



Be a Southware Genius

SPA2020
Southware User Conference

Welcome

Southware Partner Alliance 2020 User Conference

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Southware User Conference

We are glad you are here!

- **3rd Annual Conference**
- **Largest Southware Event Ever**
- **International**



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SPAwebinar
www.southwareanswers.com

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eazy**stock**

Powered by SSAS
SouthWare

TrueCommerceTM
Do business in every direction

Avalara
Tax compliance done right

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<https://info.eazystock.com/southware-conference-2020>

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Enter to Win - \$100 Visa gift card
<https://avlr.co/2QDmkAn>

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TrueCommerce™

Do business in every direction

\$100 Amazon Gift Card

Picked from attendee list

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Opening Poll Questions

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What is the SPA?

- **Community of SouthWare Resellers**
- **Meet weekly to discuss improvements, support and best practices**
- **Depend on one another for experience and resources**
- **Pool resources to create solutions, host webinars & events**
- **Communicate with SouthWare regarding product & user experiences**

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SPA Members

- **Aris Solutions**
- **BTM Solutions**
- **Complete Computer Support**
- **Exerve**
- **Flexware Systems**
- **Florida Business Solutions**
- **Opus**
- **Pearce Computer Services**
- **Timesavers**

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Not on Schedule

- **Conversion & Renumbering Tools**
- **Document Scanning**
- **Manufacturing**
- **NACHA Payroll**
- **Workflow Tools**
- **and many more...**

Ask Your Partner!

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Flexibility 2019

“The measure of intelligence is the ability to change.” – Albert Einstein

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Flexibility

- SouthWare Offers:
 - Flexible Application Setups
 - Approximately 10,000 Control & Operator Settings
 - Dozens of Override Situations
 - Customized Applications and Web Portals

**Configure to Meet Specific Needs &
Address New Business Conditions**

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Flexibility

- Workflow
- ReportMate
- ImportMate
- Extended Data
- NetLink
- Live Portals
- OfficeLink
- Field Filters
- TaskWise
- Monitors & Alerts
- Forms Adapter
- EDI/DocTransfer
- International Transactions
- Constructed Variables
- RCF Packets
- and more...

Flexibility

- **Flexible Partners with Deep Experience to Make it All Work**
 - Partners have Decades of Experience with SouthWare
 - Partners have Extensive Operational Expertise in Multiple Environments
 - How Businesses Work
 - How SouthWare Works
 - Different Operational Situations
 - Multiple Ways to Solve A Challenge
- **Your Partner Knows Your Business and Your Solution**
 - Answering the Need Behind the Question

Flexibility – So What?

- Reduce Business & Process Complexity
 - While Maintaining Competitive Complexity
- Increase Employee Efficiency & Productivity
 - Do More Without Adding Payroll
- Satisfy & Grow Customer Base
 - Deliver, Satisfy, Repeat

Velocity

**“If you ain’t first –
you’re last.”** – Ricky Bobby

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Velocity

velocity | noun | vuh-los-i-tee | rapidity of motion or operation; swiftness; speed

In contrast to speed, **velocity** is direction aware.

Velocity – How to Increase

- Use Quick Process & Work Cycles
 - Eliminate wasted steps and focus on desired result
- Recognize Need to Change Direction Early
 - Refocus business objectives and processes to meet changing challenges
- Maximize Visibility
 - What is everyone doing and are they meeting expectations and business needs

**Difference Between Success
and Failure in 2020**

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Velocity – Quick Work Cycles

