AltaVista

TECHNOLOGY

Premier ERP Consulting & Business Solutions

Table of Contents

About Alta Vista
Sage Intacct & Microsoft Dynamics Specialists

Alta Vista Technology is a premier ERP consulting firm, with offices in Southfield and Grand Rapids, Michigan. As a team, we've completed 500+ successful implementations nationwide. Our strategic partnerships with Sage Intacct and Microsoft allow us to offer you the best-in-class ERP and cloud financial solutions for your business.

Our core business revolves around accounting software and support, but our passion is for improving people's lives through technology. Because of this, we seek to build lifelong relationships with our clients by supporting their needs as they grow.

Intacct.
Partner

Microsoft
Gold Partner

5

Our Core Values

Action
We take a personal interest in each client to define their needs and turn them into actions.

Passion
We're passionate about making our clients' lives better and easier through technology.

Commitment
We view implementation as the starting point for an ongoing relationship.

Family
We're motivated to help you save time, so you have more time to spend with family.

Ethics
Everyone does whatever it takes, no matter what.

Our Ideal Clients

We want to help companies that are interested in leveraging technology to grow and improve their lives. We especially like helping companies who are outgrowing QuickBooks, and need better planning, software and support.

Additional traits our ideal clients exhibit may include:

- **20-300 employees**
- **$5M-$200M annual revenue**
- **Related to one of the following verticals:**
  - **Distribution & Supply Chain Management**
  - **Not-for-Profit**
  - **Professional Services**

10

Our Services

If your business is ready to do more than basic bookkeeping, you've come to the right place. As an experienced ERP consulting firm, Alta Vista Technology is the right partner to ensure your accounting systems empower you to achieve your goals.

Software:

- **Sage Intacct**
- **Microsoft Dynamics GP**
- **Microsoft Dynamics 365**

Services:

- **Consulting**
- **Implementation**
- **Training**
- **Support**
- **Guidance**

sage Intacct

Software:
Sage Intacct

Sage Intacct is a best-in-class ERP software that delivers robust functionality through a user-friendly dashboard. Preferred by the AICPA for its modern accounting architecture and multi-ledger, GAAP-compliant financials, it's the ideal software for growing mid-market organizations looking to move forward with cloud-based financial management.

1 Greater Visibility

Sage Intacct gives businesses greater visibility into their real-time performance. You can customize the configuration of your workflows, screens and preferences, in order to see your most important data and make faster decisions. Comprehensive dashboards and reporting tools also provide better insight and financial tracking.

2 Increased Productivity

Sage Intacct's online accounting software automates your processes to help increase accuracy and improve compliance, ultimately helping your business run smoothly. With more automation, insight and flexibility, you can increase efficiency and productivity. CRM integrations also save time, marrying sales with accounting to further improve visibility and customer service.

3 Designed to Scale

Sage Intacct features multi-entity architecture, developed to support your business expansion – no matter how complex. You can easily increase your users, customers, transactions and locations. Quarterly software updates get applied automatically; so as your business needs to do more, Sage Intacct will be able to do more for you.

Microsoft Dynamics™ GP

Software:
Microsoft Dynamics GP

Microsoft Dynamics GP is an ERP solution designed for small to medium businesses (SMBs). Dynamics GP gives you greater command over your financials, inventory and operations; helping you drive your business forward with deeper insight and advanced functionality.

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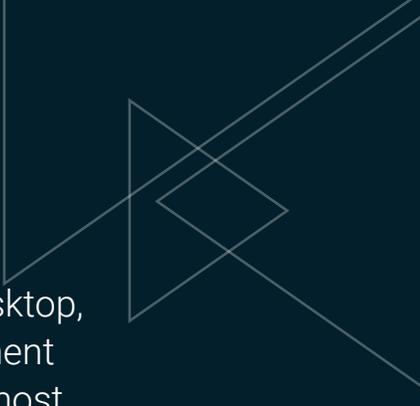
1 Easy & Flexible

Dynamics GP is easy to set up and start using. It integrates with Microsoft Office, and provides a consistent experience across desktop, laptop and mobile devices. On-premise, cloud and hybrid deployment models allow you to choose the implementation that makes the most sense for your business. Service plan options also help you stay compliant and competitive, making sure you always get the highest return on your software investment.

