

Corporate Overview

*Experienced
ERP and CRM
software,
consulting,
and managed
services provider*



Our Mission:

Green Beacon Solutions helps clients navigate to success by providing world-class, practical business solutions that provide a rapid and substantial return on investment.

Partnering with customers to select, implement and manage solutions for achieving measurable success

Green Beacon Solutions partners with companies to implement integrated financial, supply chain, sales automation, and marketing business solutions built on proven Microsoft technologies. Our unique combination of technology, people, and process quickly help identify and implement expert strategies that support our customers' business objectives within the banks/banking services, distribution, manufacturing and professional services industries.

We are committed to delivering expert software, consulting, and managed service solutions for our customers and their markets. We continually improve our project LightShip Methodology and CompassPoint Solution software accelerators to help customers quickly and cost-effectively meet emerging opportunities and respond to market changes. Since 2001, this commitment has resulted in the successful delivery of hundreds of projects with measurable financial returns.

Our customers demonstrate their satisfaction through repeat engagements and service recommendations. By choosing Green Beacon Solutions, companies choose a trusted advisor with recognized market experience who guarantees project success by meeting their business objectives and project budget and timelines.

Microsoft Dynamics Business Solutions:

Microsoft Dynamics is a line of integrated, adaptable enterprise resource planning (ERP) and customer relationship management (CRM) solutions designed to meet almost any business need that helps organizations make important business decisions confidently. Microsoft Dynamics works like and with familiar Microsoft software—easing adoption and reducing the risks in implementing a new solution. These solutions automate and streamline financial, business intelligence, and supply chain processes in a way to help organizations drive business success.

Extending the Benefits of Microsoft Dynamics Business Solutions:

Green Beacon Solutions has a long history partnering with best-of-breed ERP and CRM software companies. Our depth of technology experience, and our broad business and industry expertise prepared us well when we made the decision to partner solely with the world's leading ERP and CRM software provider, Microsoft.

We exclusively sell, develop, and implement Microsoft Dynamics AX and CRM business software because we believe that it provides the ease-of-use, broad capabilities, and core functionality to support a client's business process, meet their needs, and achieve their goals.

Our technology experience extends beyond Microsoft Dynamics AX and CRM to include SQL Server, SharePoint, .Net, Windows Server, Office and other critical applications. We also partner with third-party software providers to deliver fully integrated, turnkey solutions tailored to a client's unique needs that provide immediate value.

Microsoft Dynamics Business Solutions:

- Microsoft Dynamics AX
- Microsoft CRM
- CompassPoint Solutions Software Accelerators

Business Technology Consulting Services:

- Software Implementation
- ERP and CRM Integration
- Data Cleansing, Conversion & Migration

Lightship Methodology

- Rapid Process Modeling
- Process Documentation
- Upgrade Gap Analysis

CompassPoint Solutions:

Based on our knowledge about many industry-leading ERP and CRM technologies and software applications, we have developed tailored software accelerators that streamline the implementation cycle and reduce overall project costs while extending the core capabilities of Microsoft technologies and address critical industry-specific business challenges.

Green Beacon's CompassPoint Solutions draws from our broad library of source code and couples it with best practices acquired through hundreds of successful project implementations in a variety of industries. Leveraging our LightShip Methodology, our experienced Consultants configure the pre-existing code to the client's unique needs to deliver a tailored solution that seamlessly integrates within an organization's business process.

Using CompassPoint Solutions as the building block for a successful implementation enables Green Beacon Consultants to focus their experience on resolving the critical business and technical challenges that inhibit companies from achieving their organizational goals.





Consulting Services:

Combined with their deep technical knowledge, our experienced Consultants have a strong grasp of the critical business issues impacting the banking/banking services, distribution, manufacturing and professional services industries. Additionally, by leveraging Green Beacon's proven development processes and project LightShip Methodology, refined during hundreds of successful engagements, our Consultants solve complex business and technology challenges that produce quick and reliable results. This ensures quality development services and minimizes implementation risks, while providing application solutions that run efficiently and reliably and deliver a rapid return on investment for clients.

