



The RIGHT Track

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

February 2007—Vol 1, Issue 3

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BTM's annual User Conference for 2007 information is in this newsletter. Be sure to mark your calendars!

Check out our cool website at btmsolutions.com. Changes are being made weekly so log in often!

Plan to bring anyone who uses your software to the 2007 BTM User's Conference!

Get the most out of your software by training your new people and updating and refreshing experienced users. Contact us about training! YOU'LL BE GLAD YOU DID!

GREETINGS!

Welcome to the February edition of *The Right Track*. It is hard to believe that we are already in the second month of this new year. Let me encourage you to stay motivated about the goals and objectives that you set for 2007.

Remember, tasks that get rewarded are the tasks that get done so be sure to reward yourself after you have completed a task or goal. If you have already put off some things you should have done, start TODAY! Get to work now! Half the battle is just showing up! *"Daily objectives are the best indicators of character."* -- Zig Ziglar

TIDBITS FROM TIM



Change, change, change! Everywhere we turn we are faced with change. If you are like me, I really wonder where it all is going to end. Then I realize, it probably never will. Change for the sake of change is not necessarily good, but changing things to make something better is good. Even though we may not want to go through the struggles, it usually makes us stronger and better in the long run. Many of you

have known me for over 25 years now; I have watched you change, and you have watched me change as well. There have been many times that we both have questioned the changes, but in the long run we managed to work through the issues and then see a whole new and better side of doing business together.

With that being said, many of you are aware that the past few months have been filled with tremendous changes here at BTM. We have welcomed aboard several new team members, we have welcomed aboard many, many new clients, we have officially opened two new offices, taken on a complementary product line, and many more changes that are not as readily apparent have been made. All of the changes have been and will be focused on making us better able to serve you as your needs change and evolve.

IMPORTANT!

IMPORTANT! IMPORTANT!

Don't miss the 2007 BTM User's Conference! We are so excited about all the things planned for you!

Check out BTM's training schedule at btmsolutions.com

One of the major things we focus on is being sure that we do not lose sight of where we are going and at the same time hold on to our core values. By keeping the main thing the main thing, we can accommodate you better with as little disruption as possible. As you are aware, we have chosen as a profession the most dynamic and change-based business ever conceived.

As a result of this, we must continually change to meet ever growing market demands. I know that your business is much the same. To that end, please bear with us as we change to become a better company. We appreciate every comment and piece of advice that you give us, and we will do our best to be THE BUSINESS SOLUTION you can depend on.

Thank you,

Tim

2007 BTM USER CONFERENCE

Plans are already being made and details are coming together for the
2007 BTM USER'S CONFERENCE
Last year's conference was a great success, but we want to make sure that
we top it this year! Mark your calendars in INK today and be sure you attend this year.



Registration information will be sent to you SOON! Please be on the lookout and reserve your seat quickly.

TIPS FROM TECH



Setting up an Interactive Printer

In XX-05-02 field 8 you may define the default interactive printer. If you do not want to choose a printer or view the print box when printing documents like invoices or picking tickets, you can select the printer you want to print to and all your print jobs will automatically default to that printer from this particular workstation. For your convenience, you may use the lookup feature to display the valid printers when adding the interactive printers. That's all for now!

SIGNIFICANT STUFF FROM SOUTHWARE

E-Business or E-Commerce?

Many businesses today are wrestling with the concept of doing business over the Internet. **E-commerce** (receiving sales orders) is one application that can make sense in this environment. But the larger concept of **E-business** has much more potential value to most businesses. For example, if your customers could not only submit orders but could quickly check account balances, check status of orders, submit service requests, review product history, report changes of address, request product literature, and many similar functions in a "self-serve" environment, you could strengthen your relationship with them and lower costs at the same time. And you may want to consider giving similar options to your suppliers, employees, and others.

Southware NetLink works with existing technology in the SouthWare Excellence Series to provide a **comprehensive e-business solution**. NetLink is a revolutionary tool that lets you provide simple and controlled browser-based network access to your company data files.

You may easily publish any of your business data to authorized users and receive data back from them that is validated before updating your files. You can customize every aspect of your e-business site. And, since NetLink is tightly integrated with the SouthWare Excellence Series, you can get the best of the two computer worlds.

- For high-volume processing of business information you get the power, speed, control, and built-in sophistication of SouthWare's mature business applications running on your internal system. Your day-to-day work is not hindered by the limitations of browser-based access.
- You and your partners can use Web browsers to access selected data and send data to be updated using the "stateless" transaction-based mode of intranets and the Internet. You are working with the same data file formats as the standard applications, so your data can be on-line if you wish.

Example requests you can process using NetLink technology include:

- Sales orders submitted from customers and employees
- Customer requests for account balance and related details
- Employee requests for customer-related info
- Customer requests for service
- Requests for marketing materials
- Changes of address or phone number
- Request for details of an invoice
- Request for details of a purchase order
- Review of product history
- Vendor review of open purchase orders
- Review of shipped status of open sales
- Review of product catalog and pricing
- Dispatch status of open service calls
- Internal review of current financial statements
- Access to employee personnel info
- Anything else you can access with ReportMate and ImportMate

Whether you simply need to add a "shopping cart" or you want to take advantage of the many e-business capabilities, NetLink may be just what you need! Contact us via phone, email, or the NetLink connection on our website at btmsolutions.com.

ESSAY ON SAP



Tim Beckett and BTM Solutions received the **"Excellence in Training"** award at the recent SAP National Convention in Las Vegas, Nevada, with over 7,000 in attendance. This award recognizes the commitment and dedication to training that is required so that valued customers can receive service and support at the highest possible level. This substantiates the pledge BTM maintains to current and potential customers to offer the best assistance possible. BTM Solutions-- your high-tech, high-touch software provider.

Don't forget to look for the Registration Forms for the 2007 BTM User Conference. It will be held in Raymond, Mississippi, at the Eagle Ridge Conference Center. We should have the entire center just for our conference so you can make yourself at home. We have some great things planned so be part of a winning team and join us June 25 - 27, 2007. You'll be glad you did!!!!



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