

The RIGHT Track

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

November 2008 — Vol 2, Issue 4

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IMPORTANT!

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The schedule for online classes is listed on our website. Go to btmsolutions.com, click on Events, and then click on Upcoming Classes.

Please note that there are three classes scheduled for Year End Procedures. They are December 15, December 18, and December 30.

Register for an online training class today! !

He who thanks but with the lips
Thanks but in part;
The full, the true Thanksgiving
Comes from the heart.

J. A. Shedd

SouthWare Customers - order your Revision 14 Upgrade TODAY! You'll be glad you did!

GREETINGS!

The team at BTM wishes all of you and your families a very blessed and bountiful Thanksgiving.

Please note the BTM holiday closing schedule below:

Closed for Thanksgiving - November 27 & 28

Closed for Christmas - December 25 & 26

Closed for New Year - January 1

"Thanksgiving is nothing if not a glad and reverent lifting of the heart to God in honor and praise for His goodness."

Robert Casper Lintner

TIDBITS FROM TIM



I would like to extend my personal wishes to you for a joyful and blessed Thanksgiving this year. I am especially thankful for you, our extended family of clients and friends. In these uncertain and transitional times, please rest assured that we greatly appreciate your business and we pray for you often.

You will notice something below we have been working on the past several months called The Right Direction. This will be a growing repertoire of success stories about your businesses.

Today we are including a story about one of our oldest customers - A & T Parts. It probably wouldn't do for them to give all the background about our history together because we go back a long way, but they are a great family business and just a great family period. Our prayers and best wishes go out to Terry Wise, the president of A & T Parts, who is just now coming back to work from successful cancer surgery. His illness was diagnosed since we wrote this story about them so we are very thankful that Terry's recovery is going so well.

We will be adding to these stories on a regular basis. If you would like to read more of these, they are posted on our website at www.btmsolutions.com under Success Stories.

Once again, have a wonderful Thanksgiving!

BTM CAN MAKE YOU MANEY

Need Cash? Valogix Can Help

In these times of economic turbulence, you must look for ways to cut costs and save money. But, cutting the wrong costs **could** end up damaging your business. **What** should you do?



Why not free up cash hidden in your warehouse? **You are likely sitting on your own line of credit.** **And** did you know that you can **do this while actually** increasing customer satisfaction **and** reducing costs?

The *Advanced Inventory Planner* from Valogix can **show you how to** do just that and more.

With *Advanced Inventory Planner* you can uncover hidden cash in your warehouse. By automatically forecasting future demand and optimizing inventory stocking levels your company benefit in several ways, including:

- Reducing inventory levels by 20% or more
- Reducing inventory planning time by up to 85%
- Reducing back-orders 10-20%
- Increases inventory turns 2-3 times
- Paying for the new system in less than six months

Want to learn more? Don't waste another minute. Be a part of our webinar series to discover how much money you have stored away in excess inventory.

ACCELERATED TAX DEPRECIATION INFORMATION

INFORMATION BELOW PROVIDED BY BAYTREE LEASING

The *Economic Stimulus Act of 2008* allows companies to claim immediate, first-year depreciation expense on all qualifying investment costs, including **equipment, software and implementation/training services.**

- 100% first year IRS Section 179 depreciation for investments up to \$250,000
- 50% first year bonus depreciation for investments not covered above
- Standard MACRS depreciation (36 to 60 months) for remaining amounts
- Company Must be Profitable (eliminates many new companies)
- Lease must have specified buy-out amount, not \$1 or similar
- Must purchase and "place into service" before fiscal year end, (gen. Dec 31st)



The Right Direction



The Right Summary

Client:

A&T Parts & Rebuilders

776 Westmoreland Drive
Tupelo, MS 38801
Phone: (662) 844-4512
Fax: (662) 844-4571

www.aterebuilders.com

Solution:

SouthWare Excellence Series



Who are the other family members? G. C. Moroney who was mentioned above retired in 1996, but his son Don Moroney took his place and is still selling for the company. Terry Wise was in the Air Force and then worked part time at the company while attending Mississippi State University majoring in education. However, after one year of teaching 8th grade and Terry's father challenging him to come and "try" the business for just one year, Terry made the decision to "try it" and has been at A & T Parts since that time. And carrying on that family tradition is Terry's son, Jeremy, who works for the company as well.

