

The Answer Company Welcomes New Customers Acquired from GRF Consulting

Written by Australian Business

VANCOUVER, BC, October 09, 2013 /24-7PressRelease/ -- [The Answer Company](#), a leading provider of business management software, has acquired a number of customers from GRF Consulting, a veteran BC-based

[Sage PFW ERP](#)

provider. As

[Sage announced the retirement of PFW](#)

earlier this year, the customers acquired are all larger companies interested in migrating to a new ERP solution and will enjoy access to additional technicians, as well as improved support desk capabilities, to help with the transition.

While GRF Consulting Systems will continue to provide its standard of excellent support to remaining clients on PFW, founder Geoff Fromm will also be joining The Answer Company's team responsible for [Sage ERP X3](#) - deemed the best fitting solution for the needs of most previous PFW customers. Mr. Fromm brings to The Answer Company over 20 years of experience in implementing business management software solutions, specializing in particular in the area of process manufacturing. With several successful

[migrations](#)

from Sage PFW to X3 already completed, this is expected to be an easy transition.

Mr. Fromm is no stranger to The Answer Company, having worked with owner and President Shawn Ostheimer before The Answer Company was founded in 1995. Over the years, GRF Consulting and The Answer Company have collaborated on occasion, working closely together to better service Sage ERP customers in Canada.

"We are very pleased that Geoff Fromm will be working with The Answer Company," commented Mr. Ostheimer, "Geoff is one of the most experienced and qualified PFW consultants in North America, and offers significant know-how to process manufacturers. We are confident that both GRF and The Answer Company's customers will benefit significantly from this acquisition."

Earlier this year, Sage announced the retirement of Sage PFW ERP, a process manufacturing, distribution, and complete financial ERP system. The solution was discontinued due to competing products within the Sage portfolio offering more advanced functionality and new technology, leading many former PFW users to opt for, or migrate to, modern solutions like Sage ERP X3, [Sage 300 ERP](#), and [Sage 100 ERP](#), all available through cloud deployment.

As the end-of-life date of March 31, 2014 approaches, the acquisition by [The Answer Company](#) ensures

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that GRF's current users of Sage PFW ERP will have ample options to choose from when migrating to a new ERP solution. The Answer Company is one of the few partners in Canada or the US able offer the choice to customers, being certified to implement all other Sage Software solutions. As the second largest Sage ERP X3 partner in North America, the company has acquired great experience implementing the web-based solution for food, chemicals, life sciences, and other process manufacturing businesses.

[The Answer Company](#) is a leading business software provider and Sage Software Certified Partner and Reseller. With offices in Vancouver, Calgary and Toronto, we help businesses answer the difficult questions with regards to investments in technology.

Whether you are looking to implement business software for the first time, upgrade to a better fitting solution, or receive comprehensive support for existing Sage applications, we are here to help your business achieve its objectives.

With over 500 successful implementations and support, we continue to build our business one client at a time, taking the time to truly understand our clients' businesses and challenges. Our complete team of business consultant, designers, technical staff, installation experts, and trainers partner closely with your company to uncover key business needs and pain points, develop software solutions, and ensure effective and efficient implementation, as well as long-term support.