

Tally launches TallyShop an Online Apps Store

Written by Administrator

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Tally Solutions Pvt. Ltd launches 'TallyShop' an online application store. 'TallyShop' addresses the needs of customers who want to deploy 'ready to use' add-on applications that provide specific functions to their existing ERP at affordable prices. The effort and time taken to customize is reduced to zero as these application have been developed, tested and tried. This new launch targets mainly the businesses from the SME segment.

Customers' needs today are consistently evolving and it this in turn brings in the need for customization. With TallyShop being available, customization will become simpler as well as cost effective. TallyShop will be able to connect Tally Integrators, who are development partners of Tally to the reach of 500,000 odd customers with their specialty offerings. This will also reduce cycle time for ERP purchase and deployments. All this is available from within the software and will be an integral part of Tally ERP.9

Series 'A' Release 3.0 onwards. Currently over 150 Tally Integrators are active and have featured their products and many more are expected to join-in.

According to Bharat Goenka, co-founder and Managing Director, Tally Solutions, "Our technology delivery model has made this exciting capability possible – to add completely new forms, reports and additional fields on a live business application. All a user needs to do is purchase the add-on and the installation and licensing is fully automatic, requiring no additional effort".

"Tally.ERP 9 is popular among users and is efficient in solving business problems. While helping simplify and enhance the overall user experience, the customer gets to evaluate such additions while the product is running" he further adds.

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TallyShop is truly a unique initiative to reduce cycle time and lubricate the sales process. The add on applications are priced at INR 180, some even offered free of cost, and will be available to customers from over the world in about 100 countries where Tally.ERP 9 is increasingly being adopted. Customers will be able to choose from 18 categories under which these add on applications have been featured.

The built in search engine allows for smart searches that display the add ons as well as filters them as per user category, whether the user is a single or multi license user i.e. Silver or Gold user.

Says a Master Tally partner, Mr. Nevil Sanghvi of Antraweb Technologies Pvt. Ltd, Mumbai, "This platform is what we have been waiting for – now we get to reach all Tally customers across the World with zero effort and investment. Earlier we needed to visit and personally manage each enquiry – and this pushed up the cost as well. This approach will also force us to deliver higher quality Add-ons with documentation and support thrown in".

Mr. Mahesh of Wamtech Systems India Pvt. Ltd, Bangalore, and a Tally partner was of the opinion that "This is amazing – we can now close sales faster and at very little additional cost to the customer.

Earlier we would have to rope in a development partner and get into the requirement gathering, quotation, pilot, delivery and training cycles – now we can simply evaluate from the many choices and locate the most