



*"business potential through software"*



## Corporate Profile

Few companies recognise the potential they can attain from their existing investment in Microsoft® technologies.

Top management can view a wealth of business insights from an Outlook® dashboard. Staff can focus on building new client relationships whilst improving customer management. Dispersed teams can surpass deadlines in a dynamic, collaborative work environment.

JayThom aims to enhance your business process and procedures by improving access to business information. In doing so, we build and deliver business software that leverages your current Microsoft® infrastructure. Our innovative systems allow people and businesses to realise their full potential.

### OUR MISSION

To leverage organisations' investments in Microsoft® applications by providing flexible and innovative methods to improve client management, collaborate proficiently and gain useful business intelligence.

### OUR VISION

To be recognized as Australia's first port-of-call in helping businesses reach their maximum potential through existing Microsoft® technologies.

### OUR 4-PHASED APPROACH

#### 1. Identify

Before any project is commenced, we discuss your business needs until we have an in-depth understanding of what is required.

#### 3. Implement

Our technicians install your business application in a timely and professional manner, with minimal interruption to your employees' work day.

#### 2. Plan

Formulating a strategy for the proposed solution enables smooth delivery and realistic timeframes and budgets.

#### 4. Support

We believe in building relationships with our clients, where we provide online, on-site and phone support.

### WHY PARTNER WITH JAYTHOM?

Business goals are achieved

Easy to use systems have a familiar look and feel to users

Clients receive latest updates in technology

Our people maintain very high standards of competency with continual training in the latest Microsoft® technology

We take our Gold Certification with Microsoft® seriously – the highest level competency is maintained ensuring security in your investment

## FROM OUR CLIENTS

*'Jaythom's Hosted Microsoft Dynamics Solution has freed up Regnan by allowing the company to treat IT more as a service, rather than an investment in/commitment to IT infrastructure... The technical capability afforded by Jaythom's provision of the Hosted Microsoft Dynamics Solution was also a drawcard for our business.'*

**Nicholas Brischetto** Manager  
Regnan Corporate Governance

*'The key to any successful implementation of a software solution is the knowledge, skills and abilities of the consultant assisting with implementing it into the company. Auteri chose JayThom to partner in their implementation because of their reputation of high service and their extensive experience with CRM. "Brett Yorgey was critical to [Gilead's] successful implementation and customization. His knowledge... commitment and continual support [is] outstanding.''*

**Gios Auteri** Director of Sales  
Gilead

*'[JayThom] had installed Microsoft CRM [in their own business] and knew the product was both powerful enough to meet Aspect's needs and was easy to use....The implementation went smoothly and was completed within a week. All ten people on the sales team were using CRM from the first week.'*

**Brett Lynch** Chief Financial Officer  
Aspect Packaging

Under direction of JayThom's Project Manager, the talented JayThom team builds your customised business applications using the following main Microsoft® technologies:

### Client Management Microsoft Dynamics™ CRM

JayThom customises CRM solutions for small, medium and corporate organisations - from consultation of specific CRM needs, through design and implementation of the most effective and user-friendly solution, to delivery of training and ongoing support. There are a number of reasons why Microsoft Dynamics™ CRM is now the CRM of choice for most organisations. They include:

1. The familiar Outlook® work environment ensures a quick and simple user up-take.
2. Analysis of business data from Excel® allows for informed decision making.
3. Integration with your current business applications and company web site provides one central data repository. This delivers a consistent approach to customer service throughout your organisation.

### Team Collaboration Microsoft SharePoint®

An online workspace with virtual communication allows workers from different locations to do their part while working as a team. JayThom provides a fully integrated company intranet with document management and real-time communication, through Microsoft SharePoint® and Microsoft Groove™, thus allowing the best environment for team collaboration. Dispersed teams have all the tools they need to work dynamically and surpass deadlines.

### Business Intelligence Microsoft SQL Server™ Reporting Services

A wealth of business insights waits to be discovered with Microsoft SQL Server™. Useful data sitting in your software is translated into priceless business intelligence. Managers can understand the reasons behind sales figures and other company statistics. Based on this insight you gain a competitive advantage and can thus plan strategically for business growth.

JayThom utilises Microsoft SQL Server™ technology to display the data in a customised format. Snapshots of information ensure participants from all over the world see data from a specific time.

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