

Eye on Technology

NI businesses can be more profitable when they embrace the latest technologies!

It's been a whirlwind first 12 months for local Microsoft solutions focused technology company Endeavour Information Solutions. Creating quick and cost effective solutions using the latest Microsoft technology has allowed the company to provide its customers with solutions that drive efficiency, reduce costs and deliver more profit...



With over 20 years' experience in the IT industry, Managing Partner Lee Surgeoner believes in a win/win philosophy when it comes to working with clients. "At the end of the day the best relationships in life are based on trust. For example, if you are upfront with your client when you sell them something, you will tell them what's in it for them and for you before you start. Believe me, when your client trusts you and sees what has been achieved you will do more business with them. At the end of the day, we would prefer to do several small, cost effective solutions for a client over a period of time building into an overall solution for the business. In the current economic climate, clients appreciate this approach as they can clearly see the benefit from each of the individual projects before committing to the next stage."

Endeavour has a team of dedicated, highly qualified and experienced staff. One such member of the team is Partner Blaithe Surgeoner, also Lee's wife who joined the business in April 2010 after working as a chartered accountant in both practice and industry for over 20 years. So why does a chartered accountant move into a career in IT? As Blaithe explains, "I've enjoyed IT from a young age and have continued to embrace its benefits throughout my career. It's also hard to ignore when your husband's job coincides with his hobby and follows him home! However, at

the end of the day the skills acquired in my former employments have also proved to be most beneficial when creating solutions for our clients. This is especially true in the area of Business Intelligence which enables business owners to get clear and concise information about their business thereby allowing them to make informed decisions about the business. There's nothing more satisfying than seeing a client's reaction to being able to access and interrogate the information about their business performance."

"We've found that most businesses run Microsoft software in some shape or form and don't even realize that they have the foundations for creating quick time and cost saving applications in a few days rather than in weeks or months."

As a member of the Microsoft Partner Network, Endeavour works very closely with Microsoft and keeps a close eye on the technology it releases in order to determine where it can be put to best use as solutions to its clients. This research and development focused approach means they have been first off the blocks on a number of occasions with the

solutions they deliver to their clients. A recent example of this has been their work with local solicitors John McKee & Son which was highlighted at Microsoft's recent Microsoft Office 2010 launch event in Belfast earlier this year. In that example Endeavour delivered a solution that increased the efficiency and quality levels of the practice while reducing the physical effort required to do the work, making the practice more competitive in their existing marketplace and allowing them to pitch for higher levels of work usually exclusive to larger firms and at a more competitive rate because of the savings achieved.

The solution created for John McKee and Son used Microsoft Office 2010 combined with SharePoint 2010 which is a powerful combination for any size of business and is technology that most SMEs in Northern Ireland have already invested in but don't use to its full potential. As Lee says, "We've found that most businesses run Microsoft software in some shape or form and don't even realize that they have the foundations for creating quick time and cost saving applications in a few days rather than in weeks or months. The shorter the time that the solution takes to create, the lower the cost. We recently did a project for a compliance and training company that took their existing investment in Microsoft Office and gave them a prospect tracking system, time recording and document management system using Microsoft's Online

Eye

Contact:
Forsyth House, Cromac Square,
Belfast BT2 8LA
T: +44 (0)28 9092 3460
W: www.endeavour-is.com
E: solutions@endeavour-is.com

Looking for a better way to connect people to information?

Microsoft SharePoint 2010

Because it's everybody's business

As an experienced Microsoft Partner specialising in SharePoint Technologies over the last 9 years, we have gained considerable expertise and insight into where Microsoft SharePoint 2010 can be best used within your business.

Previous examples of our work include:

- **Customer Extranet:** Give your customers and staff a working area where they can view, contribute and share information from anywhere securely.
- **Automated Management Information:** Link existing information in real time from other systems such as Sage Accounts, IRIS Exchequer and other industry-specific accounting solutions and present it in a format that helps decision making.
- **Simplified CRM:** Implement a quick, cost-effective CRM solution to allow your staff to recall and deliver information to prospects and customers.
- **Document Management:** Automate standard documents, business processes and forms and securely store them in a central repository that is fully audited and managed in line with your specific requirements.
- **Search:** Find related information in emails, documents and anything else stored across the business in seconds, saving time and effort on a daily basis.
- **Hosted in the Cloud:** SharePoint doesn't even need to be located at your office and can be offered under a flexible monthly charge, saving money on servers, disaster recovery setup and on-going maintenance costs.

To see what Microsoft SharePoint 2010 could do for your business, why not call us on 028 9092 3460 or email solutions@endeavour-is.com to arrange a free demonstration.



Address: Forsyth House, Cromac Square, Belfast, BT2 8LA
Telephone: 028 9092 3460
Email: solutions@endeavour-is.com
Web: www.endeavour-is.com

Microsoft
CERTIFIED
Partner

Business Productivity Solutions
Midmarket Solution Provider
Volume Licensing