

The RIGHT Track

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

October 2007—Vol 1, Issue 7

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GREETINGS!

In this issue of "The RIGHT Track" you will read about changes being made as well as enhancements planned by the end of the year. Let me challenge you to take advantage of every upgrade, update and training opportunity being offered during fourth quarter. This will enable you to lay the groundwork for a very successful start to 2008. Make one of your goals this quarter to begin optimizing the use of your software. Let us help - we're only a phone call away!

Obstacles are those frightful things you see when you take your eyes off the goal. "

Henry Ford

IMPORTANT!

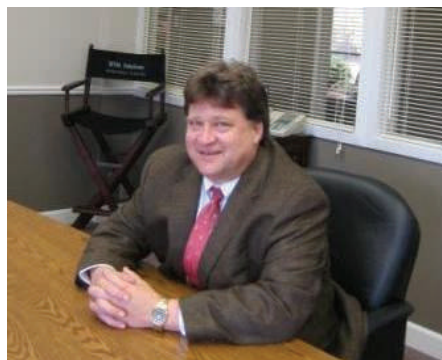
IMPORTANT!
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Rev 13 from SouthWare is available NOW! Order your upgrade today!

Check out our cool website! Keep up with all the current events and training schedules!

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. The training schedule is posted on the BTM website under Events

TIDBITS FROM TIM



It's hard to believe but here we are again - another year quickly coming to a close. I know for us the past year has been an absolute whirlwind. I am sure we are not unlike many of you in that we wonder sometimes how we will get through it all. Well, the only answer I can personally come up with is that there is more to do, we all have a purpose in life, and we are not finished yet!

As with any business, change must

happen - some of it invited, and some of it we just have to accept and move on. As many of you know, Phil McBee has decided to take one more step towards retirement and has left BTM to pursue other less stressful and part time activities. He will still take on special tasks as time permits, but his goal is to spend more time with his family and friends. It is amazing how life's twists play out. Twenty years ago Phil came to the company I worked for and took a look at SouthWare. He liked what he saw and has been an active member of the SouthWare community since that time. We wish him and his family the best of everything during this next phase of his life.

We recently hired David DeGutis to take over the position that Phil vacated. David has been in the technology environment for over 20 years. He has already proven he is a great asset to the Memphis clients and will be in charge of seeing that

IMPORTANT!

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ATTENTION SOUTHWARE USERS!!! Have you ordered your year end W-2 update?

SAP Customers - ask us about SAP Best Practices for your industry. Extend your business solutions with best in class business scenarios.

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everyone is taken care of as well as growing the business in that area. We also need to welcome back Mark Philley in the Support / Implementation Department. The day he left we discussed the fact that he was not through here at BTM, and sure enough he wasn't. I would also like to welcome aboard Ginger McCrary as Comptroller. She worked with us way back in the BESCO days, and has since been involved with another technology company in a role similar to the one she has accepted here. Neal Varner has taken over the Central territory and has met many of you. He was the manager of a retail chain and has a desire and passion to serve you.

We are pushing to finish this last quarter stronger than ever, and to serve more people than ever. The upgrades are coming in at record levels, and we are getting them done at a record pace. It is our goal to complete all of the Premium Contract upgrades by the end of October. This would not be possible without some of the changes we have made and without your patience as well.

Through all of this change, it has been my desire to seek God's will for BTM. I know that I fail sometimes; however, it is something I will continue to strive for. This business is not mine; it is not for me. It is for you and for the team here at BTM. Most importantly, the goal of this business is to glorify God and uphold certain values that seem to be lost in our business world today. To that end, we will continue to do the best we possibly can to achieve the goals that have been set for us and to follow the vision we have been given. Each of you is important to us, and we want to serve you in the best possible manner so that you can meet and exceed your goals and desires.

I know it is dangerous to mix business and faith, but without faith, I would not have been blessed to serve you in this business. Thank you for all you do and please call us if you need anything. I cannot promise we can do everything, but in everything we do, we will do our best!

Thank you,

Tim

SIGNIFICANT STUFF FROM SOUTHWARE

SouthWare is working on a number of new features and products to be released for Rev. 13 before year end. Here is a preview of what you can expect to have available very soon.

