



# The RIGHT Track

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

March 2007—Vol 1, Issue 4

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## IMPORTANT!

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IMPORTANT!

BTM's annual User Conference for 2007 Registration form is in this newsletter. Fill it out and send it TODAY!

Check out our cool website at [btmsolutions.com](http://btmsolutions.com). We have just updated our site so pay us a visit!

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

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## GREETINGS!

Welcome to the March edition of *The Right Track*. This month we are all about getting registered for the 2007 BTM User Conference at the Eagle Ridge Hotel and Conference Center in Raymond, Mississippi. As we continue to grow our business and hopefully aid in growing your business, the more we realize that no one person can do everything alone. It all takes TEAMWORK, and that is the theme we are focusing on this year.

### TOUGH TIMES DON'T LAST; TOUGH TEAMS DO!

Check out the video clips from the 2006 Conference and see what some of the attendees had to say about it by going to [btmsolutions.com](http://btmsolutions.com), click on Events, then click on BTM's Raving Fans Interviews! A Registration Form is included in this newsletter - fill it out and send it in TODAY! You'll be glad you did!

*"Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results."*

*Andrew Carnegie*

## TIDBITS FROM TIM



If you are like me, you cannot believe that we are already almost 25% through 2007; it seems like only yesterday that the new year began. We at BTM are thankful for your continued support, and we are working on some new ideas and programs that we think will help your business be more successful. This year's User Conference is going to be bigger and better than ever. The theme of "Teamwork" has

been chosen to help us all focus on our ability to work together as a group to accomplish more. One of the main points of a great team is the training that they receive and

## IMPORTANT!

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"I like meeting new customers that I've talked with on the phone all year long. And, of course, I enjoy seeing the familiar faces as well. We always try to address things that SouthWare will do that people may forget about in their day-to-day activities. And, I always like to see what the new revision is going to do!!! Hope to see you this year!"

Debbie Partridge  
Support Specialist

TOUGH TIMES DON'T LAST;  
TOUGH TEAMS DO! Be part of a  
winning team June 25 - 27, 2007!

how well they use the resources available to them. Over the past few months we at BTM have spent over 140 man days in training and learning new things about the products that we sell and support. We were not made to do this, it was simply something that I have been preaching for years. The more you know about your products, the more efficient you become using them. I have put my money where my mouth is, and it is paying off tremendously. Let me encourage you to send some of your staff to the User Conference this year; you will learn so much that will help your business. Also, while I am at it, we offer monthly training classes via the Web. These classes are fairly short, but packed with great information. Please take advantage of them. The schedule for these classes is listed on our website at [www.btmsolutions.com](http://www.btmsolutions.com). If you click on the Events tab, you will see a link to the class schedule. We are here to serve you and make your life easier so please let us know if there is something else we can do to accomplish this.

I would like to take this time to let you know that Judy Jones' father passed away last week. This is something that we all either have or will face, but it doesn't make it any easier when that time comes. Please remember Judy and her family in your thoughts and prayers.

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.



## BTM SOLUTIONS USER CONFERENCE REGISTRATION FORM

June 25 – 27, 2007  
Eagle Ridge Conference Center  
Raymond, Mississippi 39154-1100  
Phone (601)857-3654  
Fax (601)857-3729

### Be Part of the Winning Team!!!!

#### CONFERENCE REGISTRATION:

The investment in your business for the conference is only \$150.00 per person. This includes all meals, evening activities, and materials.

NOW GUESS WHAT????!!! IF you register by Friday, May 11, 2007, you will have a chance to win a state-of- the-art **digital camera** with all the bells and whistles including a carrying case!!!! AND just for attending the conference (where we have some neat surprises planned for you), your name will be entered in a drawing for a **GRAND PRIZE!!!** This conference is definitely going to be a “WIN WIN” for everyone who attends! Go ahead and make this investment in your business – you’ll be glad you did!

#### HOTEL RESERVATIONS:

Our host hotel this year is the Eagle Ridge Hotel and Conference Center. We have reserved the entire center for our conference. This beautiful facility is located on the Eagle Ridge golf course complete with a lake and walking track. All rooms overlook the beautiful scenery such as the sparkling lake or picturesque courtyard. See more about the center at <http://eagleridge.hindscc.edu>.

To make your reservations, please call 601-857-7100 or email [tdwood@hindscc.edu](mailto:tdwood@hindscc.edu). Make sure that you mention that you are making reservations for the BTM Solutions conference to receive the discounted room rate.

Just fill out the form below and do one of the following: visit our website at [btmsolutions.com](http://btmsolutions.com), click on Events, then click on Registration Form, email to [afer-raez@btmsolutions.com](mailto:afer-raez@btmsolutions.com), fax to 662-328-4858, or mail to Angela Ferraez, BTM Solutions, 572 Yorkville Road E, Columbus, MS 39702.

COMPANY NAME \_\_\_\_\_  
PERSONS ATTENDING \_\_\_\_\_  
\_\_\_\_\_

This is all the information we need at this point. A package complete with a detailed schedule, activities, etc. will be sent to you in the near future

## TIPS FROM TECH



### Change Spool Directory:

In XX-05-05-01 field 6 (File Name) you can change where SouthWare will spool documents written to disk. In this field key in the path to where you want documents spooled along with the reserved word . It is recommended that you use a UNC share on your server to accomplish this. An example might be as follows: \\SWSERVER\SPOOL\. This will affect all users in the company, so this folder should be accessible on your network to everyone who spools documents from SouthWare.

## SIGNIFICANT STUFF FROM SOUTHWARE

### What Can FYI Do For You?

FYI provides you with even more data access, reporting and update capabilities than ReportMate users ever expected. It's easier to use than older revisions of ReportMate, too! Here are several examples of what FYI can do for you. If one of your salespeople just retired, wouldn't you like to easily reassign those customers to other members of your sales team? With FYI and the GridEdit feature, you can display all of those customers on your workstation and then simply enter the appropriate salesperson number for each of these accounts. It's really quick and easy to do -- and I'm sure you can see many other opportunities to use this productive feature.

Need to extract data from SouthWare and put it in a spreadsheet? No problem! Just create your FYI query and either use the GridView or Export tab to output your selected SouthWare data to Microsoft Excel. Want to create a report in HTML format? Just select the WebView tab after you've designed your report and you can have your data displayed in one of several default formats.

What about charts or graphs? If you'd like to create a chart showing the year-to-date sales to your top 10 customers, for example, just create that report and click on the Chart tab. For more elegant graphing, you can then click on an icon to output the data and your graph to Microsoft Excel where you can make your graphic display even more persuasive.

Want to see more examples of what FYI can do for you? Send a request to [info@southware.com](mailto:info@southware.com) and we'll send you a free invitation to our next "Introduction to FYI" webinar.

## ESSAY ON SAP



After several days of meetings with SAP and training on the SAP Business One product, Tim Beckett along with Helen Stewart, Robert Barnes, Phil McBee, Haney Matani, and Angela Ferraez enjoy a night out in Vegas. BTM was awarded the Excellence in Training Award while at the National SAP Partner Conference in Las Vegas.

**Be sure you register for the 2007 BTM User Conference. You can register online at [btmsolutions.com](http://btmsolutions.com), email, fax, or mail the Registration Form - whatever is the most convenient for you. Just let us know you're coming! 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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