



The RIGHT Track

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

Vol 4, Issue 2

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Have you taken advantage of BTM's online classes? Please note the schedule listed in this newsletter and call us today to register or email support@btmsolutions.com.

Do you need to generate immediate cash flow for your business? See the article below about Valogix to find out how.

GREETINGS!

This newsletter finds Mississippi in a heat wave-HOT and DRY. Even though our nation is experiencing some record-breaking temperatures, we sincerely hope you are having a wonderful summer and will have the opportunity to take some special time with your family during these days.

The BTM family had a special reason to celebrate the fourth of July this year as one of our own became a UNITED STATES CITIZEN. Please read the article in this newsletter about Haney Matani's long road to citizenship. It is a fascinating story and should give us all a renewed gratefulness for our country and all the freedoms we can never take for granted.

"Those who desire to give up freedom in order to gain security will not have, nor do they deserve, either one."

Benjamin Franklin

"Let every nation know, whether it wishes us well or ill, we shall pay any price, bear any burden, meet any hardship, support any friend, oppose any foe, to assure the survival and success of liberty."

John Fitzgerald Kennedy

VALOGIX—A VALUABLE ADD-ON TO SOUTHWARE

For Immediate Release
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SouthWare Dealer Helps Customer Reduce Inventory with VALOGIX

Auto parts distributor expects a reduction in inventory of \$1,000,000 in the first year

Saratoga Springs, NY - July 1, 2010 - Valogix LLC, a provider of inventory planning and optimization solutions announced today that Opus Integrated Business Systems has signed a new customer deal with an auto parts distributor located in the Atlanta area. They are expected to reduce their inventory by \$1,000,000 in the first year and an additional \$500,000 in the second year by implementing VALOGIX® Inventory Planner.

"Recently, our customer saw exponential growth in the number of items in each of their three distribution centers - more than 17,000 sku's in each location," comments Vali Malkin, President of Opus Integrated Business Systems. "Their ERP system performs basic inventory management, planning and forecasting functions, but lacks visibility to exceptions and overstocks, especially between the branches. When the customer saw how in a single click, Valogix displays exactly how much inventory they had in all of their locations, they were sold. In addition to the expected \$1,000,000 reduction in inventory they expect in the first year, they are also expecting an increase in productivity because the manual effort they were expending on pulling reports, then looking through thousands of items will be eliminated. Valogix completely automates the whole process."

"We have more and more clients who are struggling to manage inventory quantity, costs and turns - all of which make a huge difference to the bottom line," notes Tim Beckett, President of BTM Solutions. "Now that we have developed the integration between VALOGIX and SouthWare, our clients are reducing costs, increasing profits and improving customer satisfaction because their planning capabilities are greatly improved."

WHAT IS SAP BUSINESS ONE—REALLY?

Unlike most other software applications that focus on a specific area of business, such as accounting or customer relationship management (CRM), SAP Business One is an integrated business management application. It offers a complete set of core functions, including financials, customer management, sales, operations, and logistics, which address the business management needs of your entire company.

More Than a Point Solution

SAP Business One is more than the typical financials software that was born out of accounting and bookkeeping, or a standalone customer relationship management solution. It helps businesses like yours manage the entire process of selling and servicing clients, and once orders are taken, they flow directly into automated fulfillment.

Comprehensive and Integrated

SAP Business One is not a collection of one-size-fits-all components that have been cobbled together. Instead, SAP Business One is designed and architected specifically for small and midsize businesses to be a unified, integrated software application that supports accounting, manufacturing, warehouse management, and many other key processes.

An Application for Everyone

The easiest way to understand SAP Business One is to think of all of the people who are involved in a business:

- There are people in sales that gather leads, go on sales calls, and make sales.
- There are people who account for what has been bought and sold, and who make sure the money flows properly in and out of the company to and from suppliers, customers, and employees.
- There are people who take customers orders and fulfill them, either by sending goods or by providing services.
- There are people who manage operations such as inventory control or service delivery.
- There are managers who monitor and manage the entire business.

