



How to introduce: **Steve Bloomer** (Business Tree Member since 2013)

Company: **Springboard IT**

Expertise and Services:

Access | SQL Databases | Microsoft Office | Microsoft Sharepoint | Orbis
Taskcentre | Quickbooks | Sage Line 50 | Web Services.

What to look for:

- People printing reports/invoices etc. and using them to type information into a computer.
- People writing in books or typing into spreadsheets for instance tracking Purchase Order Numbers or Quote Numbers.

Why:

We can make processes and procedures operate more efficiently by better use of existing software or through either tactical or strategic software solutions.

Listen for:

Complaints about following procedures (or people not!) e.g.

- ISO Compliance
- Purchase Order Authorisation
- Timesheet Capture
- Quote Production
- Sales Order Management
- Ecommerce product updating

Questions:

What is the most irritating process you have to carry out on the computer?

Introduction KEY:

No obligation chat about frustrations with companies computer systems. We pride ourselves on trying to offer solutions using companies existing software.

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