

BCIS answers the questions:

Why a database and not a spreadsheet?

Why a customised Access database and not off-the-shelf software?

Why BCIS and not other I.T. companies?



WHY A DATABASE AND NOT A SPREADSHEET?

The right tool for the right job can improve your business, but the wrong tool can cripple it...

Spreadsheets are great for one-off data analysis by intelligent staff using complex calculations, for things like sales trends or cost finding.

But they can become difficult and time-consuming to change or expand. For large, complex or multiple spreadsheets, it gets hard to maintain data integrity and inter-relationships.

People tend to take spreadsheets beyond their proper use because of fear or lack of knowledge of a better way...

Databases are the right solution for collecting, maintaining, filtering and reporting data – a powerful business tool to save you significant labour time, grief and money, while achieving better quality service and client satisfaction. Here's how...



Efficiency – saving staff time

Say you're a vet and have a mailing list that includes 10 animals with the same breeder. In a spreadsheet, you'd have to duplicate the breeder's name, address and phone number 10 times. In a database, you can enter these once, then link them or "relate" them to the 10 animals.



Built-in security and integrity – safeguarding your business

Databases are 'idiot-proof', protecting staff from their own mistakes – like adding up the wrong column or forgetting to include GST in the price. You can restrict access to certain areas of data to authorised people and make rules to ensure input data is valid and in the right place.



Easy sharing by multiple staff at the same time

There are no duplication problems with people making their own copies of data, causing confusion and wasting time 'reinventing the wheel'.



Extensive reporting – empowering management

Make smarter decisions and do faster problem solving by monitoring your business. You can display data many ways, e.g. monthly sales by person, region or product.



Flexible and scalable – to grow with your business

It might be the only thing that survives your company's growth – unlike your office space, furniture or car parks! Databases can handle huge volume, complexity and inter-relationships of data easily.



Interconnection with other systems – for seamless business operation

A database can feed out to other systems such as Outlook, the web, other databases and... even spreadsheets!

Effective databases can give you confidence and peace of mind in running your business. They take a bit of training, but offer a huge return on investment in the long run.



BCIS implements holistic business solutions – not just fast, accessible and accurate IT systems – supporting management with personal service, and offering a special 'Only Win' quote guarantee, 24-hour service guarantee, and free initial consultation.

www.bcis.co.nz
alistair@bcis.co.nz
Mob 027 453 4249

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WHY A CUSTOMISED ACCESS DATABASE AND NOT OFF-THE-SHELF SOFTWARE?

Software should fit into your business, not vice versa – built to suit your operations and processes. It should complement and enhance staff work flow – so they can work smarter, not harder.

Standard one-size-fits-all software may seem tried and true, appearing like a quick and easy ‘sticking plaster’, but is actually more expensive and can backfire in the long run.

You may be lucky to get software that snugly fits your business, but unlikely. If it does work for you today, it may be difficult and costly to modify to accommodate future requirements. Also, you may be frustrated paying for features you don’t need.

Here’s how a customised Access database solution can benefit your business...



The software is free with no extra license fees – you probably already own it!

Access is sitting there unused in the Microsoft Office Professional Suite that most businesses own. And there are no per-user license fees and upgrade fees as with off-the-shelf software.



A great tool to start with and to experiment on

Access is quick and cheap to build and modify – an ideal prototyping tool – enabling you to test with developers and, if necessary, discard ideas without great investment.



Employees often find custom solutions easier to adapt to

There’s less stress all round, so staff tend to be happier and more productive.



Open-ended and future-proof

Your Access database, once established and working, can be used as a ‘design template’ to upgrade to a bigger system with a large software house, though this is rarely needed!



Unique to your business – standing you out of the crowd with a competitive edge

It’s a valuable asset that gives you special leverage and adds capital value to your business.



You own and control the development – no unwanted updates

Development can be stopped whenever you want, once you’re happy that it’s working well. You won’t have the disturbance of unwanted software changes forced on you.

Contrary to what some say, Access works fast and effectively as a secure, multi-user and large-scale solution – you just need competent developers who know what they’re doing and will be there for the life of the database.



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Alistair has looked after our database for over 18 years. He is always responsive to challenges and provides great solutions. We know from staff who've used other commercial packages, that ours is more user friendly, and has brought major gains in productivity.

– Linda van der Velde
Business Director, Team Recruitment

WHY BCIS AND NOT OTHER I.T. COMPANIES?

Holistic business solutions, not just IT systems

BCIS is primarily a business solutions provider – not just an 'IT company' – looking at the bigger picture of your business, including sales and marketing, training, communications, operations and finance... as well as IT.

We provide consultancy and advice on the best solutions to fit your overall needs.

You may not even need a technology-based solution at all!



Effectively part of your management team – helping your decision-making

We talk your language, not 'geek-speak' – with CEOs and senior managers in the boardroom, not with the IT Manager in the server room (but can).



Director Alistair Munro earlier worked in management for Ogilvy & Mather, Toyota, Mercedes-Benz and ICL computers, where he built customised software to help him do his job better... and was called on by others to do the same for them.

He then figured there must be lots of other companies needing a 'go-to person', so that's what he's been doing for 2 decades now.



Personal, friendly and flexible service

You'll get fast 'can-do' problem solving of any business or operational problems. Our remote computer access enables responsive support for quick fixes.

We'll do whatever it takes to keep you up and running, with a **service guarantee**: if the system is broken and holding up your business, it'll be back up and running within **24 hours**.

The buck stops here.



The special BCIS 'Only Win' quote guarantee

Our pricing is usually accurate, after many years of experience, so we can offer a **quote guarantee**: if we 'under quote', we'll bear the loss of the extra hours, but if we 'over quote', we'll reduce the charge accordingly. You can't lose!

[See how this works on our website.](#)



Ensuring successful implementation

We'll make sure you get a fast, accessible, efficient and accurate system to effectively empower your business.



Still here for you into the future

We'll still be around, unlike the summer holidays whizz-kid student or your secretary's partner who's moved on and left a spreadsheet or database that no-one else can understand, fix or modify.



Free initial consultation up to 1.5 hours

We can chat at our office or yours – free anywhere between the Bombays and Albany. Fees may apply further afield than the Auckland region.



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