



Qorus helps BUSINESS/PARTNERS accelerate content development and response time

BUSINESS/PARTNERS is a specialist risk finance company that provides customized financial solutions, sector knowledge, mentorship, business premises and other added-value services for formal small and medium enterprises in South Africa and selected African countries.

The challenge

As a financial services organization, BUSINESS/PARTNERS is required to create and manage a huge volume of documentation including term sheets, loan and shareholder agreements.

Before coming across the Qorus, the organization had developed its own in-house document management solution. The solution worked well initially, but after a period of 15 years, its architecture was in desperate need of an upgrade. It's inability to integrate with SAP, Microsoft Dynamics CRM, and other applications used by the business resulted in complex and inefficient processes.

Rather than develop a new solution itself, BUSINESS/PARTNERS decided to purchase a document generation and sales enablement solution that would require little customization.

The solution

Qorus allows teams to create, share and collaborate on content without leaving the familiar world of Microsoft Office. It also

integrates with a range of CRM systems and other third-party solutions.

BUSINESS/PARTNERS adopted the platform in April 2015, deploying it to the Business Investments and Legal departments.

Faiez Hartley is the Assistant General Manager of IT at BUSINESS/PARTNERS. He explains what the company was looking for in a document generation platform: "We assessed a range of options in terms of the risk, complexity and the long-term suitability of the solution. Of specific importance was the capability of the implementation partner to execute.

Qorus as an implementation partner ticked all the right boxes and we liked that the template creation required no coding. The ability to integrate the platform with Dynamics CRM and SAP was also a big factor".

The result

"One of the best outcomes for us was how easily we could use our existing document templates which was a huge benefit in terms of implementing the solution and dealing with the change management that goes together with a system implementation." says Hartley.

See Qorus in action!

Boost productivity, enhance the customer experience, and accelerate the sales process with Qorus.

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About Qorus Software

Qorus is the sales enablement platform that connects people, content and data to get to market fast and win more deals.

Our software is incredibly powerful but highly intuitive and very easy to use. It's integrated across Microsoft 365 and major CRMs. Our award-winning Customer Success Team ensures our clients across all industries reach their goals.

We are a diverse, vibrant group with headquarters in Seattle and major offices in New York, London and Cape Town.