

Six S Partners Teams up With Epicor to Further Its Value-Added Services

Company Facts

Overview

- ▶ Headquarters—Waterloo, Ontario, Canada
- ▶ **Offices Across the US & Canada**
- ▶ Epicor Channel Partner Program
- ▶ Platinum Partner
- ▶ Website -www.sixspartners.com

Success Highlights

Challenges

- ▶ Widen the portfolio of offerings

Solution

- ▶ Epicor® Solutions

Benefits

- ▶ Enabled rapid growth in a scalable manner
- ▶ Achieved a full 360-degree view of its projects, capacity, and operations

“Epicor has enabled us to rapidly grow our business in a controlled fashion and has exceeded our expectations for the relationship they enable. Epicor truly is an innovative and visionary company, and we are honored to work with a recognized leader that is committed to building strong, collaborative relationships with its partners.”

—John Preiditsch, Founder and President | Six S Partners

Founded in 2007, Six S Partners, Inc. is a consulting firm focused on operational improvement with an emphasis in enterprise resource planning (ERP) support and training services for challenging configure-to-order and high-compliance markets—such as medical device manufacturing and aerospace and defense. Six S Partners specializes in helping businesses improve their bottom line. The company has a presence in seven Canadian provinces, and expanded into the United States in 2016 through the acquisition of Tri Gem Company, which created the joint ownership of a new U.S. entity operating as Six S Partners LLC to market its products and services across the U.S.

Proven partner with proven technology

Before partnering with Epicor, Founder and President John Preiditsch ran a sales team in the United States and often went head-to-head with Epicor. “The depth of functionality in Epicor ERP made it impossible for us to compete against Epicor,” explained Preiditsch. “If the prospect didn’t take a ‘deep dive’ into the functionality of Epicor, I could win the sale with other products we represented at the time, but in the back of my mind I knew they were missing out by ignoring the robustness of the Epicor product.”

With the continued investment from Epicor into the ERP product, competing against the company became increasingly harder. Tired of losing selections to Epicor ERP, Preiditsch took his team and skill set to join the Epicor Channel Partner program instead.

“It was immediately apparent Epicor was focused on the value of selecting fewer quality partners versus signing up anyone who wanted in,” recalled Preiditsch. “We knew Epicor had a vested interest in our success, and that is what appealed to us the most during the recruitment process. We were also extremely confident Epicor was able to support Six S Partners’ focus on delivering value-added customer service.”

Ease of selling Epicor products

The complete nature of Epicor ERP made Six S Partners confident in selling the product. “The ability to deploy onsite or on premises allows us to customize, tweak, and tailor the solution in a much faster and efficient way that meets the unique needs of our customers,” said Preiditsch.



Global Partner
of the Year
FY2015-2017

“Customers are attracted to the flexibility of the Epicor ERP product as well as the company’s proven reputation for delivering their solution at a lower total cost of ownership. Customers seek Epicor for these advantages, and that is what keeps us competitive,” said Preiditsch.

Preiditsch believes that one of the biggest challenges of implementing an ERP software solution is getting the customer to understand how the product will enhance their business. According to Six S Partners, helping to interpret the product’s robust functionality is one of its main responsibilities.

Using XSOL®—a business process mapping tool—Six S Partners works closely with its customers to identify inefficiencies in their current workflow and resource utilization. It then defines new work procedures to improve business processes, which increase the probability for the customer to “buy in” on the business benefits inherent to implementing an ERP solution.

Training with Epicor —and for Epicor

In order to be a successful partner, Preiditsch believes it’s essential to invest in training employees to learn the product—ensuring a rapid delivery of services to customers.

“We found the people at Epicor to be extremely helpful throughout the training process,” he said. “Epicor is very approachable, and once they understood that Six S Partners was confident in selling and implementing their product, as partners, we became very reciprocal in the knowledge transfer. Today all of our customer-facing staff members are certified in several key aspects of the Epicor ERP software. On the flipside of that, our staff also needs to be up to date on the latest business process strategies, so we also invest in training in the GE Change Acceleration Process as well as Lean Six Sigma so we can enter any customer scenario with all the right tools to succeed.”

Growing business, not software

There’s no sign of slowing down any time soon for Six S Partners. In addition to being the Epicor Global Partner of the Year for three consecutive years between 2015 and 2017, the company has also racked up several reseller awards and honors—such as a spot in Bob Scott’s Insights Top 100 VARs and as a finalist in the Computer Dealer News (CDN) Channel Elite.

Today, the company itself runs Epicor ERP to give them a visible project portfolio for a full 360-degree view of its projects, capacity, and operations. It has over 150 customers, and the latest version of Epicor ERP has proven itself worthy of taking on much bigger and established competitors.

Together, Epicor and Six S Partners bring industry-leading solutions to the marketplace and implement these quickly and cost effectively to address the needs of small, midsize, and large enterprises equally.

“Epicor has enabled us to rapidly grow our business—we grew 100 percent in our first two years exclusively selling Epicor ERP, and now we add over 25 net new customers annually,” noted Preiditsch.

“More importantly, the Epicor Channel Partner program allows us to grow in a controlled fashion, and has exceeded our expectations for the relationship they enable. Epicor has delivered a product that has proven to leapfrog the competition, and this unique mix has reinforced our decision to be an Epicor partner.”

About Six S Partners

Six S Partners is an Epicor Platinum Partner providing ERP software and services across Canada and the United States. Its customer-for-life approach has helped the company earn multiple industry honors and has attracted a passionate, knowledgeable team. The company promotes a strong, cooperative team environment, investing extensively in education.



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