



Should your software vendor's cost cutting measures affect your business bottom line?

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Configuration Based Manufacturing Consulting Group - Professional Consulting and Technical Services



We realize that due to the current economic conditions, many companies have suffered a significant loss in revenue over the past 18 months. The economic downturn has not only affected your company, but also your software vendors. The lack of software sales, consulting & programming revenue has made many software vendors cut costs where they can and make up additional revenue where possible. The major cost cutting measures among software vendors are:

- 1.** Eliminating personnel. Many times these are the people with the most knowledge – this has a direct effect on the level of support that they are able to provide to you and their other customers, as they now try to support their customer base with less people and knowledge. This results in a much longer turn-around for problem resolutions.
- 2.** In order to make up for the lost revenue from sales and services they are now more reliant on their maintenance revenue and the need to get as much of that contractually as they can. So they increase the cost of your maintenance, while at the same time cutting the level of service that they can provide to you.

Does this sound familiar? If so, give CBMCG a [call](#) - Talk with us, we can offer tips that can help you be in the power position rather than your software vendor.

Here is how CBMCG can help you today!

Are you running the Bottomline (formerly Optio) software for your forms? We have over ten years of experience with the Optio products, and can assist you with forms design as well as training.

- Do you have a backup/disaster recovery plan in the event that your Optio server should fail? Let CBMCG show you how to setup and implement a Optio disaster/recovery plan that will allow you to continue to process your forms (without purchasing an additional license).

- Want to put drawing images on your forms?. We can help with that as well.

CBMCG has over 50 years of combined Friedman Frontier and iSeries knowledge, and can assist you in all aspects of the Frontier software.

Are you planning a software release upgrade? Need assistance with the implementation, training or modifications retro-fit?

-Need assistance with Application Consulting, Technical Programming, WebSphere, Java, EDI, Implementation, System Integration?

-Need On-Going support ? ***Get the right answers the first time.***

CBMCG provides the highest level of quality consulting services to our clients by working closely with our clients, employing experienced industry business consultants and leveraging strategic partnerships across all technological platforms.

CBMCG – Where integrity and competency come together!

CBMCG

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