2 Comprehensive Control

Dynamics GP's capabilities include financial management and accounting, inventory management, sales and service, business intelligence and reporting, and human resources and payroll. Real-time visibility, analytics and security empower you to make smarter decisions with depth and confidence. Microsoft's ISV community enables you to adapt, extend and connect with other applications – ultimately giving you control over what Dynamics GP can do for your business.

3 Employee-Centric

With Microsoft, your people will have the tools they need to be proactive and productive. Streamlined processes save time, equipping your people to effectively monitor, analyze and plan. Dynamics GP's payroll process also facilitates more effective communication between staff by granting them access to their personal information through a role-tailored web portal.

Software:
Microsoft Dynamics 365

Microsoft Dynamics 365 is a cloud-based platform that unifies the capabilities of CRM and ERP systems. With custom reporting, financial manipulation capabilities and Power BI integration, Dynamics 365 improves data visualization for faster, more educated decisions.

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1 Sales Intelligence

Dynamics 365 houses your cloud applications under one dashboard, connecting your data across sources. The integration of these applications allows for greater personalization and execution of campaigns, which results in more sales and lifetime customers. Essentially, every customer engagement becomes an intelligent one – so you can sell more effectively and market smarter.

2 Increased Productivity

Microsoft Dynamics 365 features a user-friendly experience. Its dashboard can be accessed in real-time from anywhere on any device, providing your employees with the tools and actionable insights they need to always perform at their peak. Intelligent and predictive processes will also help your organization become more proactive.

3 Optimized Operations

Dynamics 365 connects visibility across multiple departments, with a centralized financial management system that enables you to streamline your purchasing process through automated workflows and dynamically updated inventory levels. Your finance team will have greater control over budgets and inventory, while your salespeople will have access to the product and customer information they need to drive growth.

Services:
Consulting

1 Determining the Right Solution

If your business is ready to upgrade from QuickBooks or is unhappy with its existing ERP system, our team will work to understand your requirements and provide the right cost-effective solution for your needs. Once we learn about you, your processes, and objectives, we can create a roadmap for implementation and support.

2 Achieving Your Goals

We seek to develop lifelong relationships with our clients. We always keep your vision for your business in mind, making sure any solution we provide lays a solid foundation and paves a clear path to your future.

3 Preparing You to Scale

Shifting your financial workflows to the cloud will make it easier for you to see your analytics in real-time. By abandoning the old methodologies of accounting, you and your team can securely access and manage your financials no matter where you go. Cloud financial solutions will prepare your business to scale – now, and for years to come.

Services:
Implementation

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1 Expert Project Management

Once we've decided upon the right software solution for you, we determine your project scope and timeline. The notion of managing a migration can be daunting, but our experience ensures that your project will be managed with efficiency and accuracy. We pride ourselves on maintaining clear and consistent communication, so there will never be any surprises during the implementation process.

2 Design, Develop & Deploy

A successful implementation requires collaboration, planning and time. As outlined by our ClearPath Methodology, we first design your system to satisfy any identified gaps. Then, we develop any necessary customizations and integrations. Once we finalize your new configuration, we deploy your new system and transition to our operational phase (training, support and guidance).

3 Seamless Migration

Ultimately, we'll make your ERP system transition as seamless as possible. Our skilled team will manage the migration of your existing financials and data to ensure your new technology works optimally with your IT network.
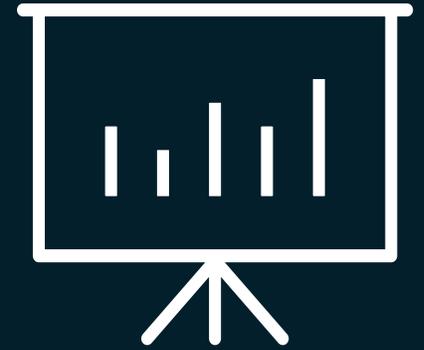
Services:
# Training

1 Tailored to You

To empower your business to take full advantage of your ERP system, our knowledgeable staff will educate your team on all aspects of your updated accounting technology. Our training is personalized to suit the way you and your people learn best, ensuring confidence in your ability to use your new system.

