

<b>Location:</b>	<b>Gaborone, Botswana</b>
<b>Industry:</b>	<b>Professional Services</b>
<b>Products:</b>	<b>Implementation Services</b>
<b>Web Site:</b>	<b><a href="http://www.sais-erp.com">www.sais-erp.com</a></b>

## About SAiS

- SAiS is a global ICT Consulting and Solutions company that engineers strategic and appropriate solutions by applying and integrating existing and emerging information technologies.
- SAiS delivers results through proven experience and deep expertise in all areas of Software Solutions including Software, Hardware and Cloud Solutions to ensure that IT projects contribute significant value to any organization
- SAiS offers a variety of software solutions such as Oracle Fusion HCM, Oracle E-Business Suite, Business Intelligence, insurance operations and management. It offers comprehensive software suites and best-of-breed standalone software solutions to match clients' software needs.

## Business Challenges

- SAiS needed a more scalable solution with rapid deployment of ERP system which can manage the financials ,Projects, Contract management and CRM activities.
- Company needed to track the CRM activities starting from campaign management, Lead, Prospect, Opportunity , Quote to Order . It also needed to track customer contract , uplift management , billing schedule and projects accounting.
- With rapid expansion of the market, company needed a stable solution on cloud to address the business requirements.

## Solution offered

- Oracle NetSuite offered a unified platform for end-to-end visibility across the business.
- Oracle NetSuite's modern cloud solution aligned well with SAiS' focus on IT innovation and modernization for expansion
- Implementation by NetSuite Solution Provider Inspirria Cloudtech Pvt Ltd of India ensured a top calibre cloud ERP platform for business growth.
- Inspirria Cloudtech Implemented the end to end ERP solution in record time for business functionalities from CRM , Contracts, Order Management, Procurement, Projects and Financials

## Benefits

- Clear visibility of Lead to order and tracking
- Scalable cloud solution with mobile and web access
- Tracking and visibility for contract management
- In build statutory reporting for VAT and Withholding tax on click
- Real time financial reporting

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### *About Inspirria Cloudtech*

Inspirria Cloudtech enables enterprises to become more agile and productive by integrating, implementing and supporting various cloud applications through our professional service model. With more than 500 successful cloud implementations under our belt, we have been rated as a Cloud Champion and Premier 100 company by IDG Group. Inspirria Cloudtech has also been selected as a winner in Red Herring Top 100 Technology Company and has been ranked amongst the Top 10 promising cloud companies to watch by a leading global publishing house.

Inspirria Cloudtech management brings together its 10+ years of experience in cloud execution and proven capabilities in strategy building, implementation and consulting for enabling successful cloud implementations across the globe.