

Press Release



Microsoft Gold Sponsor of Convergence 2012 Showcases New Smart Form Toolkit to Customize Document Management Solution

Altec is generating buzz going into the 2012 Microsoft Convergence Conference through the launch of customizable Smart Forms to streamline business processes.

Laguna Hills, CA – January 25, 2012 - Altec Products, Inc., announced today their Gold Sponsorship at the Microsoft Convergence Conference in Houston, Texas on March, 18-21, 2012. As a 10+ year Microsoft ISV (Independent Software Vendor), Altec continues to add value to the Microsoft channel through their flexible levels of partner participation, IDM (Integrated Document Management) training and sales resources.

The company's flagship product, *doc-link*, provides seamless integration to popular mid-market financial accounting packages, and allows for paperless processing of accounts payable, accounts receivable, sales order processing and other accounting and non-accounting enterprise applications.

Victor Martin, President, Best Western Sterling Inn states, "Our industry has a tremendous amount of paper and processes that are historically decentralized. *doc-link* integrated to Microsoft Dynamics has helped us manage these areas with greater efficiencies."

The newly released Smart Form Toolkit provides the ability to configure Smart Forms for processing or creating new documents. Smart Forms are electronic forms that are accessed from the *doc-link* Smart Client. They are configurable, easy to use, and can extend to all areas of your business. These customizable *doc-link* windows can be used to create, index and retrieve documents, as well as structure business processes.

Merri Jo Cleair, *doc-link* Product Manager, Altec added, "We already see many applications for the Toolkit such as the creation of expense reports, credit card reconciliation, and streamlining HR onboarding with electronic check lists. This is a new concept that gives the SMB market the flexibility to automate business processes throughout the entire organization."

Altec's channel-centric team supports the Microsoft Partners by engaging in a unique sales process to uncover the document management needs of their clients. Through a needs assessment process, software demonstration and proposal, the ROI of *doc-link* is quite often realized within months.

One Dynamics SL customer Robert Guerriero, Director of Accounting at Telephone Electronics Corporation states, "The entire *doc-link* project paid for itself in nine months. Our only regret with *doc-link* is that we didn't implement this five years ago. It's been a huge improvement in our processes."

Visit Altec at Booth 2234 to preview new *doc-link* features and the Smart Form toolkit. Altec's break out session is Tuesday, March 20: 12:30 – 1:30 pm and is titled "Streamline Business Processes with *doc-link* – The Tool for your Enterprise."

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doc-link 2.7 is available for all Microsoft integrated accounting solutions which include Microsoft Dynamics GP, NAV, SL and AX.

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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