Now imagine that one application can help all of these people do their jobs, and that all of them work with the same set of information using the same application that can do the following:

- Integrate all parts of your business so everyone operates on the same core business information
- Supply users with interfaces specially designed to support the way they work
- Process data in real time so you never have to wait for nightly or weekly postings, which means that the financial data of your business is always up to date and available
- Issue warnings and trigger corrective actions to take place automatically when certain limits set by managers and other users are exceeded
- Simplify reporting and analysis with easy-to-create reports and data extraction into Microsoft Excel spreadsheets

All of these aspects combined truly make SAP Business One an application that can be used by everyone.

SIGNIFICANT STUFF FROM SOUTHWARE



SouthWare Announces Integration with FM Audit's Managed Prints Services

July 7, 2010 - AUBURN, AL - SouthWare Innovations, Inc., a leading provider of integrated business and financial management software, announced today it has added a new remote meter reading integration to the company's Service Management software. Through an interface with FMAudit, a leading software application for online print management of office equipment, SouthWare's Service Management software will automatically receive and process meter readings gathered by the FMAudit Managed Print Services application.

"Automated meter processing streamlines operations and increases productivity," said James Clemens, president of SouthWare. "Integrating this function with SouthWare Service Management simplifies the process for our document imaging clients even more and creates an extraordinary reduction in overhead. This integration empowers both our clients and their customers to fully realize the benefits of managed print services."

In the new system integration, equipment data is collected by FMAudit and exported to SouthWare's Service Management module. The SouthWare interface reads the data and cross-references against the client's equipment and contracts. The interface between the software systems is seamless.

About SouthWare

SouthWare® combines traditional accounting functions with innovative products and services to make work easier for organizations across many industries. Our family of integrated financial and management information software is tailored for each client to meet specific business needs. A privately owned company, SouthWare is headquartered in Auburn, Alabama. We opened our doors back in 1984 with Version 1. Twenty-five years -and 15 revisions- later, we are proud to produce a robust and mature product offering for companies of all sizes nationwide. Learn more by contacting BTM Solutions or visiting their website at www.btmsolutions.com.

About FMAudit

FMAudit has a proven track record of innovation. Since 1998, key partners have been pioneering cutting-edge cost recovery solutions that helped define the managed print services industry. Today, the company has assembled a leading portfolio of remote meter reading and managed print services tools. Some of our innovations include Web-based data collection, local printer data collection, Supplies Triggered Marketing and Automated Supply fulfillment, as well as Total Cost of Ownership reporting.

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OUR OWN HANEY MATANI BECOMES US CITIZEN - THE RIGHT WAY

BTM Solutions...the Right Way... with the Right People

With all the talk and political controversy surrounding the illegal immigration issue in the world today, we would like to congratulate one of our own for becoming a United States citizen "the right way." If you have called BTM Solutions for software support, you have probably spoken with Haney Matani. He joined the BTM team in November, 2006, in the Sales Department and later moved to Support. A few weeks ago when Haney returned from a special trip to Memphis, BTM put out the flags and a big congratulatory sign, had a cookout and invited the press and local dignitaries to celebrate his new citizenship. In addition to a feature on the local TV news, the following article also ran in The Commercial Dispatch and The Starkville Dispatch.

Iraqi-born Columbian becomes the Triangle's newest American citizen



Haney Matani of Columbus stands by a framed print of the United States Constitution. The BTM Solutions Customer Support Technician, who escaped Iraq in 2000, took the oath of American citizenship June 16.

[Jan Swoope \(contact\)](#)

June 26, 2010 7:15:00 PM

It was just about 10 years ago that Iraqi-born Haney Matani escaped a bomb thrown into his office in Northern Iraq. A decade can make a world of difference.

On Wednesday, June 16, Matani, a Columbus resident since March 2006, was sworn in as an American citizen in a ceremony in Memphis, Tenn. -- an event that fills him with quiet pride.

