

# Enhance Your BC Customers' BANK RECONCILIATION EXPERIENCE with Nolan Business Solutions

With the accelerated shift to online business and virtual card payments, your customers are faced with a more challenging bank reconciliation process than ever before. Turn to Nolan Business Solutions and leverage our **35+ years of experience with bank reconciliation in ERP systems** to help grow your customer base and better serve clients. Here are your five top reasons for becoming a Nolan partner.

## 1. The future of ERP: A Shift Towards Personalization

Team up with Nolan to offer a robust bank reconciliation solution, whether you are transitioning a customer from another accounting software or working with BC customers who expect a more automated and sophisticated way of reconciling their bank statements.

With **Nolan Bank Feeds**, BC customers can automatically download their banking activity to the BC Cash Management module with minimal, if any, user intervention. Statements for multiple bank accounts worldwide and from payment gateways such as Stripe, PayPal, and credit cards can be retrieved in multiple ways including Open Banking, SFTP, or Direct Bank API connectors.

Combined with **Automated Bank Reconciliation**, Nolan's add-on products save your customers time and money. Business Central's native bank reconciliation functionality can be effective for customers with low volume of data and a simple reconciliation process. Customers embracing digital transformation, however, require more complex auto-reconciling functionality.

Leverage the Nolan's add-on products, available on Microsoft AppSource, to bridge the functionality gaps for your BC customers and help them automate their bank reconciliation process.



### If the customer has:

- An ecommerce business
- A franchisor/franchisee business model
- A retail business
- Credit card sales
- Multiple locations
- Multiple banks and/or Multiple bank accounts



... they are a good fit for Nolan.

## 2. We embrace and support your desired sales process

As a Nolan partner, you get a choice in how you want to introduce our offerings to your customers. We can drive the sale ourselves—taking marketing and demonstrating our value entirely off your hands. If you prefer, we can offer comprehensive training and onboarding to your team so you can illustrate the value yourself and help close the deal. You get flexibility in how you want us involved in your sales cycle so you can maintain your customer relationships and trust.



## 3. We offer a great partner benefit program

Bringing Nolan to your customers helps you grow your solution footprint and increase revenue with minimal effort. Nolan add-on products are Microsoft AppSource certified, so you can confidently sell them knowing that your Nolan team of bank reconciliation experts is fully behind you. Our partner benefits include perpetual product margins, access to not-for-resale product versions, product license for internal use, and marketing campaigns in a box.

## 4. We offer expert advice and outstanding customer support

We service your clients through the lifetime of their work with us, and we bring our 35+ years of accounting expertise in ERP systems to them in every interaction. Your customers experience a personalized implementation specific to their needs, and our consistent, outstanding support does not disappear afterwards.



With **70%**

of Nolan's team being made up of accountants and Certified Public Accountants (CPAs), your customers get support for accountants, by accountants.

"The service is amazing. The product works better than I ever could have imagined. We really trust it."

– Robin Hecht  
Senior Finance Manager,  
Boll & Branch



## 5. Be your customers' hero by saving them endless time

Nolan introduces automation into your customers' bank reconciliation processes, drastically reducing the amount of manual time they spend on accounting tasks. As a Nolan partner, you'll get the credit (and the dividends) when your customer is thrilled at the hours they get back.

"Implementing Automated Bank Reconciliation is like going from riding a bike to driving a car: You get to the same place, but with Automated Bank Reconciliation you get there a lot faster."

– David Mitzel | Socius



Your customers auto-reconciling

**50%**

of their data



To auto-reconciling

**90%**

of their data with Nolan.



### NEXT STEPS...

Contact Nolan today to learn more about how we can help you enhance your BC customers' bank reconciliation experience with our solutions.

www.nolanbusinesssolutions.com | ussales@nolanbusinesssolutions.com | 303-665-9343

