



Why Use Wizard X4 Productivity Suite™?

The goal of Wizard Productivity Systems is to help Microsoft Certified Partners become more efficient and effective. At the core of the Wizard Productivity Systems solution is the [Wizard X4 Productivity Suite](#)® – which intuitively automates the set-up of Dynamics applications, saving time and money, while ensuring an effective, efficient, successful implementation of Microsoft Dynamics.

3 great applications plus partner consulting make up the [Wizard X4 Productivity Suite](#)®:

[iConsultant](#)® – Properly configures Microsoft Dynamics™ software, the required databases, system control records and business process features by utilizing a self documenting standardized approach to implementations.

[ConvertMSTR](#)® Is an import application that allows for rapid mapping and importing data from any legacy accounting system into Microsoft Dynamics without using SQL or VB scripting.

[Config-TRKR](#)® – Provides an audit trail, documenting the initial settings and subsequent changes for the system control records.



Proven Results

Wizard Productivity Systems has proven accounting software implementation applications and experience working through Microsoft Certified Partners, marketing and deploying fixed priced accounting software implementations. Partners and Customers embraced:

[Free Budgetary Proposals](#) – In response to a Microsoft survey indicating that 80% of the companies looking for Accounting Software Solutions want to get an idea for budgetary pricing upfront in the sales process, Wizard Productivity Systems automated the proposal process – enabling:

- Customers looking for Accounting Software Solutions to get the information they desired quickly
- End users to be self-qualified—30 percent of the people who get a proposal qualify out of the sales process because of unavailable budget—saving our Microsoft partners countless hours in the sales process

The Wizard X4 Productivity Systems' self-help strategy to reduce total cost of ownership (TCO) and target accounting software customers that want to help themselves:

- [Foundation, Select and Premier](#) – customers select from three levels of training and accounting software implementation assistance. Ranging from minimal assistance (foundation) to a lot (premier)
- Total cost of ownership is reduced when the accounting software customer completes some or all of the accounting software implementation in house; reducing TCO results in more sales

Online selling and implementations – Many of our Best practice documents can be found on our website.

Sales in every region of the Country, results include:

- Sales Pipelines improved
- Reactivated dead or stalled sales pipeline
- Considerably-shortened sales cycles which worked for smaller and larger-sized clients
- Implementation Rates remain at list

continued



History

In addition to Wizard Productivity Systems revolutionary accounting software implementation solutions they have assembled accounting software solutions to help Microsoft Certified Partners expand their business by addressing the breadth market. Early in 2007, based upon the following market research, Wizard Productivity Systems set out to develop accounting software solutions to help Microsoft partners target this segment. Wizard Productivity Systems surveyed both QuickBooks and Microsoft Great Plains users to gauge their perception and preferences about implementations. Did you know that:

People wanted to do accounting software research on the Web while having the option to talk with someone?

- 71% stated they would go to a Certified Microsoft Partners website to help make the buying decision
- 75% wanted detailed description of accounting software implementation services
- 77% wanted phone support during the accounting software purchase and implementation process

The majority (91%) preferred to do the accounting software implementation in-house with varying levels of support from outside Microsoft consultants.

- Very few required or preferred face-to-face meetings but did desire one-on-one accounting software implementation consulting service (over the phone was okay)

Functionality is the main purpose for considering a new accounting software solution?

- 54% of the respondents said that their Accounting software needs are NOT being met
- Most likely to purchase another accounting software solution for better functionality - 77%
- Lack of flexibility and reporting tools are the chief complaints about their current accounting software solution

First, Wizard Productivity Systems realized that the best accounting software consultant is one that has actually done the job previously. So, Wizard Productivity Systems became a Microsoft reseller (now phasing out) and developed an online site (www.wizardx4.com) to market fixed-priced accounting software solutions to the breadth market. After experiencing success, this concept was rolled out and is being sold through 15 Mid Atlantic Accounting Solution Partners (www.midatlanticaccountingsolutions.com) and in Canada (www.betteraccounting.ca). Partners participating in our reseller program enjoy the fruits of these labors by working with Wizard to develop their own solutions.



Contact Wizard by email at sales@wizardus.com or call them at (800) 939 4119 x1.