Since 2001, our satisfied customers have confirmed that we are uniquely positioned to help them achieve measurable success in a competitive and rapidly changing marketplace. Powered by our proven methodologies and industry best practices, Green Beacon Consulting helps make sure their software works as hard as it can to achieve their company's goals.

SmoothSail Managed Services:

Green Beacon Solutions SmoothSail Managed Services is an integrated offering portfolio for organizations requiring on-demand and cost-effective management services for their CRM and ERP applications.

Our offerings keep our customers critical applications running and their business secure. As a trusted advisor, qualified and experienced resources evaluate a client's technology and support requirements, recommend solutions designed with their present and future needs in mind, and enable applications to ensure that their business functions optimally.

SmoothSail Managed Services were created to help organizations maximize the return on their CRM or ERP investments by leveraging our consulting expertise, and outsourcing the management and support of mission-critical business applications.

Maintain Microsoft Dynamics AX with Green Beacon's

SmoothSail Managed Services

- Dedicated support staff at our Boston, MA HQ
- On-demand and cost-effective management services for CRM and ERP applications
- Advisory services to increase business efficiency by improving system usage
- Support and maintenance services to reduce down-time and ensure productivity so that systems operate at high availability

Why Green Beacon?

Green Beacon Solutions enables companies to achieve an ongoing return-on-investment from their Microsoft Dynamics business solutions. Backed by highly skilled, cost-effective resources with strong technology and industry expertise, we work hard to understand our customers' objectives, challenges, and needs to ensure that we deliver the solutions that they require.

We constantly strive to improve our practices, delivery methods and understanding about how our interactions impact our customers business. It is this commitment to providing expertise, guidance and value that makes our relationships successful and lasting.

Benefits:

Our technology and consulting expertise, combined with our success in solving customer issues, have resulted in Green Beacon's unmatched industry reputation. We have an outstanding track record developing, delivering, and integrating ERP, CRM, BI and Marketing Automation technology solutions that provide direct business benefits. Our strengths include:

- **Technology Expertise** - We go beyond the standard implementation, upgrade, and migration services that other companies provide. Combining our business experience with our deep knowledge of Microsoft technologies, we deliver the skilled resources to optimize technology architecture and integrate disparate applications into a unified system, while customizing applications for specific business requirements.
- **Domain Experience** - Since 2001, our exclusive focus delivering ERP, CRM and BI solutions for a variety of companies has provided us with extensive knowledge and industry expertise. Our significant subject-matter expertise enables us to develop and deploy systems that are tailored to your existing and future needs.
- **Ongoing Development** - We continually improve our project LightShip Methodology and CompassPoint Solutions software accelerators to help companies quickly and cost effectively meet emerging opportunities.
- **Full Service Provider** - Unlike many organizations, Green Beacon delivers end-to-end business solutions, so customers only have to choose one provider to design, build, and deploy their ERP and CRM solutions.
- **Client Commitment** - Since 2001, we have been committed to delivering unique software, implementation, and managed service solutions for our customers—most of whom are still Green Beacon customers.
- **Delivery Success** - This commitment has resulted in the successful delivery of hundreds of projects with measurable financial returns.
- **Trusted Advisors** - By choosing Green Beacon Solutions, companies have chosen a trusted advisor with recognized market experience who guarantees project success by meeting business objectives, project budgets and dead-lines.



GREEN BEACON SOLUTIONS

Green Beacon Solutions implements integrated financial, supply chain, sales automation, and marketing business solutions built on Microsoft technologies within the distribution, professional services, banking, and manufacturing industries.

Since 2001, we have delivered unique software, consulting, and managed service solutions, built upon our project LightShip Methodology and integrating our CompassPoint Solution software accelerators to help clients quickly and cost-effectively meet their goals.

Our clients demonstrate their satisfaction through repeat engagements and service recommendations. By choosing Green Beacon Solutions, companies choose a trusted advisor with recognized market experience who guarantees project success by meeting their business objectives, project budget, and timelines.

Company:

- Established in 2001
- Headquartered in Boston, Massachusetts
- Offices in New York, Philadelphia, and Houston
- Specializing in the design, development, and implementation of Microsoft Dynamics Business Solutions and after-market support services for many leading ERP and CRM software packages.
- Microsoft Gold-Certified Partner
- Serving over 100 Microsoft Dynamics customers globally