



---

## Delisys Delivery System Inc. – Canada and Kenya

DELISYS DELIVERY SYSTEM INC. is an IT and system integration company with offices in Ontario, Canada, and Nairobi, Kenya. The company has about 20 employees. We provide IT solutions and services to financial institutions (banks and microfinance institutions) in developing markets. Our clients are spread across Africa, Eastern Europe, Latin America and Asia.

After installing carefully selected core banking applications, most of our clients realized that core banking solutions would not address non-banking aspects of their business (e.g., budgeting, human resource management). They wanted a solution that would complement their existing core banking package and also integrate easily such that data could be exchanged back and forth between both systems. They also wanted a mature, scalable system that they could invest in at the right price. After extensive evaluation, we came to the conclusion that **Priority** met all of these criteria. The in-built OLAP functionality was a major deal-maker, as our clients would not have to invest in separate business intelligence tools to generate executive reports.

In addition to the factors mentioned above, we realized that we could very easily build interfaces between our core banking solution and **Priority**. This was because of similarity of architecture, i.e. multi-company, multi-currency, multi-period, parameterization and ease of customization to meet local requirements.

We are working to acquire our first reference site this year. We believe that having a successful first site will open up the market and turn **Priority** into a strong player in the market.

**Priority** is the only affordable application with the depth of functionality needed. Built-in executive reporting functionality and close integration to MS-Office tools make the product unique.

The richness of functionality of **Priority** is indisputable. Existing users of Accpac and SmartStream who have seen **Priority** have commented that **Priority** is far superior in functionality. We continue to recommend **Priority** as the ideal ERP application for small and medium-sized institutions in developing markets.

*Tunde Oladele, Owner*