

We take business to the next level.  
You say how high.



*Cloud Accelerated Business*

# DSG Cloud Accelerated Business

## Building a Cloud Accelerated Business

Managing customer relationships and company resources are core functions of every business. Managing them strategically is the hallmark of a successful business. And helping companies accelerate their success using Cloud-based sales, service, operations and financial management solutions is our business.

Demand Solutions Group (DSG) helps companies use leading Cloud solutions such as NetSuite, and Salesforce.com to reach their business management goals. We offer three key accelerators. Years of business and workflow experience. Unmatched technical familiarity with Cloud solutions. And a listening ear. With these assets, we help you get from where you are to where you want to be.

DSG was built from the ground up around Cloud solutions and we have invested heavily in people, methodologies and value-add products to ensure our customers' success. And DSG has been a top-ranked NetSuite partner and Accounting Technology Pacesetter for years, recently acknowledged by IDC and CRN as a company that "gets" the Cloud.

## 100% Successful Implementations

DSG Cloud implementations eliminate the high risk of failure and under-performance that plague almost all on-premise CRM and ERP solutions. We're proud of our 100% successful track record and we guarantee that your DSG project will be successful from day one – or you don't pay until it is.

## Complete Solutions

To DSG "complete" means your entire Cloud implementation experience. We start by understanding your business goals, then we recommend the most efficient, cost-effective and practical options to achieve them. Finally, we include everything you need – nothing you don't. And we take responsibility for ensuring your solution's success throughout its operational lifecycle.

## Real People Who Know Real Business

Our team's entire career has been spent improving business results through the effective use of technology. DSG was built from the ground up around Cloud solutions and we've invested heavily in people, methodologies and value-add products to ensure our customers' success. This approach enables us to build the best possible Cloud solutions for your business.

## Why the Cloud?

- Increased business agility and flexibility
- Lower total cost of ownership than on-premise deployments
- Accelerated time to value
- Purchase only what you need, when you need it
- Eliminates cost and difficulty of upgrading
- Ensures current functionality features
- Reduces technical and integration complexity

# Go But Don't Go Alone

DSG partners with you to ensure that you reach your goals successfully at every phase of your project.

## Identify Your Goals: **DSG Roadmap**

The flexibility of Cloud solutions means that there are many ways you can meet your business goals. But which one is the most efficient for your organization? DSG works with you to assess your goals and identify solutions to achieve them. We develop a roadmap that fits your budget, meets your needs, and your schedule.

## Accelerate Business Value: **DSG Launch**

With our careful planning process, we can accelerate the launch of your Cloud solution so that your business receives tangible benefits in weeks not months. Once in production, we fine-tune your solution's capabilities to maximize its productivity. With DSG Launch, your Cloud solution delivers what you expect, when you expect.

## Maintain Effectiveness: **DSG Revitalize**

Many existing Cloud customers come to us frustrated that their solutions are not delivering their expected value. In many cases this is because the solution has not kept pace with the business' growth or direction. Rather than abandon your solution, let DSG tune it to deliver the value that you expect.

## Prevent the Value-Gap: **DSG Optimize**

Going live is not a one-time event. In the ever-changing world of business you have to continuously re-align your business systems to your needs. Failure to do so can lead to a value-gap developing between what your systems could do - and what they are currently doing. DSG Optimize tunes your systems to meet the changing needs of your business and prevent the value-gap.

## Build Business Value: **DSG Powered**

Cloud solutions such as Salesforce.com and NetSuite offer rich and deep functionality but there are always needs and opportunities to further automate this functionality to save users time and effort. To meet these needs, we have developed DSG Powered add-on modules that extend the value of your Cloud investment by automating procedures such as maintenance renewals and marketing campaign management.

## Leading the Way: **DSG Cloud Solutions**

DSG is one of the leading Cloud Solution Providers with over 300 successful customer projects under our belt. We work with all of the leading Cloud vendors – including NetSuite and Salesforce.com – but maintain our independence because we believe that this is the best way to deliver objectivity and value to our customers.

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When you are ready to take your business to the next level, DSG will help get you there as quickly, cost-effectively, and successfully as possible.

## **About DSG**

There is a perfect storm driving the Cloud as companies of all sizes use SaaS applications to reduce operating costs and increase the effectiveness of their sales, service, operations and finance systems. DSG has been at the forefront of this move to the Cloud and has partnered with leading ERP and CRM SaaS vendors like NetSuite and Salesforce.com to accelerate business performance. With its objective approach and proven Launch and Optimize methodologies DSG provides the right Cloud solutions to customers and drives business success while reducing cost, risk and time-to-value.

For more information about DSG and DSG's Cloud Accelerated Business services, visit [www.dsgcloud.com](http://www.dsgcloud.com), or call 866.486.4064.



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