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Mr. Igor Glavanic
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NCR and PARCUS GROUP

NCR have been working with Parcus Group for six months now and have always had a positive experience with their staff.

Recently NCR embarked on a sales development project to provide a wide range of NCR services into a group of APAC and Australia's leading telecommunications service providers such as Telstra, NBN and others.

NCR wished to develop, create and maintain working business relationships from the ground up and target timeframes were very aggressive. Parcus Group staff led the charge as consultants for us and provided assistance on sales and business development including coordination of sales meetings, introductions to key customer stakeholders, customer presentations, and mappings of organisational charts as well as a contribution to sales strategy across the APAC region.

I am confident in saying that **Parcus Group support and engagement has lead to a significant improvement in time to revenue and has assisted in establishment of relationships with some of the key telecommunications customers in the region.**

Thank you Igor and your team at Parcus Group for your undivided attention and support.

Regards

John Henderson
Director, Telecommunications and Technology
NCR Australia