

Progress® Business Empowerment Success Story

What Grampian Software is Saying About Business Empowerment

“Business Empowerment is certainly the best program Progress has ever come up with. They have always provided excellent technical support, but this is the first time they have provided a high level of business development support, and we welcome it.”

Brian Johnston
Managing Director
Grampian Software

Partner Profile: Grampian Software Ltd.

Grampian Software develops, implements, and supports payroll and human resource software. Grampian, established in 1970, has used their wealth of experience in this field to design the OpenPeople solution, a leading payroll and employee management application. The company's 60 employees help generate annual turnover of over £3.5million. Grampian supplies payroll and human resource software to approximately 300 customers in a diverse range of industries. Their large user base includes some of the UK's most prominent organizations: ASCo plc, Britiannia Airways, Caledonian MacBrayne, Grampian Country Food Group, Hewlett Packard, L'Oreal, Ryder plc, The Denby Pottery Company, Timpson Ltd., Start-rite Shoes, and Youngs Bluecrest Seafoods Ltd.

Grampian was one of the seven UK partners that attended the **Progress Business Empowerment CEO Symposium (Executive Planning Workshop)** hosted earlier this year by Progress Software. This workshop is one of the many strategic programs Business Empowerment provides to assist partners in defining a growth and development strategy for creating a successful business plan. “Grampian's demonstrated leadership and technological prowess make it one of the rising stars in the UK software industry,” commented Jim Gregg, Global ISV Market Development Manager.

Brian Johnston, Managing Director of Grampian, explained, “The workshop was a great opportunity to get away from the day-to-day running of the business to think about where we want to go. The guidelines presented helped us articulate exactly what we want to achieve. It's one thing to have a dream of where you want to go, but you need milestones to get there. It's useful to have a plan that makes you start now to achieve the goals to grow the business.”

Grampian also valued the symposium's opportunity to interact with other partners, “We knew one or two of the other participants quite well, and enjoyed the social interaction. We all face the same problems, and share the same ambitions. Partnership has always played an important role in Grampian's business model,” said Johnston. The company has worked with Open Accounts and other Progress partners for over a decade. They use the

Progress partner community to represent their solution throughout the large UK market.

Grampian leveraged their business empowerment participation to produce a detailed business plan that will serve as a road map to achieve specific goals for growth, product development, and market expansion. They are actively developing a tactical marketing plan and are keen to launch joint marketing programs with Progress that will help them achieve their business growth objectives.

In the Words of Grampian Software

“We found the workshop break out sessions most helpful. Our break out team asked lots of hard questions, and provided an outsider's perspective and different viewpoints about how to grow.”

Brian Johnston

“Business Empowerment really sets Progress apart. It's good business for Progress and good business for us.”

Brian Johnston

“Participating in the Business Empowerment program has made us focus on exactly what we want to do to grow our business, and how we can accomplish it.”

Jocelyn Goddard, Marketing Manager, Grampian Software