SouthWare ODBC - will enable you to access your SouthWare data from ODBC-compliant applications such as Microsoft Excel, Microsoft Access or Crystal Reports. SouthWare ODBC Read only will be available to all Rev. 13 users at no charge.

SouthWare SQL View - will enable you to issue SQL queries from within SouthWare and return the requested data to the SouthWare grids where you can further analyze that data or export it to Microsoft Excel or to an html web-page. SouthWare SQLView will be provided to all Rev. 13 SouthWare users at no charge.

SouthWare SQLSync - will enable you to replicate your SouthWare data into Microsoft SQL data. That data can then be merged into your SQL database for further analysis and reporting.

Debit Card Processing - processing of debit card transactions will soon be available to those SouthWare clients via SouthWare's Credit Card Processing module.

If you are using SouthWare Payroll Version 11 or older, please call BTM to order your update. The IRS has made changes to the format of W-2's as well as the 1099's this year so the revision you are currently running will not print the correct format without program changes. Also, if you are required to file these on magnetic media, your current revision will not create the correct file format required by the IRS. Be sure to call our office as soon as possible to order your update.

If you would like to receive the SouthWare newsletter each month, go to http://www.southware.com/info_1/southware_news.html. From here you can click on a link to add your name to the SouthWare subscription list as well as review past newsletters.



MARK PHILLEY has rejoined the BTM team this month. He has a B.S. Degree in Accounting and over eight years of accounting and business administration experience, four of those years have been in system administration. Welcome back, Mark!



NEAL VARNER has joined BTM as the SME Sales Consultant for Northeast Mississippi and Northwest Alabama. Neal's background is in retail sales with Cowboy Maloney's for the past almost ten years. He started with their organization in sales and was promoted to Assistant Manager and then Store Manager. Neal's sales background includes selling computer systems for seven years.



DAVID DEGUTIS joined the BTM Team in September as the new Account Manager of BTM Memphis Division. Although new to BTM Solutions, he has a long history with computers and software. David has a B. S. Degree in Organizational Business Management from Crichton College in Memphis, TN. Welcome aboard, Dave!



GINGER McCRARY has recently joined the BTM team as Comptroller. Ginger is a 1984 Centennial class graduate of Mississippi University for Women with a B. S. Degree in Accounting. She now has 23 years of accounting experience, 11 of those years working with SouthWare software, and 18 years of upper management experience. Ginger's work background also includes selling, installing, and supporting a medical software program for the BESCO Computer Division in the mid 80's.

SOFT TALK FROM SOFTWARE SUPPORT

SAP Business One has had many success stories since its introduction into the small- and medium-size business community several years ago. The backing of a multi-billion dollar global company combined with state of the art patented SAP technology makes it a double win for all types of businesses looking for integrated, affordable, scalable software solutions. One of the SAP Business One success stories is shown below.

Company	The Betty Mills Company LLC
Location	San Mateo, California
Industry	Wholesale distribution
Products/Services	Janitorial supplies, office supplies, and outdoor storage products
Revenue	US\$14 million (2006)
Employees	25
Web Site	www.betymills.com
SAP® Solution and Services	SAP® Business One application
Implementation Partner	Apollo Consulting LLC

"SAP Business One gives small- and medium-sized businesses the enterprise-strength functionality they need at a price they can afford."

Joel Kaplan
CFO
The Betty Mills Company LLC

Challenges and Opportunities

- Legacy software applications were unable to support year-on-year revenue growth of 100%
- Manual processing was interfering with timely dispatch of orders

Objectives

- Implement automated, integrated, best-practice business processes with scalability to manage rapid growth
- Cut the cost of transaction processing and improve customer service

Implementation Highlight

Implementation and synchronization with Web storefront completed on time and within budget

Why SAP

- Integrated, affordable, scalable SAP® solution designed specifically for small businesses
- Unrivalled market stability and functionality
- High availability of SAP-trained resources and partners in the San Francisco Bay area

Benefits

- Automated order-to-cash and procure-to-pay business processes
- Built-in workflow functionality and automated alerts
- Real-time transaction monitoring
- Shorter processing and dispatch cycles
- Improved staff productivity
- Improved analytical functionality

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!!!



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web: <http://btmsolutions.com>