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Avocent Canada Chooses Sage Accpac and Toronto Area Reseller GWA Business Solutions

Enterprise IT vendor Avocent Canada modernizes with Sage Accpac ERP, eliminating restrictions on an aging and outdated business software system.

Markham, Canada – JUNE 10, 2010 – GWA Business Solutions (www.GWAbiz.com), a Sage reseller with offices in Canada and the U.S., has been selected to implement Sage Accpac ERP for Avocent Canada. The Sage Accpac implementation will include integration with Accudart warehouse management software and barcode readers. Avocent Canada (www.avocent.ca) provides IT infrastructure as well as data center management hardware and software to corporate clients throughout Canada.

Avocent Canada president Shane Smith says the move to [Sage Accpac](#) was prompted by the need to replace an aging AS 400-based system with more current and flexible software. “We saw the writing on the wall. We were getting boxed in by the limitations of our old system, making growth problematic.” Smith adds, “Plus, we couldn’t hire anyone who could use our old software without extensive training. We needed software like Sage Accpac that’s more widely used, making it easier for us to expand our reach into the labour market and find experienced users who would be up and running quickly.”

Smith is quick to point out that widespread application use was just a part of the selection criteria. “Tight integration with inventory control technologies like Accudart was essential. And because we have offices and customers around the world, we knew that we’d benefit from the wide range of capabilities that are built in to Sage Accpac like multi-currency processing and inventory serialization.”

Smith also mentions that finding the right technology partner was critical. “From the start, we really liked the experience that GWA Business Solutions had with similar-sized organizations and business models. Looking back on our selection process, the pre-sales support we got from the team at GWA was fantastic. They gave us the confidence we needed to move forward with Sage Accpac and with GWA as the implementation team.”

Likewise, GWA Business Solutions founder Gail Wilson holds Avocent Canada in high regard. “It’s quite an acknowledgment to be selected by a company like Avocent with such a deep understanding of the technologies involved, being a technology company themselves. They understand that choosing the right technology partner is just as important as choosing the right software and we look forward to a very successful project.”

For more information about GWA Business Solutions, visit www.GWAbiz.com.

About GWA Business Solutions Inc.

GWA Business Solutions Inc. based in Florida is a subsidiary of GWA Business Solutions Canada Inc. As Sage Select partners, they provide technology consulting services and business software solutions to businesses throughout Canada, USA and the Caribbean. Their business software products include Sage Accpac ERP, Sage PRO, BusinessVision, and Sage CRM. Since 1983, the team at GWA Business Solutions (previously Gail Wilson & Associates, Inc.) has been providing technology solutions and continues to grow to meet the needs of small and mid-sized businesses.

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About Avocent Canada

With a portfolio of data centre infrastructure management solutions, Avocent Canada is responsible for all the sales, marketing and technical support efforts in the Canadian marketplace. The head office is located in Toronto with regional offices in Vancouver, Ottawa and Montreal.

For more information about Avocent Canada, visit www.avocent.ca.