



Hello,

I know you place tremendous value on your time, so I'll be brief...

My name is SENTHIL and I head up business development efforts with "FOCUS" (www.focussoftnet.sg) We have been in business for more than 20 years we have evolved into a true multinational organization with **26 offices across 16 countries and 30,000 satisfied clients** across the globe. We help customers to choose solutions which are designed around the unique operational needs of their industry which help them can better manage complexity and focus on core growth activities.

we seek to recruit partners - firms such as technology consultants, business consultants, website designers and accountancy practices – key disciplines that play important roles as influencers and trusted advisors for their clients in our target market. (|  SINGAPORE |  JOHOR BAHRU |) Our company will compensate Referral partners ("referral fee") for leads or referrals **that result in a software license sale** between FOCUS and the customer.

This is a partnership that benefits everyone.

Focus bears the cost of selling, closing, implementing and servicing companies you refer. Companies you introduce to FOCUS will benefit from a substantially lower total cost of ownership (TCO) than they would experience with "traditional" software; end-to-end CRM and ERP functionality; and industry-specific capabilities that will allow them to become more efficient and competitive.

- ✓ **Unparalleled Product Portfolio**
- ✓ **Massive Customer Installed Base**

Initially, we could have a joint meeting with your client to discuss :

1. If their existing systems can scale up to accommodate planned growth, or will their limitations constrict growth? Even if their current systems can scale up in the short term, what are the prospects in the medium and long term?
2. If their current Solution (ERP) address their pain points and are they sufficient for their industry/company needs?
3. What will it cost to implement a right solution to their current & possibly future needs?
4. ROI (achievable benefits, both tangible and intangible)
5. What industry specific solutions are available with us and successfully implemented with similar companies?

I can send you more details of our wide range of solutions (with links) which we can offer to clients | **SME / Large Enterprises** | in case you are interested to associate with us. Alternatively feel free to visit our [website](http://www.focussoftnet.sg) for more details.

We look forward to a mutually beneficial relationship, as we can achieve **success** in partnerships and **business synergy**.

THANKS, AND REGARDS,

SENTHIL

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