Returning to his position as a Customer Support Specialist with BTM Solutions in Columbus Monday, Matani shared part of his remarkable story: A story of persecution, threat, fear and clandestine escape during the reign of Saddam Hussein. But a story, too, of courage, faith, found love and hope.

In Iraq

"I was working for the international committee of the Red Cross in the northern part of Iraq," the well-spoken Matani begins. "Because my job involved tracing missing people and supporting and helping political detainees in detention centers, I was exposed to a lot of confidential information about people and places, where they were being held, and their treatment."

Matani, an Assyrian Christian, found himself under increasing pressure from local authorities and Iraqi intelligence to share information.

"They tried to force me to declare some of that information to them, to basically become a spy on my employers," the young man explained. "I refused, partly because of being a Christian; I didn't want to betray my employers, who were not doing anything wrong."

When persuasion failed, threats and even blackmail were brought to bear.

"It was a blessing that I had to leave the office I was in charge of the evening before a bomb was thrown in the early hours of the morning," he quietly recounted.

Smuggled away

The decision to leave the country to lessen the threat to his parents and siblings was difficult; the solution drastic. Matani relied on a human smuggler to escape his native land.

"I traveled by land, crossing borders, to Jordan, and remained there about a month," he shared.

"The smuggler directed me to go to Thailand, and I stayed there about a month, too. I couldn't go anywhere, couldn't do anything without his direction; he kept my passport all the time. I just had to trust my life to this stranger that I didn't know much about."

About two and a half months after the journey began, Matani surrendered to immigration officials in London Heathrow Airport in England, requesting asylum on political and religious grounds.

"I did not know what the next day, or hour or minute would bring. I had to trust God and surrender," he said.

For about five and a half years, Matani remained in England.

"I was very involved in the community, trying to help refugees integrate into society, people who called England their second home after being exiled from their home," he said.

A French connection

In demand as an interpreter for various immigration and law enforcement agencies, Matani wanted to improve his French, a multi-lingual endeavor that would eventually lead all the way to the Friendly City.

In a French chat room on the Internet, he met Brittany Morgan of Columbus, who was practicing her French for an upcoming trip to Paris with her church group. After months of communication, they met in England, where Brittany was born.

"I wouldn't have dreamed of ending up one day in Columbus, Mississippi, but God planned for us to meet like that," said Matani.

Taking the oath

The Iraqi native's four-year journey to citizenship culminated in Memphis in what he describes as an overwhelming experience.

"There were about 54 people, representing 23 or 24 nationalities," Matani explained. "I have always had a great respect for this country and the people. I had an overwhelming sensation that now I was becoming something totally different than what I was, like a new birth."

"Haney has been a tremendous asset to our team," said Angela Ferraez of BTM Solutions.

"With all the talk about illegal immigrants in the news, it's wonderful to know about someone who has been a productive employee and gone through the proper system in place to become a legal citizen of the United States."

"I feel a sense of responsibility and of ownership," said Matani, who along with his wife, is a member of Mt. Zion Baptist Church.

"We were ruled (in Iraq) by dictatorship for decades, marginalized because of our ethnicity and because of our religion. It's a privilege to be part of a free society and community, where I can try and contribute. And I look forward to voting in November ... I've never had that opportunity in all of my life."

ONLINE TRAINING SCHEDULE

Take advantage of the following SouthWare training without leaving your office. To register just call us at 800-909-9381 or email support@btmsolutions.com.

Class	Date	Time		Class	Date	Time
System Overview	Aug 3	9:00 am Central		Inventory Control	Sept 7	9:00 am Central
Reporting/Tools	Aug 5	9:00 am Central		Payroll	Sept 9	9:00 am Central
Administrative Overview	Aug 11	9:00 am Central		Reporting/Tools	Sept 15	9:00 am Central
Accounts Receivable	Aug 18	9:00 am Central		Accounts Payable	Sept 21	9:00 am Central
Sales	Aug 24	9:00 am Central		Cash Flow	Sept 23	9:00 am Central
Reporting/Tools	Aug 26	9:00 am Central		Reporting/Tools	Sept 29	9:00 am Central

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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