



## AccountMate Software That Fits

Since 1984, AccountMate has led the way in providing powerful, flexible business management and accounting software for growing businesses. Thousands of companies have put their trust in AccountMate to deliver innovative business and financial management software solutions and services that answer their business challenges today and empower them for greater success tomorrow.

[psg@accountmate.com](mailto:psg@accountmate.com)

*“With the talented help of AccountMate’s Professional Services Group, I was able to exceed my customer’s expectations by delivering their AccountMate system modifications ahead of schedule and exactly as requested. I worked closely with the Professional Services Group to successfully implement a large-scale project.”*

Jesse Jones,  
Systems Integrator  
4Support, LLC.

## AccountMate Professional Services

The AccountMate Professional Services Group consists of qualified Business Analysts, Implementers and Trainers whose mission is to assist our global network of Partners to close business opportunities and provide client services. By focusing on sales assistance and extending a helping hand with your implementations, modifications and end-user training, the Professional Services Group can enhance your business.

### The AccountMate Professional Services Group (PSG) offers the following services:

#### Pre-Sales Services

Provide our Business Partners support to close sales and build credibility with pre-qualified prospects. This service will be offered by an AccountMate Business Analyst to AccountMate Business Partners.

**Web Product Demonstration**—A PSG Business Analyst can be available to perform a web demo that will focus on the critical needs of a prospect.

#### Post-Sales Services

Provide our AccountMate Business Partners’ clients with system design, implementation, modification and end-user training services. These services will be provided by PSG Implementation professionals acting as subcontractors to the Business Partners’ organizations. The end result is to allow Business Partners more free time to focus on new sales, to gain more account opportunities and to grow their business.

**System Implementation**—Perform implementation and upgrades of AccountMate software. Services include data conversion, data fixing and/or custom implementation performed as requested.

**System Modification and System Changes**—Perform specific end-user modifications and localizations. Services to include specification analysis, specification development and quality assurance and/or testing. Other services can be performed as requested.

**Training**—Provide tailored training program or conduct customer training.

#### Major Accounts and Multiple Locations Services

The goal of this service is to build credibility with officers of large organizations and to position the Business Partner’s practice as being fully supported by AccountMate Software Corporation as the manufacturer.

PSG professionals are available to provide well-planned assistance to the Business Partner to manage and close major account sales and to assist with multiple sales location opportunities. Some of the services these professionals can provide are resource and project planning, program roll-out, implementation planning and formulation of training plan deliverables.

This Major Account management may be key in positioning your business as a major player with a client prospect and differentiating AccountMate from the competition.

## Requesting PSG Services

The Professional Services Group is ready to assist Business Partners to grow their business, to support their individual efforts and to exponentially increase our mutual success.

To make a request for Pre-Sales, Post-Sales and Major Accounts/Multiple Locations sales and to receive a quote for these services, Business Partners should contact PSG directly at [PSG@ACCOUNTMATE.COM](mailto:PSG@ACCOUNTMATE.COM).

## AccountMate Products

**AccountMate for SQL** is a real-time, customizable business management and accounting solution designed to address the needs of growing businesses. AccountMate takes advantage of the speed of client/server technology and the latest productivity-enhancing tools from Microsoft's BackOffice suite of products to create an inclusive solution that is designed to help clients better manage their business.

**AccountMate for Express** includes all of the same features of the SQL version and is designed for businesses with up to five users that desire the stability and speed of a SQL database at a lesser price point.

**AccountMate for LAN** is the financial information solution geared to meet the needs of the small- to mid-sized businesses. It is a customizable, robust and network ready business management and accounting software application.

## About AccountMate

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support hundreds of users simultaneously. AccountMate software is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or at [www.accountmate.com](http://www.accountmate.com)

Contact PSG directly at [PSG@ACCOUNTMATE.COM](mailto:PSG@ACCOUNTMATE.COM) to obtain a quotation.

### AccountMate Software Corporation

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