

Why CAL Business Solutions?



The CAL Business Solutions Advantage

Founded in 1982, CAL Business Solutions, Inc. is a Microsoft Gold Certified Partner dedicated to providing high-quality, affordable financial management software solutions. Since 1997, CAL, located in Harwinton, Connecticut, has helped more than 200 organizations improve business productivity with Microsoft Dynamics™ GP.

A dedicated in-house development team, a strong focus on providing seamless system integration and a commitment to outstanding customer service have helped CAL achieve membership in the prestigious Microsoft Dynamics President's Club six times. Membership in this elite group is limited to the top performing Microsoft Dynamics (formerly Microsoft Business Solutions) partners worldwide. In 2007, CAL Business Solutions was one of only four Microsoft partner organizations in the

entire New England region to earn this achievement.

Additionally, CAL has earned an East Region Partner of the Year award from Microsoft. With more than 1,800 entrants worldwide, CAL's award in the Competency category is testament to the company's expertise on Microsoft Dynamics™ and dedication to exemplary customer service and support.

The highly trained CAL staff is made up of seasoned accounting, finance and development professionals who average more than 10 years of field experience.

With valuable support from Microsoft and CAL Business Solutions, you can implement Microsoft Dynamics today and let it grow with you into the future.

The CAL Business Solutions Difference

Experience You Can Trust. Since 1982, we've provided exceptional services and support for our family of customers. We approach each project with the understanding, deep industry knowledge and experience we've gained in our more than 25 years of business.

Technical Development Team. When necessary, our in-house technology experts can modify and customize Microsoft applications to fit your unique business processes.

Industry Specialization. We work with clients in a variety of industries,

with specialized focus on the distribution, healthcare, staffing, professional services, education and non profit industries.

Professional Training Center. To keep our customers' skills sharp, we provide a full schedule of classes in our state-of-the-art training center. Training is also offered online, at customers' locations, and via our monthly tips and tricks newsletter.

Our Focus Is On You. We're focused on maintaining long term relationships with our customers and on helping them achieve success.

From CAL Customers:

"We put together a dream list of technologies we wanted to implement. CAL researched our dream list realistically and brought to the table solutions that were forward-looking, could be implemented in a realistic timeframe and at a budget that made sense. We've steadily grown our business since we've used the Microsoft Dynamics GP system, and we've radically cut down on the amount of time we've spent doing it."

Jason Kloter, president,
Kloter Farms

"Microsoft Dynamics GP is just a great product. There's so much integration and flexibility in the system. It's not complex to process an invoice or generate payroll. All screens have a common look and feel, so it's very user-friendly, easy to understand and easy to learn, which is important to us. I've learned more about what Microsoft Dynamics GP can do from working with CAL for the last eight months than I did in the last seven years. The staff at CAL has been fabulous to work with and has provided some very innovative solutions for us."

Christine Huebert, controller,
PrideStaff, Inc.





Microsoft Competencies

In the Microsoft Partner Program, Microsoft Competencies are a recognized level of technical and business expertise within a given area. To earn the Microsoft Business Solutions Competency, which indicates expertise on Microsoft Dynamics software and services, partners must meet specific professional certifications and provide customer references.

CAL Business Solutions' achievement of the Microsoft Business Solutions Competency further validates the company's expertise on Microsoft Dynamics software and services and provides CAL with information, tools, and support focused specifically on developing, deploying and managing Microsoft Dynamics applications. These resources help CAL serve customers more efficiently and create a foundation for longer-term, deeper relationships with them.

Microsoft Gold Certified Partner Advantage

Of the hundreds of thousands of Microsoft partners worldwide, Microsoft Gold Certified Partners represent the highest level of competence and expertise with Microsoft technologies, and they have the closest working relationship with Microsoft. Less than five percent of Microsoft Partners have earned the status of Gold Certified Partner, and CAL Business Solutions is one of them. When you partner with CAL, you can count on tremendous industry knowledge, valuable experience and exceptional service and support.

To Learn More

To learn more about how CAL Business Solutions helps move customers forward with Microsoft Dynamics GP, call 860-485-0910 or visit www.calszone.com > About Us.

From CAL Business Solutions:

"The key to our sales process at CAL is listening. We listen to customers and try to really understand their needs in detail before we think of selling anything. We have built our business on honesty and fairness. We believe in the Microsoft Dynamics GP product, and we enjoy helping companies solve their business problems."

George Mackiewicz, president,
CAL Business Solutions, Inc.

The Microsoft Dynamics Advantage

Microsoft Dynamics is designed with your people and business in mind: the Microsoft Dynamics line of integrated, adaptable business management solutions enables your people to make important business decisions with greater confidence. With years of input from people like you, Microsoft Dynamics has been designed to be familiar to your people, work well with your existing systems, empower people and teams to be more productive, and promote informed decision-making.

As a business management solution within the Microsoft Dynamics family, Microsoft Dynamics GP offers a cost-effective way for managing and integrating finances, e-commerce, supply chain, manufacturing, project accounting, field service, customer relationships, and human resources. Microsoft Dynamics GP works like and with familiar Microsoft software – easing adoption and reducing the risks inherent with implementing a new solution.

The solution greatly reduces the time and effort it takes to perform key tasks; provides easy access to and analysis of integrated, current information; and seamlessly connects operations across all lines of business in your entire organization.

Microsoft
GOLD CERTIFIED
Partner

 Microsoft Dynamics