



Consultant Opinion

Support before the project

We attest MyABC M as an excellent partner, we could count with their support to develop many joint presentations using information from the customer environment. Customer felt confident for the partner chosen to complement their Advanced Cost Management, due to the company's history and background regarding ABC/M issues. We perceive the commitment of the company to build a positive relation between the consultant, the customer and the tool responsible for solving their difficulties and enhance the level of information obtained.

During the Project

MyABC M supports the consultant by training the whole team evolved in the project, presenting the solution for users by many ways (via skype, phone, e-mail) facilitating the process and enhancing the results which benefits the consultant and the customer.

We have recently closed a project with 4 cost and profitability models, where the support provided by MyABC M team was extraordinary, helping us to create better analysis and showing the power of the solution.

The customer could move forward through an independent way, reflected by a friendly and easy-to-use tool. The creation of these cost models, since the pilot to the final version took 2 weeks. The ability to integrate with other systems allowed us to create 3 period of analysis very quickly.

Opportunities post-project

Right after understand the analysis possibilities, customers try to stabilize the process of cost and profitability calculation to quickly start thinking on budget opportunities, scenario playing and cost reduction issues, where consultant can keep helping - always supported by the tool. We help other customers to generate new cost models (larger or smaller) in order to analyze information by other perspectives.

Additional value-added aspects

Having a solution in our idiom (Spanish) hugely facilitated the adaptation and agility by the customer. The basic analysis (reports and charts) and advanced analysis (traceability, Olap, etc...) allowed a perfectly integration of several systems reducing costs of acquisition of complementary tools. The deeply know of the solution permits to meet the project deadline and reach the customer's expectations.

I've been working with MyABC M professionals for since 1996 in more than 20 projects with 100% of our customers satisfied. I can say it's the best, most serious and professional business relation I've ever seen in 19 years dedicated to consulting firms. I consider MyABC M my best business partner.

Freddy Araque
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