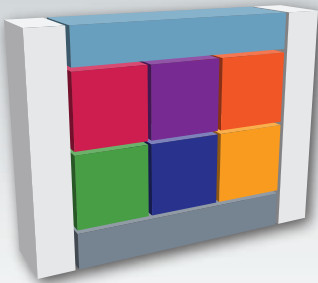


HDIS Australia achieves success through partnership with Claromentis



Claromentis™ Framework

Partner name

HDIS Australia

Region

Australia and New Zealand

Key vertical sectors

- Franchise sector
- Pharmaceuticals
- Automotive

Services offered

- Consultancy
- Training
- Support

When Robert Reith first discovered Claromentis software, he was so impressed that he started his own company offering business solutions based on the Claromentis™ Framework. Since then, HDIS Australia has enjoyed considerable success, helping a wide range of companies across the APAC region to support smarter, better-integrated working practices with portal-based business applications and tools from Claromentis.

Based in Melbourne, HDIS Australia has been operating since 2003 and is the exclusive distributor for Claromentis software in Australia and New Zealand. While working for a leading UK political consulting firm, Managing Director Robert Reith had been impressed with a Claromentis solution implemented there.

“The vast majority of solutions available were not only prohibitively expensive, but were also extremely inflexible, with proprietary code making customization and ongoing changes difficult and costly,” explains Reith. “Claromentis stood out from the other solutions because it was extremely customizable and was based on open-source technology, leaving the door open for us to add additional functionality at a later date. It was also available at a much lower price point than other portal-based solutions.”

Businesses under pressure

Reith recognized that Claromentis addressed a gap in the market and, with his cousin Douglas Reith, Technical Director at HDIS Australia, he decided to set up his own company to offer Claromentis portal-based solutions across

the APAC region. “We were aware of the increasing pressure on organizations of every size to introduce smarter business processes,” says Reith. “From experience, we knew that portal-based technology can play a critical role in supporting more efficient working - helping companies to manage their business information more effectively and enabling employees to collaborate more closely with external partners, as well as each other.

“However, because of the costs involved, this technology is usually only available to large corporations. We realized that Claromentis software could enable powerful and cost-effective portal-based solutions that would appeal to smaller and medium-sized companies, as well as larger organizations.”

Cost was not the only factor that impressed Reith. “A key drawback with many competitor solutions is that they are very difficult to customize,” he adds. “All too often, organizations are forced to adapt their process to fit with the software, resulting in inefficient working practices,” says Reith. “With Claromentis, we can tailor solutions to fit the precise needs of organizations - enhancing productivity.”

“With the support of the team at Claromentis - we know we can look forward to an exciting future.”

Robert Reith, Managing Director, HDIS Australia



Flexible approach

Staff at Claromentis worked closely with HDIS Australia to provide the support and advice they required to market its portal-based solutions within the APAC region. "From the start, we were given access to all the guidance and resources we needed to launch the software into the Australian market," says Reith. "We work together as a team with the staff at Claromentis to provide our customers with the highest possible service levels."

As well as providing support and guidance on the business consultancy side of the business, Claromentis also welcomes input and feedback on the software itself. "The software development team members at Claromentis have an extremely flexible approach, and are keen to continue evolving the software," says Reith. "They take note of any requests for functionality enhancements from our customers and action them."

Untapped potential

Since the company's launch in 2003, HDIS Australia has gathered an extensive - and impressive - client list. Featuring both large and small organizations across a wide range of industry sectors, recent projects include solutions for Mazda, the East Asian Bureau of Economic Research, and competitive intelligence company Hitwise.

HDIS Australia has also exhibited at the Australian National Franchise Convention where they won a contract to implement a

knowledge management solution for Touch Up Guys - a specialist mobile paint, bumper and vinyl repair franchise. The intranet-based solution will help the company to manage and share corporate resources with franchisees across Australia and New Zealand.

"The franchise industry holds enormous potential for HDIS Australia and the Claromentis-based solutions we offer," comments Reith. "There is a significant demand for web-based solutions that can help companies to make resources available and enable collaborative working with franchisees, while enforcing compliance with corporate process guidelines. Claromentis software provides a scalable, cost-effective and flexible framework for this."

Lasting relationship

Reith feels that HDIS Australia can look forward to a productive and lasting relationship with Claromentis. "The Claromentis-based solutions we have delivered have helped our customers to transform the way they work - enabling more efficient, smarter business processes. And Claromentis software is constantly evolving - so we are confident that we will continue to be able to offer cutting-edge solutions that provide innovative ways for organizations to support collaboration, manage their information and drive process efficiencies," concludes Reith. "We are proud of our achievements so far, and with the support of the team at Claromentis - we know we can look forward to an exciting future."

"The Claromentis-based solutions we have delivered have helped our customers to transform the way they work."

Robert Reith, Managing Director, HDIS Australia

About Claromentis

At Claromentis, we are passionate about creating practical solutions that deliver real business value to our customers. With a world-class development team and experienced consultants, we combine cutting-edge software with a wealth of commercial as well as technical expertise.

Since 1998, we have worked with a diverse range of organizations across multiple industry sectors, staying at the cutting-edge of the industry through continued investment in research and development, and an emphasis on continuous improvement. Our mission is to provide solutions that fit your business, rather than expecting your business processes to fit our solutions.

Contact us

For further information on any Claromentis products and services, please call us on +44 (0)1825 712888, email us at info@claromentis.com, or visit www.claromentis.com

IT works. The way you do.

