

## Faye Business Systems Group Achieves SugarCRM Partner of the Month

**WOODLAND Hills, Calif. – September 12, 2012** - [Faye Business Systems Group](#) (FBSG), Inc. today announced that it has achieved the [SugarCRM](#) September 2012 Partner of the Month Award. SugarCRM is the world's fastest growing customer relationship management (CRM) company. Sugar's Partner of the Month program recognizes Sugar partners around the globe that have delivered significant measurable results to a customer.

FBSG has implemented SugarCRM for hundreds of users since 2010 with no sign of slowing down. “It’s an exciting time to be working with Sugar as it is experiencing such tremendous growth, and we’re glad to be a part of it. Our organization is committed to implementing Sugar and building world-class integrations that streamline business processes enabling users to get the most value out of their software”, commented David Faye, CEO of FBSG. “The Sugar Partner of the Month recognition means a lot to us, and we’re looking forward to building even more integrations with SugarCRM that help customers boost productivity and increase their bottom line.”

The Sugar Partner of the Month recognition was based on the successful implementation of Sugar and subsequent [case study](#) for [Paramount Global Services](#), a packaging and freight forwarding specialist. The early implementation focused on winning new business via increased pipeline visibility and better opportunity management. Mark McAnlis, General Sales Manager for Paramount added "FBSG was integral throughout the entire implementation, including the training we did for the lead team and the quarterly training we continue to do. They've been a terrific partner to work with."

FBSG's implementation of SugarCRM enabled Paramount to:

- More than double new business in the first quarter of 2012 over any previous quarter
- Shorten the sales cycle by 13.5 percent
- Leverage greater pipeline visibility
- Improve opportunity management
- Successfully integrate SugarCRM with Sage 100 ERP and Constant Contact

For more information on Paramount Global Services, please visit the [case study](#).

### About Paramount Global Services

Paramount Global Services is a wholly owned subsidiary of Paramount Can Inc. headquartered in California. Paramount has 5 warehouse locations including; a bonded warehouse in the UK, 3 warehouses in Southern and Northern California, and Arizona. PGS specializes in packaging products of all types, export and import transportation, information systems, as well as personalized supply chain solutions. In addition, PGS is a specialist in handling and packaging hazardous material.



### **About Faye Business Systems Group**

Faye Business Systems Group is a technology consulting and software company that helps growing companies become more profitable by working with them to optimize their financial and business systems. Faye Business Systems Group has completed hundreds of successful CRM projects and is one of Sugar's leading North American Gold Partners.

For more information, call (818) 227-5130, email [info@fayebsg.com](mailto:info@fayebsg.com), or visit <http://www.fayebsg.com>. Connect with Faye Business Systems Group on [LinkedIn](#), [Facebook](#), [Twitter](#) or [YouTube](#).

### **About SugarCRM**

SugarCRM democratizes customer engagement, empowering every professional who interacts with the customer to excel at their job. SugarCRM's market leading open Customer Relationship Management (CRM) platform delivers the agility, flexibility, and security required to equip each customer facing professional with the relevant information and tools they need to effectively collaborate and engage with their customer, both within and beyond the enterprise. SugarCRM applications have been downloaded more than 11 million times and currently help over 1,000,000 end users across disciplines effectively engage their customers. Over 7,000 organizations have chosen SugarCRM's On-Site and Cloud Computing services over proprietary alternatives. SugarCRM has been recognized for its customer success and product innovation by [CRM Magazine](#), [InfoWorld](#) and [Customer Interaction Solutions](#)

For more information, call (408) 454-6900 or 1 87 SUGARCRM toll-free in the US, email [contact@sugarcrm.com](mailto:contact@sugarcrm.com), or visit [www.sugarcrm.com](http://www.sugarcrm.com). You can also connect with SugarCRM on [Facebook](#), [Twitter](#) and [YouTube](#).

### **Media Contacts:**

Chloe Larnach  
Faye Business Systems Group  
(818) 227 5130  
[Chloe.Larnach@fayebsg.com](mailto:Chloe.Larnach@fayebsg.com)