



Sage Enterprise Intelligence

liderteam®
SUCCESS STORY
BUSINESS SOLUTIONS

Liderteam and Nectari: Accelerating Data-Driven Growth Across Industries



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Sage Tech Partner
Plus

PARTNER



LOCATION

Porto, Portugal

DATE FOUNDED

2004

Liderteam, based in Póvoa de Varzim, Porto, has been a prominent information systems consulting firm for over twenty years. It specializes in Sage X3 ERP implementation and custom digital solutions tailored to specific industries such as metalworking, food production, engineering services, and natural stone manufacturing. With a team of over twenty skilled professionals, Liderteam offers functional consulting, process engineering, development, and ongoing support to help clients achieve seamless, efficient operations.

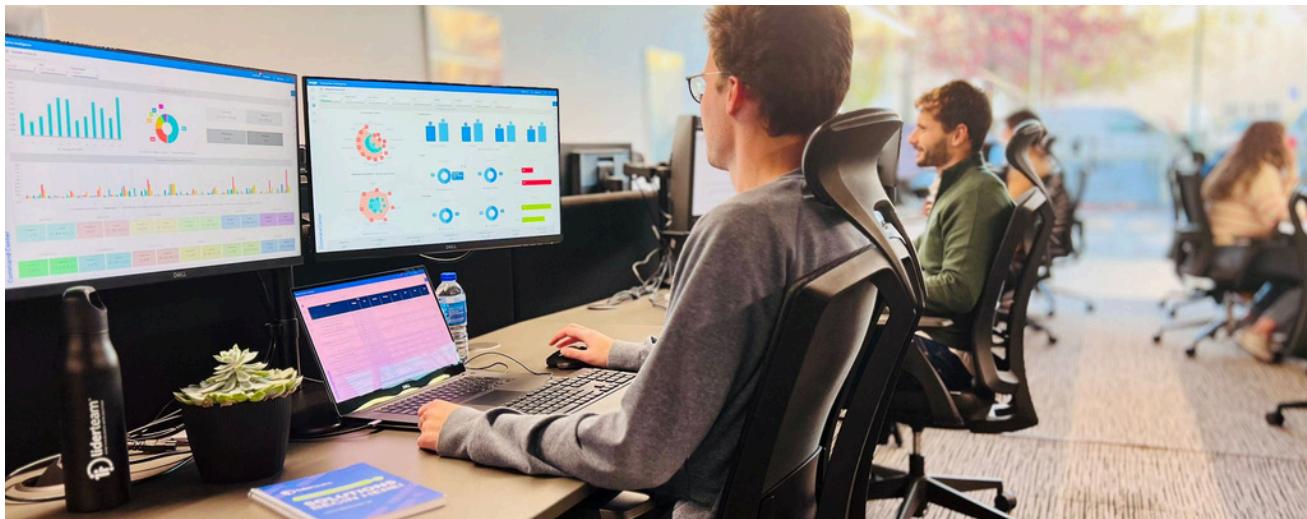
Partnering with Nectari

As an established Sage partner, Liderteam saw the potential of Nectari as a powerful Business Intelligence (BI) and data management solution to enhance its ERP offerings. "We became acquainted with SEI through our collaboration with Sage as a partner," says Alberto Costa, CEO of Liderteam. "Additionally, we attended various industry events and training sessions where SEI was highlighted as a powerful business intelligence tool. This exposure, along with positive feedback from other partners and clients, sparked our interest in exploring SEI further as a valuable addition to our service offerings."

With Nectari, Liderteam could provide clients with real-time insights and advanced reporting capabilities, fully integrated within the Sage X3 ecosystem. "We decided to represent SEI after conducting a thorough evaluation of its capabilities and recognizing its potential to enhance our service portfolio. The solution aligns perfectly with our mission to empower clients through data-driven decision-making," explains Costa. "We identified that SEI could add significant value to our offerings."



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Experience with Nectari

Liderteam's sales process with Nectari begins with assessing each client's data needs and demonstrating Nectari's capabilities within their existing Sage X3 ERP system. "In our current sales process, discussions about a business intelligence solution typically arise early when a customer expresses the need to change their software," says Costa.

"We introduce SEI as an integral part of the overall service package, emphasizing its role as a crucial tool for effectively leveraging the complete system."

ALBERTO COSTA, CEO, LIDERTEAM

Once Nectari is implemented, Liderteam provides tailored training, report customization, and ongoing support to help clients maximize its value. "We offer comprehensive support to our customers, which includes verifying developments and assisting with the creation and execution of new dashboards," shares Costa. "Our ongoing technical support encompasses troubleshooting and guidance to ensure clients can fully leverage the system's capabilities."

Impact and Results

Integrating Nectari has allowed Liderteam to significantly expand its service offerings and deliver measurable benefits to clients. "The most significant business ROI from the SEI solution stems from its ability to provide real-time, data-driven insights that enable our clients to make informed decisions," Costa explains. "By streamlining data analysis and reporting processes, SEI significantly reduces the time and effort needed to gather and interpret data, leading to improved operational efficiency."



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Customer Feedback and ROI

Liderteam's clients experience notable ROI with Nectari due to its flexibility, ease of use, and seamless integration with Sage ERP. "Customers particularly value the flexibility that SEI offers. The intuitive drag-and-drop functionality allows them to easily incorporate new data and create custom filters, dashboards, or scenarios with minimal effort," says Costa. "Furthermore, the ability to consistently work with real-time data provides them with up-to-date insights, which is crucial for making informed decisions."

This adaptability has positioned Liderteam as a reliable partner capable of delivering long-term solutions that grow alongside their clients' businesses. "SEI can grow alongside our customers' businesses, making it a long-term solution," shares Costa.

"The tool's ease of customization allows clients to tailor the BI solution to their specific needs without requiring extensive technical expertise."

ALBERTO COSTA, CEO, LIDERTEAM

Future Vision and Ongoing Support

Liderteam actively manages Nectari updates for clients, keeping them informed of new features and enhancements. "We take full responsibility for managing upgrades. We proactively keep our customers informed about the latest versions of SEI, highlighting new features, performance improvements, and fixes for any potential issues," shares Costa. "To encourage our customers to upgrade, we emphasize the benefits of staying current, including enhanced system functionality and optimized use of BI tools."

Incorporating Nectari into its service portfolio has been transformative for Liderteam, enabling the firm to stand out in a competitive market by offering a fully integrated, data-driven BI solution. "We're proud of our partnership with SEI and the impact it's had on our clients' success," states Costa.

"The solution has helped us build stronger, more lasting client relationships, delivering measurable improvements in customer satisfaction and operational efficiency."

ALBERTO COSTA, CEO, LIDERTEAM

By aligning with Nectari, Liderteam continues to drive data-driven growth for clients across diverse industries, empowering them to unlock the full potential of their data and make informed, strategic decisions.



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