



Client Testimonial

Document Management Division

Mike Wright - IT
Valassis



Why did you buy from DSS Corporation?

Valassis wanted a custom way to track incoming insertion orders (invoices) and to incorporate this into our pre-existing legacy system to better automate the highly manual process.

What were your objectives or goals you wished to achieve when you made the investment?

To better be able to automate the process of the large amounts of insertion orders that flow into Valassis on a daily basis from the thousands of newspapers that Valassis deals with.

How were we different than your other choices you were looking at?

Valassis liked that DSS provided a local solution, and was willing to work with Valassis to implement the solution. The solution that Valassis and DSS came up with was a blend of the old and the new. This blending of old and new is important to Valassis because a lot of investment has been poured into our pre-existing Legacy systems. By leveraging our Legacy systems, Valassis is able to get the most “Bang for our Buck” out of that investment. DSS has always been really good at staying in close communication with Valassis during the project as well as after the project. DSS is very responsive to any issue or question which came to light during this project. I don’t care how skilled technically a vendor is, if they can not communicate effectively and work with us interdependently to come to a solution, then the project most likely will not succeed. In this specific case, this project was a success because of us partnering with DSS.

Did anything surprise you after your purchase about our offering?

No surprises other than DSS have always stayed in communication with Valassis so there is that excellent partnership that has lasted over the years.

Why would you recommend us?

Valassis would recommend DSS because of the great customer service, and the willingness to work with us to implement a solution that is win-win. The friendly staff at DSS at all levels is a joy to work in a partnership with.