

SYNAXON UK teams up with Teemex to give SMB partners integrated Cloud ERP option

Full integration of the Teemex Cloud ERP solution with SYNAXON EGIS gives partners the ability to manage all their operations in one place in a consistent, efficient and automated way

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SYNAXON UK is offering SMB partners in the IT and office products channels the opportunity to streamline their day to day business operations and gain all the advantages that larger competitors already enjoy from end-to-end ERP systems.

The channel services organisation has worked with Teemex, a UK-based specialist in business automation, to integrate its Teemex Cloud ERP solution with the SYNAXON EGIS stock, pricing and ordering aggregation platform. The solution is now available for MSP, reseller and retailer partners to deploy, providing them with a simple, effective and affordable way to automate and streamline their every-day business processes.

Fully cloud-based, Teemex Cloud ERP is a completely 'off-the-shelf', end-to-end solution specifically designed for use in the hi-tech distribution and retail sector. It's ideal for SYNAXON UK members, said Mike Barron, Managing Director, SYNAXON UK.

"We are genuinely excited about this partnership and the benefits it will bring to our MSP, reseller, and retailer partners in both the IT and office products sectors. Teemex is perfect for small and medium businesses and webstores that need to be agile and efficient, deliver a great customer experience and keep their costs down. It brings all day-to-day operations together in one place under a single dashboard view, and it can be used remotely on any device from anywhere. It's a perfect fit for MSPs and hybrid working and will put smaller partners on a level playing-field with their bigger competitors."

Rajindra Ranaweera, Director, Teemex, added: "Teemex Cloud ERP has been specifically designed for the kinds of business that SYNAXON UK supports, and we see this as a perfect alliance. Our solution enables small and medium-sized channel businesses to transform their everyday operations, deliver higher levels of service and reduce their costs. SYNAXON UK has established and trusted relationships in the channel community. By working together, we can really help MSPs, resellers and retailers to streamline their operations and gain real competitive advantage."

Full EDI integration with SYNAXON EGIS means that data can be moved across the platforms easily, allowing partners to take advantage of the full capabilities of both services. With access to stock, availability and pricing data from more than 40 leading distributors in the UK, EGIS already gives partners a competitive advantage – one that can now be significantly enhanced with the addition of Teemex.

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Teemex Cloud ERP is a fully-managed solution, built on Oracle technology and hosted on AWS. It can be accessed and controlled from anywhere and on any device. Updates and software management are looked after by Teemex, leaving partners to focus 100 percent on their business. It covers all business functions, including customer portal, CRM, sales, warehousing, purchasing, inventory, finance, delivery, web shop and integration with Microsoft Outlook 365. Fixed cost monthly fees with no hidden charges make Teemex highly affordable for SMBs. ■

About SYNAXON UK

SYNAXON UK is a channel services group that supports resellers, MSPs, retailers, webstores, and office products dealers. Its services enable partners to automate and streamline processes, stay competitive, and drive new opportunities in a rapidly-changing market. Through EGIS it provides partners with access to electronic ordering, with real-time pricing and availability, stock monitoring, quote generation tools, special-bid requests, and access to marketing information.

SYNAXON Managed Services gives MSPs access to key solutions and tools to support their transition to a managed services model and further business development. SYNAXON Distribution offers products from top manufacturers, including HP, Microsoft, and Lenovo, with UK partners services via a dedicated warehouse. With EGIS eCom, resellers can make use of the EGIS capabilities to create their own online presence.

For supplier partners, SYNAXON provides unrivalled reach into the UK reseller, MSP, and dealer community, providing active account management and business development programmes that enable them to develop a higher profile, form lasting partnerships and grow their sales.

SYNAXON UK is part of SYNAXON AG, a European organisation headquartered in Germany, where it has over 4,500 established partners that generate around €3 billion of gross external sales annually.

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