

Steele Testimonial

Rosalie Steele, is now a Senior Accountant for an East Coast hospital. However, back in 2001 Ms. Steele was dual IT/Accounting Manager for **Veltec Sports, Inc.** a high-end best-of-class distributor for bicyclist products based in California. Her boss had taken the lead in selecting a replacement for their legacy MAS90 accounting package. **Veltec** needed more detailed information and reports than MAS90 could handle.

The boss, himself a competitive bicyclist, was convinced to go with Navision (in the process of acquisition by Microsoft). According to Steele *“our Navision vendor was in continual default on both performance (what, when and how much?) as well as making good on the features which were promised. They were never even in the same ballpark on either measure! That’s when I was tasked with finding a replacement vendor. We were **fortunate enough to link up with Mary Williams and her team of developers.***

*“From the beginning the **InfiniTek** team was **like a breath of fresh air!** They were always very close to their estimate of both time and cost and **were very honest also about the product’s capabilities.** Once, when we were considering an upgrade, Mary even argued against it based upon not a good dollar- for-value investment. They were **great about explaining our options fully.** It was such a relief to know that our vendor was **actually looking out for our best interests and not just out to make a buck!** We were able to **attach real numbers to our expectations.***

*As an example our legacy vendor **took one year** to try to get this credit card function working and it still did not function properly. It took the **InfiniTek** team **just one month** to get this fully functional. **We had discovered the A-Team!***

*“Since that time, I have had further opportunities to deal with software vendors and my experiences have been similar to that vendor experience I had back in 2001. Quite frankly, **if InfiniTek was offering a software solution for hospitals I would not hesitate to bring them in. I’d do it in a heartbeat!**”*