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10 Questions for Would-Be Wooers

Steering Toward Revenue Growth

Exclusive White Paper: Leveraging Economies of Scale - A Path to Growth

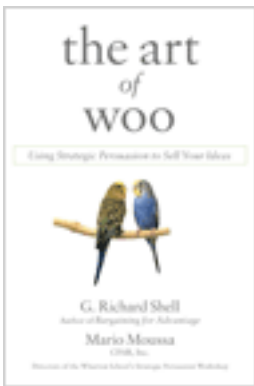
Small is Beautiful — and Profitable

QuickStat: SMBs Get Smart about Business Intelligence

Flexible Warehouse Automation Package Just for SMEs



10 Questions for Would-Be Wooers



Selling your idea to someone — whether it's a potential investor or your boss — is an art. In their book *The Art of Woo: Using Strategic Persuasion to Sell Your Ideas*, authors G. Richard Shell and Mario Moussa provide 10 questions that you must answer prior to pitching any idea to any audience. By answering these questions ahead of time, you'll be better prepared to make your case.

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Steering Toward Revenue Growth

In a challenging business climate, focusing on cost controls and efficiencies is a natural response, and can boost short-term profitability. Generating sustainable revenue growth, however, is a bigger challenge. These tactics have proven track records for mid-sized companies.

[Full Story](#)

Exclusive White Paper: Leveraging Economies of Scale - A Path to Growth

Sometimes the quickest path to growth is a more efficient use of existing resources. This isn't always easy, but companies that automate key business processes are better poised to streamline operations, make decisions based on real-time data and accelerate profitable growth without radically increasing overhead. Learn how in this exclusive white paper from SAP.

[Full Story](#)

Small is Beautiful — and Profitable

Is the world of sub-\$1 billion private companies avoiding the financial pain of recession? Steve Ernst, head of SAP's CPA Advisor program, talks to experts who believe the world of SMBs is expanding at an enviable clip. Even in today's tough economy, Ernst maintains, well-positioned, smaller firms with strong operations and smart business sense can still thrive and attract investors.

[Full Story](#)

QuickStat: SMBs Get Smart about Business Intelligence

Increasing profit margins and forecasting sales is hardly an exact science. According to a recent study by market researcher AMI Partners, more SMBs are turning to business intelligence tools to better interpret market trends. Some 9% of small businesses and 37% of medium-sized businesses in the United States are currently using packaged BI applications, while 6% are using BI tools as part of a hosted service. About 16% of small businesses and 22% of medium businesses use BI or data mining tools as part of an integrated ERP/SCM module.

About SAP Business One

SAP Business One is an integrated, affordable business management solution designed specifically for small businesses. For the first time, business owners have a single system that automates their critical operations and offers an accurate, up-to-the-minute picture of their business.

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SAP Business One News

Imagine warehouse automation software neatly wrapped up in a leading business software package that helps your business stay competitive and connected. Now, picture this powerful combination tailored to the needs of small and mid-sized (SME) businesses. This dream package is available thanks to a recent integration of SAP Business One software with HighJump warehouse management software from Innovations Solutions, Inc. The software meets base line functionalities and can be configured for complex SME distributor needs. Read more about this newly integrated software.

[Learn more.](#)



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