For local Michigan-based clients, we can provide onsite training to you and your staff – either at your office or ours. As we work with clients in a variety of locations, we also provide remote training to accommodate multiple teams and schedules. Sage Intacct, Microsoft Dynamics GP, and Microsoft Dynamics 365 offer self-paced e-courses as well.

2 Comprehensive Education

Mastering a new software can take time. It's our privilege to provide your company with a comprehensive educational and support system, every step of the way. As both a Sage Intacct and Microsoft partner, we have the resources to teach you everything you need to know to perpetuate your growth and success.
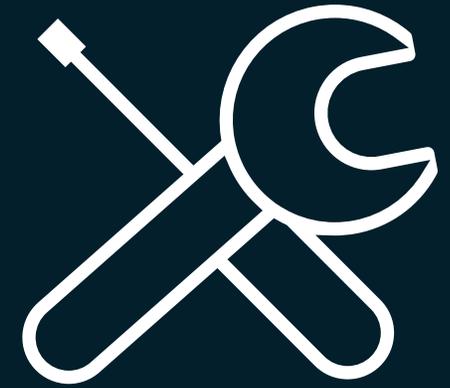
Services:
Support

1 Dedicated to Your Success

Your ERP system is critical to your workflows. Our team can provide support, whether you experience minor technical issues or complete system failures. We do everything in our power to ensure maximum system uptime and efficiency.

2 Response & Acknowledgement

We pride ourselves on our response times. Whenever there's an issue, we do our best to help you overcome or fix it as quickly as possible. As our familiarity with your business increases over time, our ability also expands to resolve any issues that may arise.

3 Driving Your Business Forward

With the right business software, you can increase productivity to make faster decisions, anytime and from anywhere. We guide organizations to the right business solutions to help improve their processes from beginning to end. We strive to help drive your business forward through greater visibility and smarter decision-making.

Services:
Guidance

1 Consistent Collaboration

We believe in synergy. We have a collaborative and diverse culture, with a passion to help businesses grow. We continue to educate and work with our clients on the products and processes that will help them continue to succeed. We take pride in being part of the solution.

2 Adapt & Optimize

Adopting a new system requires flexibility. As we support you in your transition, we'll provide guidance for how to best adapt and optimize your processes around your new software. Ultimately, we aim to help you improve your time management, profitability and work-life balance.

3 Overcoming Challenges

We're the partner you can rely on to provide deep local and technical guidance. As new technology challenges arise for your business, we'll be here to offer our insight and provide expert recommendations. We're in this together, because your growth is our growth. We maintain our commitment to you, and always do whatever it takes.

28

Our Process
ClearPath Methodology

We've refined our process over the past 18 years to deliver outstanding results that continually exceed our clients' expectations. Our ClearPath Methodology scales from small and nimble implementations to larger, enterprise-scale engagements.

1 Diagnostic

The Diagnostic phase starts during the sales process and ends with an accepted proposal. The purpose of this investigative phase is to gather enough information to map your business processes, define your solutions scope, and create your implementation plan.

2 Analysis

During this phase, we analyze your business application, integration, data migration, workflow configuration and infrastructure requirements. We evaluate your existing systems to identify any gaps, before designing your implementation plan in detail.

3 Design

We outline the specific customizations needed to satisfy any identified gaps, while maintaining all standard functionalities. After all system solutions have been mapped out and approved, we begin development.

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4
Development

The goal of this phase is to build and test all approved system components. We complete all code customizations, integrations and interfaces, and data migration.