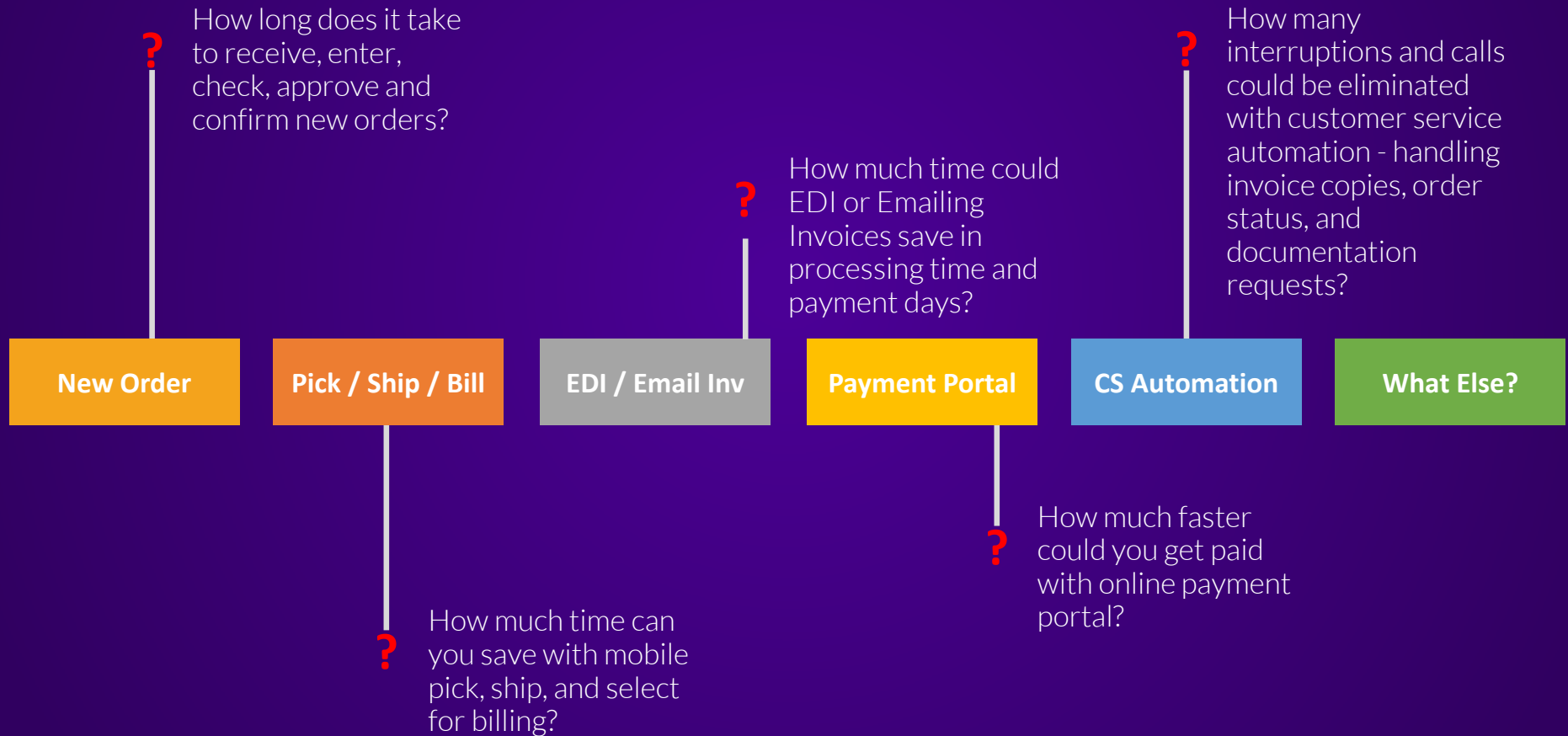
- **Email Invoices - Automatically**
 - Invoices arrive promptly - without effort
- **Mobile Pick, Pack & Ship**
 - Orders processed and selected for billing from warehouse
- **TrueCommerce - Electronic Data Interchange (EDI)**
 - Process Sales Orders, Purchase Orders, Invoices, Remittance Advice and more – electronically
- **Avalara – Sales Tax Management**
 - Manage Sales Tax Rates, Exemption Certificates and process Sales Tax Returns

Velocity – Maximize Visibility

- **TaskWise – Task and Project Management**
 - Closed-loop processes
- **Monitors & Alert Processor**
 - What needs your attention & what does not (Anxiety-Zero)
- **Live Portals**
 - Customize to track what is important
- **EazyStock – Powerful Inventory Planning**
 - Know your inventory needs and meet your inventory demands
- **Microsoft Power BI – Business Intelligence**
 - Know your business in detail

