

## High Speed Wireless Integrator Recommends Commence CRM

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System Support Solutions, Inc., President, Peter Schoon, recently noted, "I firmly believe that companies stubbornly hanging onto expensive, antiquated methods of doing business will go away little by little. The ones that fight home-officing, telecommuting, web collaterals delivery, one-number phone services (desk/cell), and maintain the large expensive staff levels will soon figure out it's not the way to go. Commence CRM fits the "lean/mean/machine" model where ten do the work of 20 or 30, work smarter not harder, and accomplish more / make more money individually as well as for the enterprise."

The top three benefits System Support Solutions has experienced (according to Schoon) as a result of Commence CRM include:

Commence allows us to maintain soft "drip marketing" contact with all proposal recipients without the cost and management of a large sales group. We have learned that to effectively close sales, we do need to stay in touch with our customers, but also that they prefer an occasional email to having their day interrupted by a sales call on the phone.

Commence is a great proposal creation tool, and also provides extremely efficient management of our extensive set of quote documents.

Whether it's a contact phone number, email tracks, or shipping address; Commence is a safe, reliable repository for the "blood in our veins", without which we would be dead.

Many small and mid-sized businesses (SMB) have taken notice of Commence Corporation ([www.commence.com](http://www.commence.com)), a provider of on-premise and hosted web-based solutions designed specifically for this businesses sector. The company is gaining momentum and marketshare with Commence On-Demand, a suite of CRM (customer relationship management) applications that is deployed as software as a service (SaaS).

According to Larry Caretsky, President of Commence CRM, "We are delighted that System Support Solutions and other small businesses are able to gain so much benefit from the technology solutions we provide."

Schoon's praise of Commence continued: "The really surprising thing about Commence is that it was so far ahead of the rest of the world when we first adopted it (1990), and now, going on twenty years later, still is!"

### About Commence Corporation

Commence Corporation is a leading provider of Customer Relationship Management solutions. The company's products are designed to provide growing businesses with flexible solutions that leverage the Web to offer an integrated platform for managing sales execution and customer service. Commence supports several thousand customers through a worldwide distribution network, with outlets in North and South America, Europe and Asia.

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