5
Deployment

We finalize the configuration of your new solutions. Then we "Go Live", ensuring a successful transition through installation, documentation and training.

6
Operations

Immediately after we "Go Live", our consulting team will provide you with additional support. If any unexpected issues are present, we'll resolve them as quickly as possible.

ISV Marketplace

We work with a select list of independent software vendors (ISVs) to ensure your ERP system has all the tools your business needs to reach its goals.

32

SCRIBEX

Accountable
SOFTWARE

nexonia

MEKORMA

Integrity
Data
Your people. Our priority.

DATA
MASONS

sana

GREENSHADES
LET US HANDLE THAT

kwiktag
by imagetag

altavistatech.com

33

"We've been in great hands with Alta Vista Technology."

"We believe it's important to work with a company that values our relationship and doesn't treat us like just a number. We've been in great hands with Alta Vista Technology. They have creative ideas to solving problems and work hard to get us the answers we need when we need them. It's a pleasure working with them and we look forward to a long and productive partnership."

Lorraine Holland
CFO at Imlach Movers

"We have a very strong partnership with Alta Vista."

"Though we have a very robust ERP system, it is Alta Vista Technology's insight and support that drives it forward. Alta Vista makes it a point to understand our business processes and objectives so that from the selection process of new applications, through support of existing applications and processes, Alta Vista's team can collaborate with Detroit Radiator to ensure that the right solutions are in place. We have a very strong partnership with Alta Vista and will continue working with them long term."

David Bitel
Chief Operating Officer at Detroit Radiator

34

Oscar W. Larson Co.

"They have assembled some of the brightest talent in the industry…"

"As the Local Chair of the Detroit GPUG Chapter and a longtime Microsoft user, I have had the opportunity to work with several different partners and can speak from experience when I say Alta Vista has created a world-class, customer-centric consulting firm. They have assembled some of the brightest talent in the industry to create a highly experienced, effective and efficient team that focuses on the business relationship. It is very refreshing to work with a partner that is focused on the 'Business Hours' and not the 'Billable Hours'."

Pete Wayne
**CIO & Operational Strategist,
Oscar W. Larson Company**

PRODUCTIONSPLUS
THE TALENT SHOP

"Everything is fixed and everything was able to run sufficiently…"

During a CRM to Dynamics SL integration, Alta Vista consultants were able to work through the issues in source software. Everything is fixed and everything was able to run sufficiently from there. Doreen Bilan, Senior Manager of Accounting at Production Plus, had an overwhelming response to the assistance:

"You are the best!! Thank you for the quick fix and the explanation. It all makes perfect sense."

Doreen Bilan
**Senior Manager Accounting,
Production Plus – The Talent Shop**

sage Intacct

Trial Offfers:
Sage Intacct

As an Sage Intacct partner, we have the ability to offer you a free 30-day trial.

Your free trial includes a personalized sample company, where you can:

- **Try out top features and functionality, including reports and dashboards**

- **Temporarily enter and save information**

- **Invite colleagues to join the experience**

36

Trial Offfers:
Microsoft Dynamics GP

Want to run Microsoft Dynamics GP, but don't want to invest in server hardware? Hosting might makes sense for you.

Our partnership with GoERPCloud allows us to offer a free 30-day hosting trial. Whether you're running Microsoft Dynamics GP today and are curious about the new version, or you're running a different product and want to give GP a try, you can test things out.

Microsoft Dynamics 365

We offer a free 30-day trial of Microsoft Dynamics 365. Your free trial includes your choice of sales, service, or financial scenarios. Try either the Business or Enterprise Edition to demo the full capabilities of Microsoft Dynamics 365. See if Dynamics' automated processes and predictive analytics are right for your business

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37

AltaVista
T E C H N O L O G Y

Southfield
24700 Northwestern Hwy
Suite 601
Southfield, MI 48075
P: 248.733.4504

Grand Rapids
62 Commerce Ave SW
Grand Rapids, MI 49503
P: 616.222.0639

General & Support Email
info@altavistatech.com