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Velocity – Days-to-Cash



Velocity – Benefits

- **Reduce Errors & Increase Customer Satisfaction**
 - Quick Processes, Emailing, Mobile Devices & EDI
 - How much could you reduce the cost of service and increase satisfaction by giving customers what they want before they ask?
- **Reduce Days-to-Cash**
 - Email, EDI, ACH, Customer Portals with Payment Options
 - What would it mean to your business to get paid 20 days faster?
- **Grow Revenue & Profits without growing Headcount**
 - Install the Tools for Anxiety-Zero Growth
 - What would it mean to your bottom line to increase sales by 50% without increasing payroll expenses?

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A Zen garden with raked gravel and rocks under a dramatic sunset sky. The sun is low on the horizon, casting long rays through a cloudy sky. The foreground is a large, flat area of light-colored gravel, with several large, dark, irregularly shaped rocks scattered across it. The background shows a lush green hillside with trees and a distant mountain range. The overall mood is serene and contemplative.

Anxiety Zero

Today

11 AM

Wednesday

Welcome & 2020 Keynote - Velocity

Welcome to the 2020 Southware User Conference presented by the Southware Partner Alliance.

PRESENTATION SLIDES (PDF)

11:35

Wednesday

EazyStock - Powerful Inventory Optimization

EazyStock enables a world where the right products are available on time, the first time, every time.

eazystock

PRESENTATION SLIDES (PDF)

FOLLOW-UP WEBINAR SIGNUP

EAZYSTOCK DATASHEET (PDF)

11:50

Wednesday

Southware Genius - Larken Labs

Learn how Larken Labs uses the flexibility in Southware to get a jump on the competition.

LARKEN
LABORATORIES



12 PM

Wednesday

Break for Lunch until 2PM ET

We will start back at 2PM ET. You will receive a connection email about one hour before the afternoon session. See you then!

Agenda, Videos & Slides

[www.southwareanswers.com/
resources2020](http://www.southwareanswers.com/resources2020)

Slides and Videos
available in 7 to 10
days.

2 PM
Wednesday

Avalara - Simplify Tax Compliance with Automation

Avalara, Inc. (NYSE: AVLR), a leading provider of cloud-based tax compliance automation solutions, helps businesses manage sales and use, excise, GST, VAT, communications, lodging, and other tax types, across the U.S and abroad.



PRESENTATION SLIDES (PDF)

FOLLOW-UP WEBINAR SIGNUP

AVATAX INFO (PDF)

US VS. WAYFAIR (PDF)

2:30
Wednesday

Business Intelligence with Microsoft Power BI

Explore ways to get deep insights from your Southware data with Power BI.



PRESENTATION SLIDES (PDF)

2:50
Wednesday

Southware Genius - Southern Copper

Learn how Southern Copper uses Southware to create efficiency and velocity in their operations.



3:10
Wednesday

Southware's Flex XD - Power for a New Tomorrow

Learn how Flex XD can help you manage detailed data about your customers, stock items, employees and processes.

PRESENTATION SLIDES (PDF)

3:45
Wednesday

First Day Wrap-up - Break until tomorrow at 11 AM

We will start back at 11AM ET. You will receive a connection email about one hour before the next session. See you then!

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Partner Q&A Forum

All SPA Partners

Tomorrow 11AM ET

**Come with your
questions!**

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Tomorrow PM

2 PM
Thursday

TrueCommerce - EDI and More

Learn how to increase your business velocity with TrueCommerce EDI.



PRESENTATION SLIDES (PDF)

FOLLOW-UP WEBINAR SIGNUP

2:20
Thursday

Complete E-Commerce - Zero Touch Customer Solutions

Learn how you can increase your sales and profitability with e-commerce solutions integrated with your Southware solution.

