



Capture and manage critical sales and operational data

Practical Business Support Business Consulting Services

.... profit from information

PBS Consulting Services = Business Profit Improvement

We're proud of our reputation as a local developer and supplier of quality, leading edge, business analysis services and sales management tools since 1991.

"The real strength of the implementation process was the consulting that Practical Business Support provided at the front end. They were able to gain a clear understanding of our operations which in turn meant they asked the right questions at the right time, reducing the overall project length.

As a customer I found that one of the key benefits of dealing with Practical Business Support is that we only had to focus on what we wanted to see at the front end. Practical Business Support completely managed the necessary data preparations at the back end."

Mark Yates, Director of Information Services, JELD-WEN Asia Pacific

"Timely development and delivery of the systems and services provided by PBS, without exaggeration, added many hundreds of thousands of dollars to the business bottom line.

It is with the highest regard that I recommend PBS as an information and business solutions supplier without parallel. A commitment to do business with Practical Business Support is a step that any organisation looking to gain competitive advantage in their chosen markets cannot afford to pass up."

David Richards, Group Sales & Marketing Manager, CSR Timber Products

"PBS have been able to provide us with an invaluable link between our accounting and production systems. With their assistance, we have been able to identify specific areas where we can improve our productivity and profitability, as well as giving us a greater understanding of the overall symmetry of our business.

I would recommend PBS to any business owner or manager interested in improving that all important bottom line figure."

Trevor Davis, Managing Director, Intasign

"What we didn't realise at the time was that this two way flow of data opened up a huge opportunity to improve the financial strength of our businesses."

Simon Farr, Senior Partner, Jadin Chemist Group

Key consulting services:

- ❖ One-off analysis offering extraction and "cleaning" of company data (usually sales history) and the production of detailed reports for further analysis. This process allows us to highlight areas of your business which are clearly being subsidised by more profitable activities
- ❖ Isolate key knowledge points within the organisation and any critical data not being stored in the optimal manner
- ❖ Significantly increase your ability to pinpoint key business drivers and define your IT requirements
- ❖ Ad hoc analysis which allows the management team to solve suspected problems with real facts prepared by an independent expert.
- ❖ Detailed operational forecasting resulting in improvements in delivery, margin and inventory.

Call **PRACTICAL BUSINESS SUPPORT** for a **FREE** info pack or **obligation-free** business needs analysis

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... delivering smarter business analysis tools and services since 1991