

YOU

CAN'T

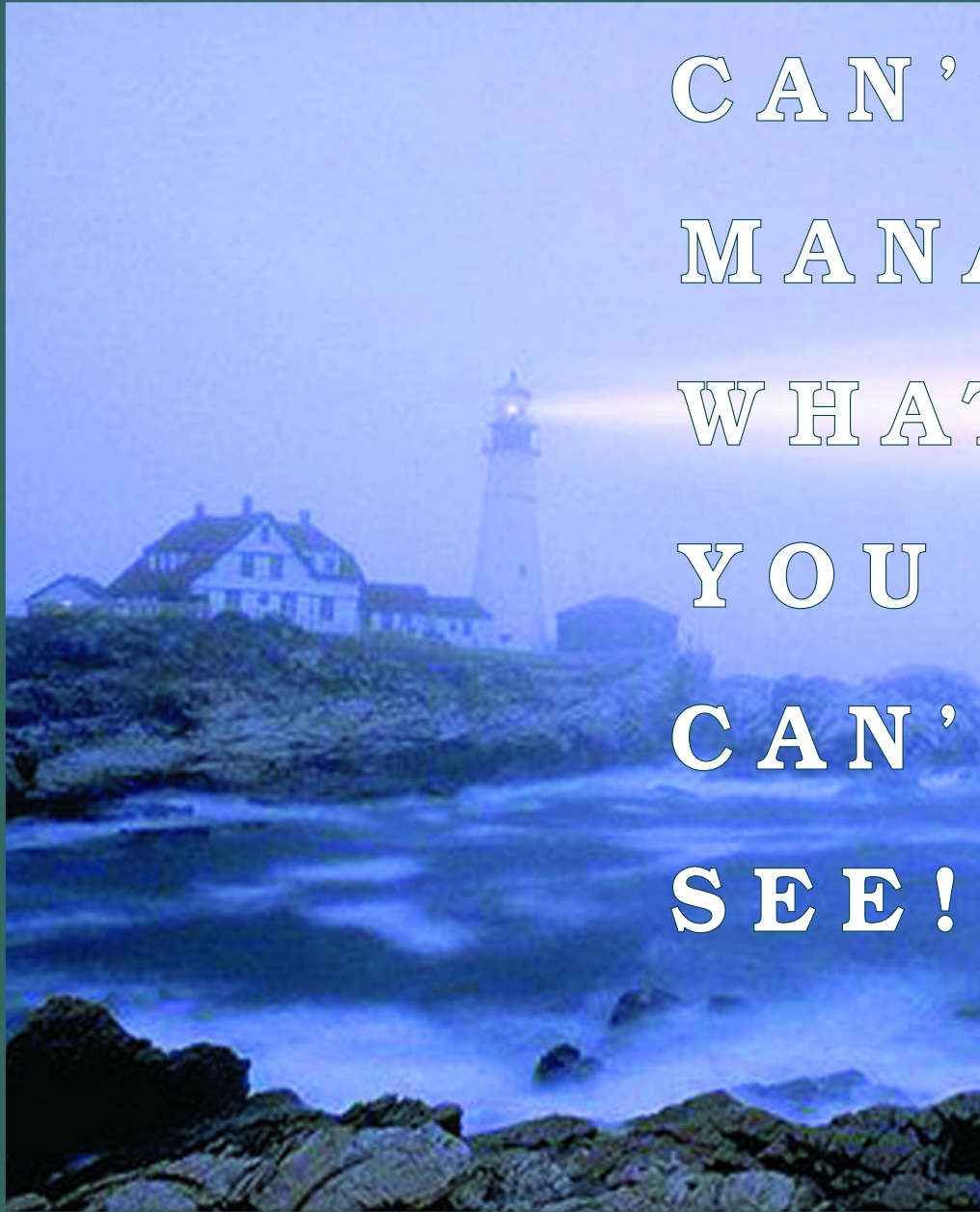
MANAGE

WHAT

YOU

CAN'T

SEE!



GS&CG

**Greenwich Software
and Consulting Group**



Greenwich Software & Consulting Group specializes in harnessing the power of performance information.

Emphasizing profitability through growth, competitive pricing and the adroit management of costs requires a clear view of how and where the organization's resources are being utilized.

From the most basic needs for planning and budgeting to more advanced constructs of margin analysis, the quality of your organization's decisions is affected by the credibility, clarity and detail of your information systems.

GS&CG works with the entire infrastructure of your accounting and application processing systems, specializing in cost accounting and profitability analysis in the financial services industry.

We combine software and consulting expertise to design and deliver tailored, practical solutions to the management information needs of each client.

GS&CG has been developing and installing management information systems in the financial services industry since 1981. Our reputation has been earned by producing results, and sustained by our long-term client relationships.

Management's perspective is frequently limited by the information available to it. Too often, a maze of accounting and processing systems is the sole source of performance measurement and analysis.

Our multi-discipline expertise permits us to work with Data Processing, Accounting and Finance departments to coordinate, refine and efficiently exploit these "root" information systems for optimal results.





GS&CG assists your organization by improving the quality, detail and timeliness of performance information available to management.

When profitability systems are overly detailed, they are costly and cumbersome to maintain. When such systems are too coarse, they lack credibility and meaningfulness. Both conditions detract from their use.

GS&CG software expertise, combined with years of hands-on banking and credit union experience, insures that the level of detail will be matched to management's needs.

Our team works with your team to focus on product delivery costs, branch accounting, overhead allocation strategies, profit center profitability and product profitability.

Assessing where your company is, as well as illuminating the road ahead, should be essential objectives of your information system.

GS&CG assists executive management in the use and application of performance measurement information.

Competing for customers requires the correct balance between pricing and promotion. Choosing what to promote and how to price requires knowledge of your product delivery costs by type of product.

Powerful cost and profitability analysis tools will place information in your hands that will sharpen the focus of your marketing and improve your margins.





Our staff works with financial services organizations who realize the tactical and strategic importance of cost containment and proprietary product pricing.

GS&CG and its clients believe that the better informed management is, the better prepared it will be to successfully compete.

Whether viewing the bottom line from a cost containment perspective or with an aggressive pricing policy in mind, timely, well defined cost and profitability analysis information is an essential element of success.

Its absence increases the risk of faulty execution and too often relies upon intuition and guess work.

Our approach to information systems development is well-honed from the great variety of sizes and types of financial services organizations that we work with.

And, while no two organizations are alike, the staff of GS&CG brings a wealth of experience, technique and knowledge to our clients' projects, saving them time and resources.

GS&CG takes pride in each consulting and software installation project and never hesitates to go the extra mile some projects may require.

Committed to excellence, we look forward to working with you.





**Greenwich Software
and Consulting Group**

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