

Press Release



90 Minds Consulting Group Held Its Inaugural Meeting of the Minds Conference, which included Product Training for Sage Consultants

The first “Meeting of the Minds” Conference featured a two day exchange of business knowledge around Sage Software Products. Sage Endorsed Partner, Altec, demonstrated the benefits of including Document Management integrated to Sage 100 ERP in the consultant’s product portfolio.

Laguna Hills, CA – February 15, 2012 – Altec Products, Inc., announced their participation in the Inaugural “Meeting of the Minds” conference held last week, February 10 – 11, 2012 in San Diego, CA. The 90 Minds Consultant Group was formed in December 2005 as an independent avenue for consulting firms to share technical resources, product support and serve as a sounding board for sales issues. Among the group’s members, there are multiple award winning partners, including those honored by Sage for customer service, spirit and sales achievements.

Jim Woodland, V.P. of Professional Services at DSD Business Systems was one of the organizers of this inaugural meeting in his home town of San Diego. He states, “Our goal with 90 Minds is to be a think tank for our consultants to share knowledge and provide the best solutions to solve our client’s problems. Our third party vendors like Altec, helped us facilitate the training needed to grow our skill sets, and add further value to our customers. We appreciate everyone’s support to help make the meeting a success for everyone.”

As a Sage Endorsed ISV (Independent Software Vendor), Altec was chosen to participate in this conference as the Sage Endorsed and preferred document management solution provider. Their solution is called Sage 100 ERP Document Management, powered by Altec. It provides seamless integration to Sage 100 ERP (formerly Sage MAS 90), and allows for paperless processing throughout the Enterprise, including accounts payable, accounts receivable, sales order processing and other non-accounting enterprise applications.

Richard Simmons, Sales Director for Altec gave a presentation on the features and benefits of their PaperlessPLUS document management system, which is an affordable way (starting at \$6,000) to take a step beyond the default paperless office solution included in Sage 100 ERP. Altec also sponsored the evening dinner and entertainment, as well as designed and sponsored the official 90 Minds T-Shirt.

Simmons demonstrated the newly released Smart Form Toolkit, which provides the ability to configure Smart Forms for processing or creating new documents. These customizable windows can be used to create, index and retrieve documents, as well as structure business processes.

Altec continues to add value to the Sage channel through their flexible levels of partner participation including Sage tier credit, IDM (Integrated Document Management) training, and sales resources.

About 90 Minds

The 90 Minds Consulting Group is a private independent collaboration of approximately 100 Sage Software Business Partners, members share knowledge around technical product information, as well as best business

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practices. Members are connected from across the country and share knowledge in real time 24 x 7 environments. 90 Mind members provide coverage to virtually the entire United States and collectively employ well in excess of 415 consultants. For more information about 90 Minds visit <http://www.90minds.com> or email info@90minds.com.

About Altec

Altec is a leading provider of Integrated Document Management (IDM) solutions to mid-market companies. For more than twenty five years, Altec has provided a wide range of accounting-centric paper to paperless solutions including its flagship product, *doc-link™*, which enables companies to capture, archive, workflow and route structured and unstructured documents to customers, employees and vendors. Altec's comprehensive solutions include IDM, output management, MICR check disbursement and paper documents that serve more than 13,000 customers worldwide. Altec enjoys strong, collaborative partnerships with ERP and BMS solution providers such as Epicor Software, Microsoft Dynamics, Sage Software and SAP to provide the most comprehensive, integrated enterprise document management solution to the SMB market. Altec delivers its IDM solutions through a global network of authorized partners in more than 60 countries throughout the Americas, EMEA and Asia Pacific. Visit Altec at www.altec-inc.com, or call April Blankenship at 1-800-997-9921.

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