

Novotech S.R.L.

[Apple distributor]

Summary

Novotech S.R.L. is a wide range Apple distributor with branches in Acassuso and Nordelta. Among their products there is a great variety of Ipod accessories, software, hardware and technical support. Novotech Mac Site provides everything when comes to the concept of an Apple experience.

In december 2006, Novotech began at Acassuso – Province of Buenos Aires, as a wholly Apple-oriented site. The building consists of two floors dedicated for testing quality, integration and improvements of Apple products.

There are lots of products to choose from. Customers at the store can be either children, teenagers, students, professionals or particular people. Of them all are bound to find in Novotech whatever they need in terms of the state of the art. On the ground floor there's the showroom where you can fully try out all of the latest gadgets. There is also a certified Technical Support department and a lecture hall for demonstrations and trainings by Novotech's staff.

Later on april 5th, 2008, Novotech opened its new branch in Nordelta. The goal was to provide the same quality both in service and products just as much as in Acassuso.

Please refer to <http://www.novotech.com.ar> for more information about the products and services offered by Novotech.

Status

By the end of 2006, after having worked on Excel spreadsheets, the board of partners began to search for a management system. The general requirement was that such system had to be able to give control over the business – stop dealing with paperwork – and it had to run in MAC.

Since December 2006, Novotech has been carrying out the business management under HansaWorld Enterprise.

Leandro Peticaro, member of the board of partners, recalls, "When we started our quest of a new system, we found ourselves behind the eight ball because we didn't know any management system suitable with Mac. We would ask some of our friends about their management system and if it was suitable with Mac. This is how we found HansaWorld since one of our contacts had been working with HansaWorld for more than 5 years then. He said he was happy with the performance of the system and that it was suitable with the most common operative systems, that is, Windows, Linux and MAC!"



The choice for HansaWorld Enterprise

It was mid-December of 2006 when Novotech purchased HansaWorld Enterprise for the store in Acassuso.

Since then, they have found both a perfect software that runs in MAC and a management tool to control the business without too much paperwork or Excel spreadsheets. Another advantage that stands out is the Wide Area Networking (WAN) which allows working faster and easier without other additional software.

In 2007, Novotech kept on investing and betting on HansaWorld will fuel its development. They purchased WAN module with an additional concurrent user in order to work concurrently with the branch in Nordelta. As Novotech's partners are a group of young businessmen, it is pivotal for them to have the ability of closing a deal off the office. That is what Leandro said.



Benefits

Some of the benefits that Novotech has experienced by using HansaWorld Enterprise:

- Most importantly, it is suitable with MAC.
- Easy reporting and real time processing.
- Easiness.
- Speed.
- Mobility, to be able to work off the office.

In Prospective

Novotech S.R.L. is considering other uses of the system. All of the staff agrees to do the implementation of new modules and get trainings on that. The goal is to improve efficiency in the users' tasks.

HansaWorld Profile

HansaWorld is a company that provides development and distributes business solutions. We take yet more than 20 years of background within software international market. Our main target and motivation is to get ahead of changes offering our customers every other then, new options to improve the management of their companies and businesses.

With over 70,000 settled wirings in the world, we own enough experience to become your software supplier offering you a safe product which combines our global knowledge with home representation.

According to Novotech, all the expectations were fulfilled in terms of HansaWorld Enterprise as a solution and HansaWorld consultant as a guide in the kick-off of the implementation and the trainings.

The implementation process was managed by Sebastián Maddocks, a HansaWorld's dealer in the last seven years and consultant of the product. Leandro acknowledges, "Sebastian is a very good and capable consultant. He had a lot to do with the success of the implementation."

Novotech has been using HansaWorld Enterprise for over two years now. Both partners at the firm and users are aware about the good results that the system is giving them day by day. They see how fast the system is when running a report, entering an invoice, a receipt or making out sales statistics. There's a lot of saving time which they are using to raise the business flow.

Solution Specifications

Novotech S.R.L. has implemented HansaWorld Enterprise with the following modules:

- Nominal Ledger, Sales Ledger and Purchase Ledger
- Stock and Sales Orders
- Cashbook
- Cheques and Credit Cards
- Purchase Orders
- HAL Runtime Customizations
- WAN multi-user
- 1 concurrent user
- 6 name users