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Chris Rasmussen, Director - Synateq Pty Ltd

Greentree International has strengthened its Australian partner network with the signing of business consulting and IT company, Synateq Pty Ltd. Based in Hobart, Synateq provides 'end-to-end' business solutions to a broad cross-section of companies, from large corporations to SMEs and through all levels of government agencies. Greentree was attracted to Synateq's proven expertise across all sectors of its business and the quality of its solutions, delivery and support.

Competitive solution

Director, Chris, believes adding Greentree to its solution portfolio will enable Synateq to provide a locally supported, high quality business system to Tasmanian mid-sized companies. “Part of our business strategy has always been to identify and bring to market products and services that eliminate business complexity and solve business problems in a cost effective way. Greentree clearly fits that mould. In selecting a new vendor partner, we believe Greentree has delivered a very competitive solution for the small to medium market.”

Flexible product portfolio

Chris describes Greentree as a powerful product offering them strong business growth potential. “Greentree has been designed for a broad range of industries and business types and includes customisation options that take into account individual user requirements.”

Greentree[®]
BUSINESS-BUILDING SOLUTIONS
"very, very, responsive!"

Quick & sustainable sales momentum

The swift roll-out of the Greentree partner program and training has enabled Synateq to go to market quickly. “We have already made three sales in the first two months and have several further short and medium term prospects. Greentree are working closely with us to build demand. Their innovative marketing approach is definitely stimulating interest in local companies.”

True partnership with Greentree

The team at Synateq say it is good to be part of the Greentree network. “I have to say that we are extremely impressed with the level of support Greentree has given us, and the level of access we have been able to get to the Greentree organisation, and also the level of responsiveness from the development team.”

The Greentree difference

“Greentree is clearly an organisation that is focused on its customers and on winning business, and that suits us down to the ground. I have had a lot of exposure to other software companies, and in comparison what I have seen so far from Greentree definitely impresses me.”



*Chris Rasmussen, Director
Synateq Pty Ltd*