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70 Countries and Counting O'Neil Software Adds Costa Rica To Their Territories Abroad

Irvine, California — Children typically count the days until Christmas. Adults have been known to count the days until retirement. O'Neil Software, however, continues to count the many countries whose business they've earned...70 now and counting, with the latest addition — Costa Rica.

"The key to accumulating a long list of loyal customers in records management, or any business for that matter is relationship-based selling," notes Rick Jones, Director of Sales for O'Neil/The Americas. "Anyone can go in and just be low-bidder for a specific service. However, most of us here, who are involved in sales and even post-sales, have actually worked in commercial record centers before joining O'Neil. We've learned that prospects do not become customers until they know, like and trust you. They perceive a difference in you and your company that distinguishes you from your competitors. They see and understand that they can reap more benefits from using your services. And with 70 countries, we are obviously very price competitive too."

"O'Neil Software has a very special way of doing business. They make customer satisfaction their top priority. They also have the best current understanding of the records storage industry too, which is why we selected them as our records management software vendor," states Carlos Jose Zuñiga, President of Grupo Mudanzas Mundiales/Guardadocumentos in Costa Rica.

"Upholding the highest standards in all that they do, from technology to customer service, they strive to go beyond a simple customer/supplier relationship. They become more of a business partner, dedicated to the success of your business," adds Procurement Manager Sebastian Bolaños.

About Grupo Mudanzas Mundiales/Guardadocumentos

A large moving and storage company, Grupo Mudanzas Mundiales/Guardadocumentos is also one of the largest record storage companies in Costa Rica, with several warehouses in San Jose.

The company met with O'Neil Software because they were interested in changing their in-house software system. As they began their due diligence, they eliminated most of the other software offerings very early on in the process.

Some of the key reasons they chose O'Neil was because their software offers more value-based features designed to keep record centers running efficiently and profitably, while lightening the load on their facility staff. For example, Grupo



Mudanzas Mundiales/Guardadocumentos will have the ability to adapt Spanish translations in O'Neil's RS-SQL®.

The Costa Rican company will also be installing Wireless Access Points in three of their warehouses, for barcode communications to enhance the efficiency of their Operations Department. They are also very excited about rolling out O'Neil's RSWeb®.NET to their customer base, providing their clients with fast, flexible and real-time access to all their business information right when they need it, a mouse click away.

About O'Neil Software

Committed to leading the industry for 25 years +, O'Neil has been the software and hardware **solutioneers™** for over 850 record centers in more than 70 countries, ranging from start-ups to multi-nationals.

O'Neil's solutions manage/track multiple types of data including traditional storage boxes, file folders, documents and tapes; from deposit to destruction, work order to invoice. They are also known as industry pioneers for barcode tracking, portable printers, wireless handhelds and web technology. O'Neil's products consistently offer enhancements and new features not found anywhere else. Their flagship product, RS-SQL, is the most competitively-priced software solution on the market, ensuring record center productivity and profitability.

O'Neil's RSMobile software was the recipient of the 2005 Motorola® Enterprise Mobility Solutions Award for the North American Region. Additionally, this solution is AT&T® Certified—now connected from anywhere. Their company is also a Microsoft® Gold Partner.

Regional coverage includes the Americas, Europe, India/Middle East and Australia. You can learn more about O'Neil Software by visiting their website at www.oneilsoft.com.