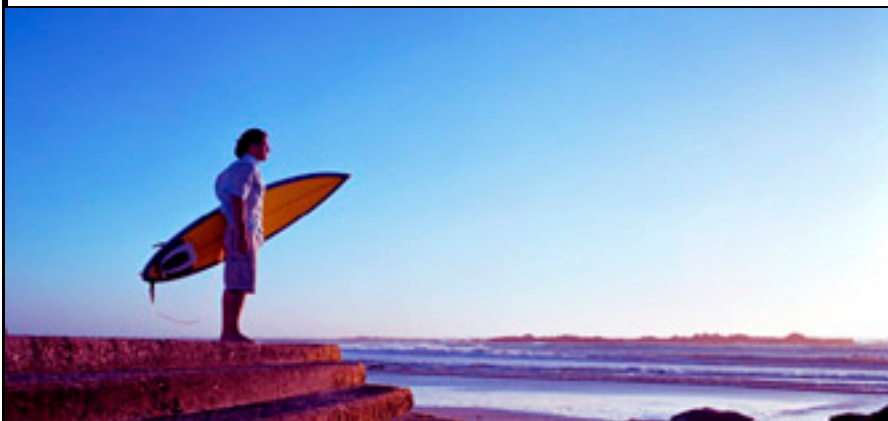
Partnership to Success

As a company committed to delivering quality products and services, we do not use salesmen or resellers. From initial enquiry through to order, there are no sales people - just business professionals.

Everyone you deal with knows the product inside out. And what's more, our people focus on the business requirements of our prospective customers, not on sales commissions or targets.

Every member of our senior management team has over 20 years IT experience each, and our high calibre, multi-disciplined staff are specifically recruited with a view to excellence in both practice and delivery.

“ ... Establishing the Goals ”



Your Enquiry

Your highly valued enquiry is dealt with professionally right from the start. We will discuss your requirements and de Facto's suitability both openly and honestly so that we can both quickly learn what we need to know about each other and establish if **de Facto S5** is the ideal solution to your business needs. This may be supplemented by more information on our company, the product and our services. A good point of reference is [our website](#) which is a prime source for information about the product, and it's 'open all hours', of course.

The First Meeting

Taking us into the assessment process, an initial meeting with multiple aims will be arranged. There will be an analysis of your business requirements plus an overview demonstration of the product to supplement previous discussions and documentation. We'll also establish just what the shortcomings of your current system are and the business objectives of any new system.

This first meeting will also enable us to subsequently provide a comprehensive demonstration of the product, with its **powerful feature-set**, **flexible** methods, and **easy to use** interface.

This comprehensive session will utilise example data provided by you, which could be from your existing system, or from manual paperwork, for example. At this session we will demonstrate all the major areas of functionality of S5, and especially those of significance for your specific industry activities.

As a result of these meetings and discussions, we believe you will get to see just how much De Facto and their S5 product can help your business.

Leveraging Understanding

As a result of this assessment, we will produce a Proposal and a Project Plan laying out the broad details of our proposed solution. Over time, we will work with you to refine these elements prior to Order. The end result is that when you decide de Facto S5 is the ideal solution for your business, we will already have the basis for a successful **implementation** in place.

Flexibility and Choice

With **De Facto**, you are dealing with a software house which offers you freedom of choice when it comes to any hardware supplies you need to run your new business system. Unlike many operations, we do not tie you in with hardware supply, so you are free to source your own equipment. However, should you wish us to supply hardware, we are happy to do so, and have alliances with various companies that handle this activity.

Indeed, we can either provide you with suitable hardware and system software specifications, or we can approve those which you have sourced yourself. With freedom of choice, and De Facto's vast experience and superior product, you can be assured of the best possible solution to your business management software needs.

Find Out More ...

Visit the De Facto website for extensive information on all aspects of our solution and learn how it could help you gain the business edge you need:

www.defactosoftware.com

Call Us Now ...

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