PRESENTATION SLIDES (PDF)

2:50
Thursday

Power Tools - Hidden Gems of Southware

Discover the hidden power of Southware.

PRESENTATION SLIDES (PDF)

3:45
Thursday

Conference Wrap-Up

See You Next Year!

PRESENTATION SLIDES (PDF)

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Coming Soon

2020 Digital User Training

Oct, Nov, Dec

Special Training Series

- Boot Camp
- ReportMate – Deep Analysis
- Financial Statements & Budgets

southwareanswers.com/webinars

**WEBINAR: Avalara,
EazyStock & TrueCommerce**

September 2020

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Fall Training Series

Agenda

Oct 8

New User Boot Camp

A great training session for new users and long-time users that could use a reminder about all of the great features in Southware.

Oct 22

Using ReportMate to Analyze Your Business

This session will teach you not just about how to build a report - it will teach you how to use ReportMate to analyze key areas of your business.

Nov 12

Financial Statements & Budgets

Learn about the deep tools available to better manage the financial side of your business.

Dec 10

Year-End Processing & Notes

Everything you need to know to get ready for 2021.

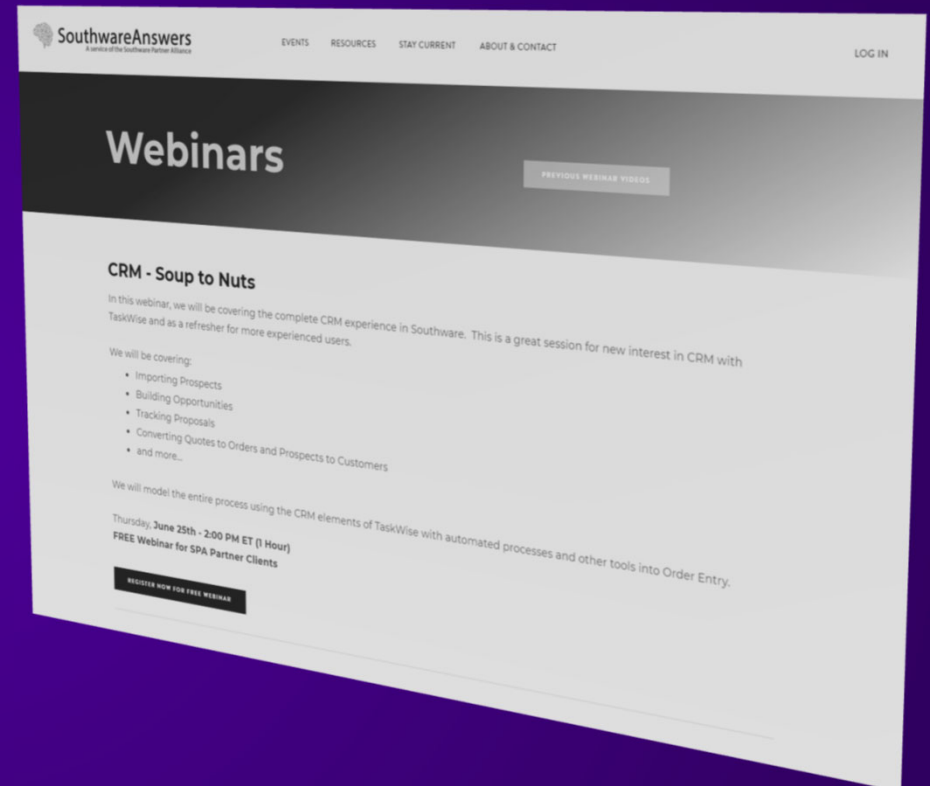
schedule subject to change

Fall Training Series

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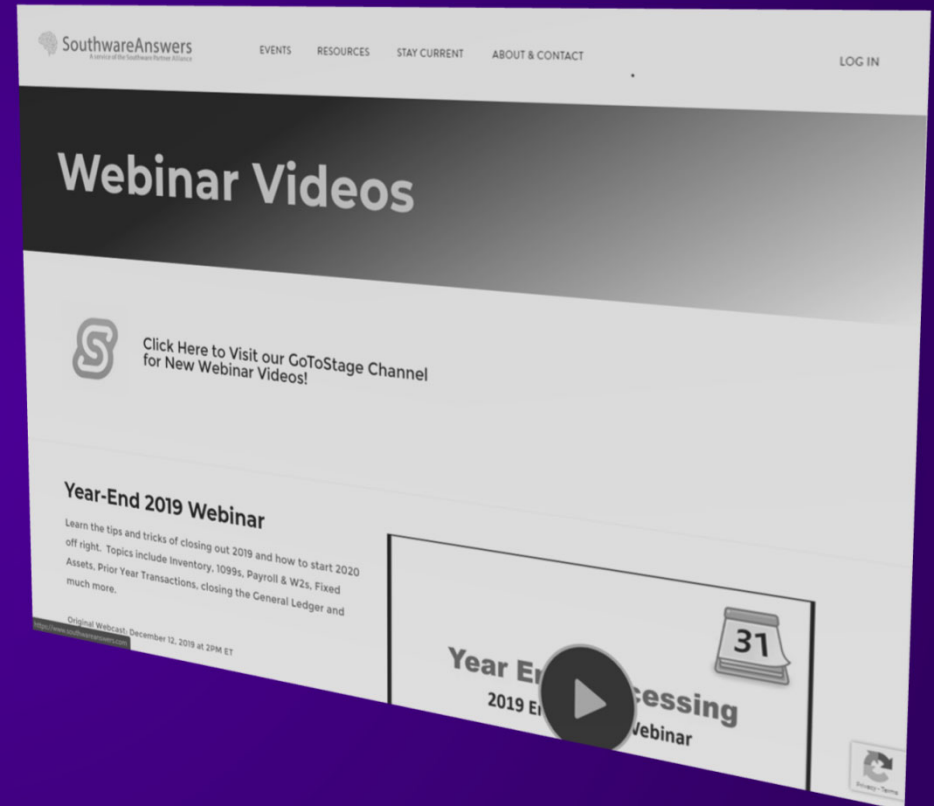
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Prior Webinars

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Notes

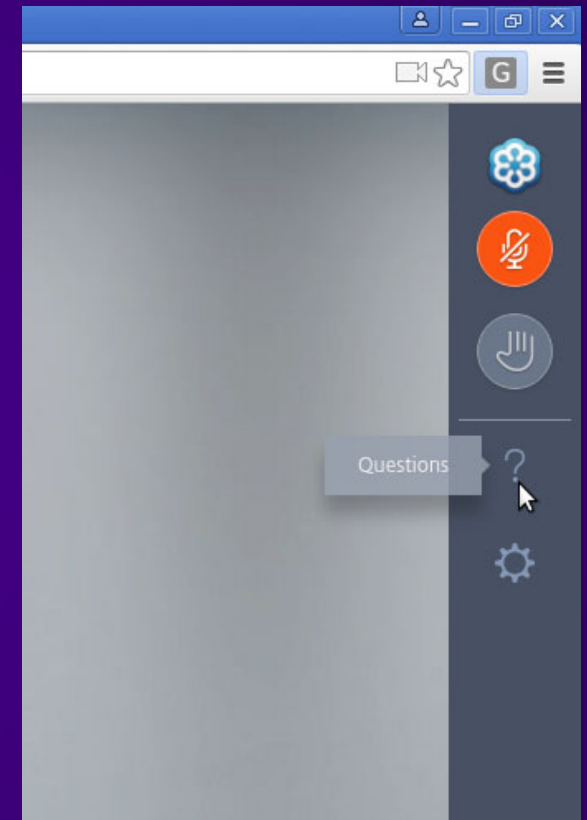
- **Generate Awareness**
- **Learn New Things & Expand Understanding**
- **Learn from other End-Users Experience**

- **All Solutions are Available from *your* SouthWare Partner**
- **Contact your SouthWare partner for more information**

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For Questions During Webinar



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Questions

**Connect with your
Southware Solution
Partner**



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