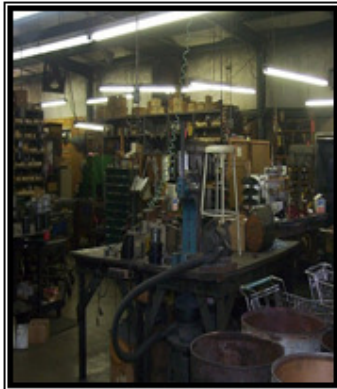
A&T Parts & Rebuilders It's All In The Family

Who is Uncle Al Lovett? At A & T Parts in Tupelo, Mississippi, he is the person who talked Mr. Toy Wise into partnering with him to open their business in February 1971; thus the name A & T Parts. In this day and age of corporate buyouts, mergers, and acquisitions, successful family businesses are becoming a rare entity. However, for the Wise family and their relatives, working together in business is just the normal day-to-day routine. That is how they build and sell starters, water pumps, and alternators.

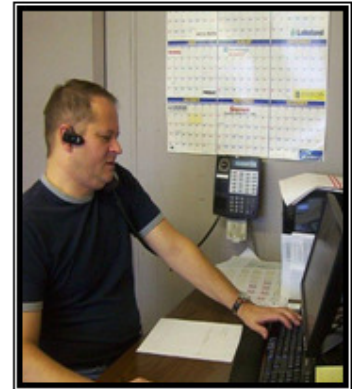
How does a business that began in 1971 become successful, grow from 2 employees to 28, and attract other family members to become a part of it and continue that success? According to Terry Wise, now President of the company, a large part of that success is because of his parents and their work ethic. Mr. Toy Wise bought out his brother-in-law, Mr. Al Lovett, after one year in business, but he still farmed while continuing to build A & T Parts. G. C. Moroney, who married into the Wise family by marrying a cousin, worked for the family business on the road selling, and Mrs. Wise handled all the bookkeeping. But that is just a small part of what she did. Mrs. Dena Wise cooked breakfast every morning, came in to the office and hand typed every invoice and statement, drove 30 miles back home and cooked lunch, took it out to Mr. Wise who was farming in the field, and drove back to the office to work the rest of the day. "The thing about her," says Terry Wise, "is that she did all of that and made it look easy. When audited by the IRS, the auditor said she was the most efficient bookkeeper he had ever seen." Mrs. Wise is now in her 80's and still comes to the office once or twice a month to help with the filing. "And she usually mops the floor before she leaves," chuckles Terry.



A SUCCESS STORY



After earning his degree in Graphic Design and Photography, Barry had no intentions of joining the family business. However, after working in his field of study for six years, Mrs. Dena Wise began to talk with her youngest son about retiring and ask Barry to take her place. He decided to give it a try, went through the one-year training ritual, bought into the business, and has been at A & T Parts since that time. Barry manages the computer system and maintains the software including the accounting and payroll. When asked about the company's success, Barry was quick to add, "Our business was built on prayer and Christian principles."



Jerry Wise, also a brother, is a Primitive Baptist Minister who joined the business about five years after Terry in 1980. Each family member goes through training in the various departments of the business so that they have a thorough understanding of the entire process. After Jerry bought into the business in 1980, his expertise was geared more toward the Water Pump Department, but he is now the Vice-President of the company. Jerry is still considered the "water pump guru"

Why did A & T Parts need a reliable software system? There were many reasons, but the most important one is that when the part numbers grew to 20,000, Terry just couldn't keep up with them in his head anymore. In addition to building and selling starters, water pumps, and alternators, they also sell a wide range of small parts. A & T specializes in unique parts that are almost impossible to find elsewhere so it is important that they have a way to track all of these parts as well as the suppliers.

What were the most important aspects of a software system? Terry and Barry agree on these three points:

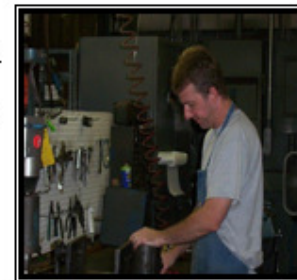
- Flexibility to compete which includes ability to change prices
- Easily maintained contract pricing
- Ability to monitor the business through the software

"Without this system, we're dead. That's all there is to it!" announces Terry Wise. "We looked at probably three others, but SouthWare was the best value," he adds. "The flexibility in pricing all our parts was the main reason we got the system, but the special cross referencing program developed for us is something we just can't live without now. It has substitute parts, phone numbers, suppliers, and all kinds of other information that we have to have on a daily basis."



Would they recommend BTM Solutions and SouthWare to others? "I have recommended this system to others," says Barry. When asked to sum it all up, Barry answered, "good people – good product! Better service and better product than you can get anywhere else!"

And that's the "Rest of the Story" for three generations of this thriving family business!



