

## 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?



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.



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](http://www.bcis.co.nz)  
[alistair@bcis.co.nz](mailto:alistair@bcis.co.nz)  
Mob 027 453 4249