



Software Selection Helps Businesses Operate More Efficiently

Tailored Technologies provides expert insight for small to mid-sized businesses and nonprofits

New York, New York (December 17, 2009) – It is important for companies and nonprofits to assess their existing financial/management/operational software. Tailored Technologies, a full-service management consulting and technology firm headquartered in New York City, specializes in helping business to choose the right software.

Through its unbiased software selection process, Tailored Technologies helps companies and nonprofits with finding new software or additional software to complement already existing software. Tailored Technologies can also help to establish new ways of using current software to fix problems and/or fill a current need without purchasing new software. In addition, Tailored Technologies will work with the current software vendor and or third party vendor to solve specific problems.

Companies and nonprofits often begin the software selection process when faced with: disparate and non-integrated business management systems; difficulty managing data across different systems and departments; communication breakdowns between multiple parties; and/or challenges integrating internal processes with different vendor or customer processes. Tailored Technologies works with them to identify the most pressing of these needs and identifies a cost-effective, long-term software solution.

As part of its customized process, Tailored Technologies also evaluates how the software users work with the software, enabling them to identify any shortcomings in the existing software and/or pinpoint features which may or may not be necessary in a new product. Given their experience in the software selection arena, Tailored Technologies is able to laser-in on specific issues and procedures in order to create a list of 'pain points' that the company or nonprofit is experiencing as a result of its current software. Based on the identified 'pain points,' Tailored Technologies is able to research a product or products which resolve the problems at-hand.

"Roughly 90% of the businesses we consult with are using an ineffective financial/management/operational software application," said Richard Nathan, president of Tailored Technologies. "This is problematic for nonprofits, as this software is often used for donor management. Common issues among for-profit companies include lack of reporting transparency across departments/divisions, and lack of an integrated processes to ensure timely billing and collection as a result of the software they have in place."

Businesses should anticipate spending 3-6 months searching and another 3-6 months implementing depending on the complexity of the client's requirements. It can even take longer for more complex software or companies looking to implement more than one new system at the same time.

Unlike other software selection specialists, Tailored Technologies is not affiliated with any software vendors. It is, therefore, able to provide an objective, unbiased third-party assessment which focuses exclusively on finding software that meets its clients present and anticipated future needs.

"Our approach to software selection is holistic and customized to each client's needs," Nathan said. "By assessing the user experience, current policies, procedures and workflow existing software features and functionality, and anticipated growth of the company or nonprofit, we can

provide targeted recommendations. This will improve the effective use of the software itself, provide for increased productivity by improving the user experience and thereby increase efficiency and reduce expenses.”

Tailored Technologies is located at 622 Third Avenue in Manhattan. To learn more, visit www.tailtech.com.

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About Tailored Technologies:

Tailored Technologies LLC is a full-service management consulting and technology firm headquartered in New York City. For more than 25 years, company president Richard Nathan has worked with the business and nonprofit communities in the areas of business process improvement, technology resource management, and financial/management/operational software selection. In the mid-90's Tailored Technologies developed a collaborative relationship with Marks, Paneth & Shron LLP and currently operates as a wholly owned subsidiary thereof. For more information, visit www.tailtech.com.

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