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SOFT TALK FROM SOFTWARE SUPPORT

Menu portals provide a focused menu environment for a person doing a particular role within SouthWare. These portals are web pages that include both status data and links to the programs and functions you will most likely need. Menu portals provide an efficient role-oriented alternative to the standard SouthWare product-oriented menus.

So what does this mean for you?

- Instant review of financial data, history, pending transactions and graphs.
- Streamlined navigation, particularly to commonly used features
- Reduced new user training time with use of point and click access and easy guides
- Quick access to related useful functions in other modules

These portals are also easily customized to fit any job description, as they rely on web page and browser technology. The built in editor makes it easy to perform such tasks as removing fields, adding fields, or rearranging the look of a page, even add links to additional features or reports.

The screenshot displays the SouthWare Web Menu interface for a user named Blake Robbins. The interface is divided into several sections:

- Header:** SWWEBWIN SouthWare Excellence Series (DM/) Demo Company rev11. Menu options include File, View, Trans, Inq, Reports, Periodic, Maint, Set-Up, Tools, Options, and Help.
- Navigation:** SouthWare Web Menu with a Launch dropdown and various icons.
- Main Content Area:**
 - Sales - Blake Robbins:** Tabs for Tasks, Orders, Clients, Pipeline, Products, and Alerts. A table shows "My Open Quotes" with 4 quotes totaling \$1,200.00.
 - My Prospects (Blake Robbins):** A table showing prospect stages: New Lead (0), Qualified Lead (1), Reviewing Proposal (2), Near Close (1), Active (1), Inactive (0), and Converted (0).
 - Commissions:** A table showing PTD (\$390.73) and YTD (\$1,901.14).
 - Charts:** A bar chart titled "\$ Invoiced Per Week" showing data for 01/14, 02/11, 03/01, 04/01, and 06/09. A pie chart below it shows the distribution of prospect stages.
- Left Sidebar:** My TaskWise, Current Sales Orders, Inquiries, Quote Processing, Order Processing, FYI Analysis, AnswerReady, and Help.
- Bottom:** DEMO user, 04/20/05 date, and SW Web View link.

ESSAY FROM SAP

Design, preview, print, email, electronically fax, and export Marketing Documents and custom Crystal Reports from within SAP® Business One.

INTEGRATING SAP® BUSINESS ONE AND CRYSTAL REPORTS

Inefficiency comes at a heavy cost, especially for emerging and midsize companies. So your document delivery and reporting tools must work seamlessly with your business management system, be easy to use, and provide the flexibility and control your business demands.

CrystalWave is the first software application seamlessly integrating SAP® Business One and Crystal Reports, a popular reporting tool. The tight integration enables SAP Business One users to design and deliver Marketing Documents and custom Crystal Reports from within the SAP Business One environment, eliminating the inefficiencies associated with using an external reporting tool. And because Crystal Reports is the industry standard for reporting, Business One users can leverage existing, in-house expertise.

With CrystalWave, SAP Business One users can easily design and deliver Marketing Documents and custom Crystal Reports from within SAP Business One.

Document (Report) Delivery

Now SAP Business One users can quickly and easily deliver one or hundreds of marketing documents and custom Crystal Reports to colleagues, customers, and vendors from within SAP Business One. Documents can be delivered via e-mail, Internet fax, electronic file export, and print.

Flexible Report Capabilities

Data is not static - and reports that display it shouldn't be either. CrystalWave makes it possible to easily change or design new reports by leveraging the industry standard report editor, Crystal Reports.

Ease of Use

Whether you need to overhaul report templates or just add a logo, CrystalWave enables anyone to quickly and easily redesign Marketing Documents with Crystal Reports.

Maintains Data Integrity

The concept behind integrated business management systems is that data is shared between core business functions eliminating the need to enter data more than once and, therefore, avoiding errors. Why should reporting be any different? CrystalWave enables data and images stored within SAP® Business One to dynamically populate reports. With CrystalWave, you get it right the first time.

Reduces Costs

By providing Document Delivery and access to Crystal Reports, the industry standard reporting tool, CrystalWave makes report development for SAP Business One users fast, easy and affordable.

"We require highly customized reports to comply with our clients' needs. And as a growing business, efficiency is our priority. CrystalWave streamlines our processes and eliminates duplicative efforts saving us valuable time and energy. With SAP® Business One and CrystalWave, the data is entered once and exits in a format that is meaningful to us and our clients."

-Jay VanOrden,
Worldwide Supply, LLC

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!!!

**WE WISH ALL OF YOU A HAPPY THANKSGIVING!!!!
May God richly bless you!**

BTM Solutions

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