

ELEMENT TECHNOLOGY
SERVICES LTD

Delivering your Business goals

Streamline operations, boost sales, and
delight customers

element.



Zoho
Authorized
Partner



Analytics



DataPrep



Expense



Books



CRM



Bigin
by Zoho CRM



People

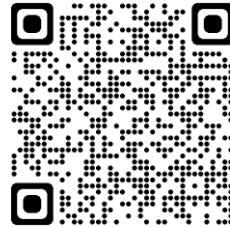


Zoho
Authorized
Partner

Intro

We are a boutique Zoho authorised partner and we just focus on Zoho Finance (Expense and Books), Analytics & DataPrep and Zoho CRM, and Bigin from Zoho CRM.

These are the tools that we believe are the key products that will help you deliver your growth goals.



Follow us

element.

PARTNER WITH A
RESELLER.
WATCH YOUR
BUSINESS
THRIVE IN THE
DIGITAL AGE.

Invest in a future-proof digital transformation strategy.



Why?

We understand the unique challenges faced by businesses today. That's why we take a collaborative approach, working closely with you from the very beginning.

We listen to your needs, identify the perfect Zoho solution, and ensure a smooth deployment process.

Our focus is on results, and we'll be by your side every step of the way to help your business grow.

TRUSTED



EXPERTISE



TESTED



AUTHENTIC



What?

We are passionate about helping SME B2B businesses leverage the power of Zoho to achieve sustainable growth and move off spreadsheets

We are committed to your success and believe that Zoho can be the driving force behind your business growth journey.



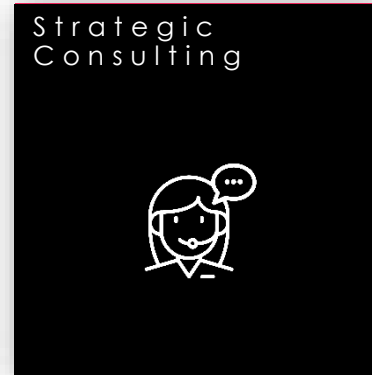
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How

By partnering with us, you gain access to a dedicated team of Zoho experts who will work closely with you to:

- **Identify your unique business challenges and opportunities.**
- **Recommend the perfect Zoho applications to address your specific needs.**
- **Implement and optimize your Zoho solution for maximum impact.**
- **Ensure your team has the knowledge and support to utilize Zoho effectively.**



What does it all mean?

Element supplies the software, expertise and support for the software we sell.

Businesses have an independent service organization that makes sure your investment works as you expected

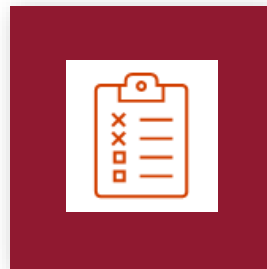
01.

We have the right mix of software and expertise to support most requests



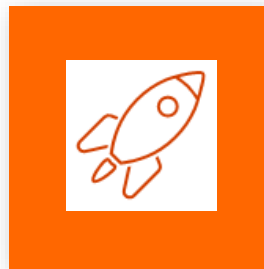
02.

Over the last two years we have refined the offering and how we deliver



03.

We are ready to support small businesses



What our clients say

What we do:

"You understood what we were trying to accomplish and helped produce solutions.' 'very responsive to queries beyond the specific remit and your instructions via Loom videos were very helpful"

How we help:

"You should get Gavin Smith involved in these. He offers real solutions to small business that are modernising not just the cardboard cut out TMC systems :-)"

How we guide:

"I couldn't have asked for a better partner to guide me through the intricacies of Zoho Expense. I highly recommend Gavin to anyone...; you won't be disappointed!"

Zoho Retained Support

Retained support for our clients, where we are their Zoho Support team

We support clients with various retained support packages

- We work on a minimum of 1 day a month = (8 hours)
- Retained support is up to max of 10 days a month
- The hours can be used across the month
- All support requests need to be logged in our support tool
- Training on product is not included
- T&E is additional should we be required to come on site for support
- A Tailored package of Retained and Project work is supported

Zoho Project Packages

Tailored packages for Implementation, optimisation or upkeep of you zoho environment

We support clients with tailored consulting packages

- Fixed price for the project, with time built in for unknowns
- Allocate an agreed number of hours or days a week to a client
- We work for them across the 5 days which allows for questions to be answered
- Training if required is included for Virtual Training
- T&E is additional should we be required to be on site once the project is agreed
- Project Management tools are used, so our clients have full visibility of where the project is at any time

Zoho CRM and Zoho Bigin Packages

Standard Bigin Implementation

£350

Create and configure data fields for Contacts, Companies, Products and Deals

Configure 1 x Sales Pipeline

Integrate with email service provider

Automate – 3 routine workflows and communications

Set up users, levels and security profiles

1 x hour of user training

Standard Zoho CRM Implementation

£3500

Create and Configure – Key modules – Leads, Contacts, Accounts and Deals – with fields unique to your business

Configure – max of 2 sales progress stages (pipelines)

Automate – max 5 workflows

Configure – Max 3 auto communications

Set up CRM Analytics reports

User and profile configuration and Training

Zoho People Packages

Standard People Implementation

£3500

- Set up Organisation for max 20 employees
- Configure Employee Database
- Configure Roles and Permissions
- Set up leave and attendance management
- Configure 5 x automation flows
- 2 x hours admin training*
- 1 x hour user training *

*Remote training

Advanced People Implementation

£5000 +

- All of Standard Plus for Org of 21+ people
- File Management
- Performance Management
- Learning Management System
- Case Management
- Custom Services
- Integration with other Zoho Products

The Team

We are a diverse bunch, with a background in Travel, Expense, HCM, Software and Project Management



Gavin Smith

Director

Sales



Hayley Pool

Manager

Technology Services



David Mayers

Consultant

HR and Expense

Thank You!

“Whether you ask us to supply software or services, we will deliver to the same standard and quality that you would expect from your team.”

element.



Contact US

Give us a shout to see why we enable you to delight your clients

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