NeoLedge and Belharra: the synergy between the software editor and software integrator

Belharra, a NeoLedge Certified Partner, is a service company specialized in collaborative IT systems and integrating NeoLedge digitization and electronic management (ECM) solutions. This partnership enables customers to take full advantage of two-fold expertise with high quality, local and tailor-made support.

Based in the French districts of Nouvelle Aquitaine and Occitanie, Belharra serves the entire French territory and up to Polynesia. They have been supporting organizations through digital transformation for more than 10 years. Their consultant teams provide appropriate and pragmatic responses to different issues concerning business process management, document management and interfacing with existing information systems.
Belharra and NeoLedge entered a partnership agreement at a key moment for both companies. Belharra wanted to add a collaborative ECM software to their services portfolio, while NeoLedge sought to build a certified partners’ network to support their customers.

Mr. Patrick Bourg, operations manager at Belharra, emphasizes the reciprocity of benefits:

« NeoLedge sales teams were heavily involved in this project. They really played a role in the partnership and synergy with our teams. We chose a software developer with a good reputation and with tools that could target a new audience, which was the private sector. Our goal was to build a win-win partnership around their Elise ECM solution to provide added value for our customers. »

THE CHOICE OF ELISE

Belharra was looking for a solution that went beyond storing electronic documents, and wanted a packaged ECM solution shaped for business processes management. Elise and DocFactory by NeoLedge matched their expectations.

For Mr. Bourg, Elise possesses important assets that differ from its competitors:

✓ Elise is a scalable system and highly customizable tool suited for both public and private sector companies. Feature-rich functionalities enable users to define tailored and flexible processes and workflows they can adapt to their needs.

✓ Elise introduces individual classification plans, which provides more freedom in records management, while respecting safety and integrity standards of electronic document storage.

✓ Elise is a transversal system with diverse uses, like management of incoming or outgoing invoices, salary statements, mail or HR processes. Customers can capitalize on faster ROI by implementing a single system to manage a wide variety of content and workflows.

« NeoLedge offers solutions that enable customers to modernize their structure, gain productivity and secure the traceability of document processes. Elise is not there to be a stand-alone tool, but rather to be another brick in the wall of the company’s information system. Metadata management enriches business applications and triggers document processes. »
The partnership between NeoLedge, the solution developer, and Belharra, the solution integrator, is based on collaboration and mutual learning.

NeoLedge does not impose exclusivity obligations on Belharra, allowing them to be objective when recommending ECM solution for customers.

With a quarter of Belharra’s associates trained and certified in NeoLedge ECM solutions, they are a recognized integrator and competence center clients can trust to provide the highest level of expertise and support.

Collaboration between NeoLedge and Belharra allowed them to deploy several public-sector projects in their first year of partnership, including:

- the Maremme Adour Côtes Sud (MACS) community of communes,
- the Occitania General Council
- and the Adour Garonne Water Agency.

Additionally, the companies worked together on large, complex projects in the private sector, including agricultural cooperatives InVivo and Vivadour.

« The NeoLedge team was closely involved and engaged in our initial projects, supplementing the skills of our teams and allowing us to rapidly gain experience. Thanks to their support, the technical teams of both companies were able to complement each other’s skills and capitalize on synergy for our projects, »

Mr. Bourg explains.

« I have rarely had this feeling of unity when working on projects with a developer. There are no barriers between the teams when managing projects and our customers see it as a key element of success. »
Specialized in digitization and electronic content management, NeoLedge, the ECM activity of Archimed, guides companies through their digital transition.

It incorporates Electronic Content Management (ECM), Workflow and Case Management technologies to solve the most complex information management challenges.

Developed to simplify internal processes and improve management of information, NeoLedge helps any organization to regain control of incoming and outgoing flows.

As an independant player with a global reach, NeoLedge is a fast-growing company with a network of certified partners in Europe, North America, and Africa.