



The RIGHT Track

*Business Solutions...the right way
with the right people*

August 2007—Vol 1, Issue 6

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IMPORTANT!

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IMPORTANT!

Rev 13 from SouthWare is available NOW! Order your upgrade today!

Check out our cool website! Pictures from the 2007 BTM User Conference are posted. Take a look!

GREETINGS!

The BTM Annual User Conference for 2007 was held in June at the Eagle Ridge Hotel and Conference Center in Raymond, Mississippi. In addition to learning about software, we made time for some fun and gave away some great prizes (digital camera, 42" flat screen TV, DVD player, Hobo bag, and some other really great "stuff"). Having the hamburger and hot dog supper at the ALLTEL Pavilion and watching the Mississippi Braves game wasn't bad either. We have posted some pictures on the BTM website. If you would like to see them, just go to btmsolutions.com, click on Events, and then View 2007 User Conference Photo Album. We hope to see many more of you at the 2008 User Conference. Information about dates and location will be published in the near future so be on the lookout for that!

TIDBITS FROM TIM



In the hurry-up hustle and bustle of every day life, one thing that is often left out of our daily routine is good planning. We are making a concentrated effort every week here at BTM to become better and better about not only making good plans, but also being good implementers of our plans. We are very grateful to our customers for your continued patronage and think

that in the months to come as you do business with us, you will see our planning and implementation take giant leap!

A good plan is always a written plan. In keeping with that thought, we have integrated some new written procedures into our discovery, implementation, and follow-up processes so that we know exactly what you are expecting from us. This will go a long way in eliminating confusion and helping us to deliver on time and on budget.

IMPORTANT!

IMPORTANT! IMPORTANT!

Do you have new employees? Do some of your veteran employees just need a brush-up? Be sure you sign them up for one of our training classes. Check out the schedule in this newsletter!

**B e a
T eam
M ember**

When implementing something new, it is usually a good thing to seek the advice of our mentors and others who we know to be wise. Solomon is known throughout history for his wisdom (not to mention his wealth). In his book about Solomon, *Secrets of the Richest Man Who Ever Lived*, Mike Murdock lists 6 Facts You Should Know About Planning:

1. Planning is a written picture of your journey to your goal.
2. Planning helps eliminate wrong people from your schedule.
3. Planning focuses your attention on where it is needed most.
4. Planning requires discipline and determination whether you feel like it or not.
5. Planning will always reveal the shortest route to your goal.
6. Planning is simply thinking ahead on paper.

As we strive to become better planners and implementers here at BTM, we ask for your cooperation and your patience as planning time is never wasted time but a great map of your and our intentions.

Thank you,

Tim

SIGNIFICANT STUFF FROM SOUTHWARE

A primary focus of Revision 13 of the SouthWare Excellence Series is to address some of the top-rated requests by current SouthWare users. The following is a list of some of the highlights. For a more complete list of enhancements, please visit www.southware.com/rev13. You can review the Interactive Release Notice, the full Release Notice, and the Product Improvement Index for Revisions 9, 10, 11, 12, and 13.

1. Alternate output for selected standard reports
2. Alternate payment type features for non-check payments.
3. Save paper feature
4. General Ledger - new financial statement viewer for interactive analysis and output to MS Excel.
5. General Ledger Financial Statement Manager
6. Paperless PDF forms copy
7. Improved audit trails in A/R and A/P
8. Reverse function for receivings transactions
9. Void un-posted sales invoices
10. Service Technician Excellence history

Check out all the details at www.southware.com/rev13!



TRAINING SCHEDULE FROM SOUTHWARE SUPPORT

August 15	Rev.13 Highlights	October 23	Reportmate Basics
August 21	General Ledger Basics	October 25	Rev.13 Highlights
August 23	Rev.13 Highlights	October 30	SouthWare Orientation
August 29	FYI Reporting	November 6	Rev.13 Highlights
September 5	SouthWare Orientation	November 8	General Ledger Basics
September 11	Payroll Basics	November 14	Rev.13 Highlights
September 13	Rev.13 Highlights	November 27	A/R Basics
September 19	SouthWare Security	November 29	Rev.13 Highlights
September 25	Rev.13 Highlights	December 4	Rev.13 Highlights
October 3	Cash Flow	December 6	Year End Processes
October 9	Rev.13 Highlights	December 12	Rev.13 Highlights
October 11	Purchasing	December 14	Year End Processes
October 17	Rev.13 Highlights	December 18	Year End Processes

ESSAY ON SAP

INTRODUCING SAP BUSINESS ONE 2007 A RELEASE

SAP Business One 2007 A offers many enhancements. In particular, SAP is introducing a new, **single reconciliation engine** designed to significantly improve the usability of the software as well as the efficiency. Some of the new features and functions are listed below, but if you would like to see all the details, check them out at www.sap.com/sbs/index.epx and click on Visit Small Business Solutions.

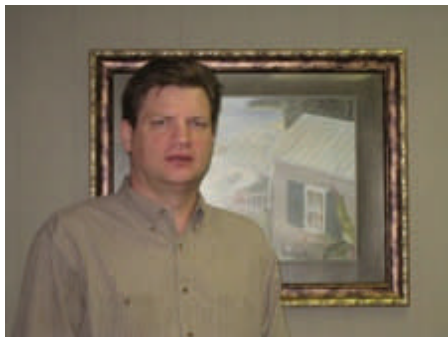
SAP Business One 2007 A features and functions:

1. Get your business results faster with enhanced, streamlined processes.
2. Optimize your financials with many built-in local best practices.
3. Improve your user productivity and enhance performance.
4. Build stronger business and customer relationships online with web-based CRM and e-commerce.



Remember, you can get all the info at www.sap.com/sbs/index.epx

PLEASE WELCOME A NEW TEAM MEMBER



We would like to introduce you to a new team member. John Donnell joined our Memphis office in April as part of the Support Department. He has a BS degree and an MBA from the University of Tennessee-Martin. John is also a Certified Public Accountant with over 20 years of accounting and management experience, several of which were as a client of BTM Solutions. Because of this and his strong background, we think John will relate very well to all of you as he helps in supporting your software. Welcome aboard, John!

If you have any questions or if we can ever help you in any way, please do not hesitate to call, email, or write! We love to hear from you!!!



email: aferraez@btmsolutions.com
web: <http://btmsolutions.com>