



ALTICO ADVISORS



Proven Methods. Real Results.

Headquartered in Massachusetts, Altico Advisors implements and supports business, financial, customer relationship, collaboration, and business intelligence management software solutions for mid-market companies primarily throughout New England.

Altico Advisors was established in February 2005 by Mike Kean and Rich Maloney. Mike is a CPA who has held executive positions in Microsoft Business Solutions partner firms for the last 20 years. Rich Maloney is a CPA with 20 years of experience using, implementing, supporting, servicing, and maintaining a broad range of financial and business management software. Mike and Rich have both provided business consulting services for 30 years.

Altico has elected to represent several leading edge product lines to meet the varying needs of mid-market companies, principally in the manufacturing, distribution, software development, and services sectors.

Microsoft Business Solutions – Dynamics GP

Microsoft Business Solutions automate and improve financial, customer relationship, and supply chain management. Delivered through a network of Microsoft partners, these integrated, adaptable solutions streamline processes across an entire business. Altico chose to represent Microsoft Business Solutions because Microsoft products have become the industry standard, because they are and always will be cutting edge, because of Microsoft's commitment to its partner channel, and because Microsoft makes a greater investment in ongoing research and development than any of its competitors, bar none.

Altico Advisors specializes in Dynamics GP business and financial management solutions for mid-market manufacturers, distributors, software development companies, and service organizations. Altico chose to focus on Dynamics GP because it is a comprehensive business management solution built on the highly scalable and affordable platform of Microsoft technologies. It offers a cost-effective solution for managing and integrating finance, e-commerce, supply chain, warehouse and inventory management, manufacturing, field service, project accounting, customer relationships, human resources, and more.

Microsoft Dynamics GP is easy to deploy and configure. Two levels of user based pricing makes a vast array of functionality available to mid-sized companies and advanced features can be added a la carte.



Altico Advisors
Marlborough MA 01752-7477
Phone: 508 485 5588
www.AlticoAdvisors.com
MDoron@AlticoAdvisors.com





ALTICO ADVISORS



Proven Methods. Real Results.

Microsoft Dynamics CRM

Microsoft's CRM software is designed to provide your business with CRM software solutions that automate three key areas: Sales, Customer Service, and Marketing. It is a complete solution for driving measurable improvements across all customer management processes. Altico chose to represent Microsoft CRM because it works the way you do, the way your business does, and the way technology should.

Dynamics CRM is built on the scalable and secure .NET platform with the same look and feel as Microsoft Outlook. It integrates directly into Outlook and other Microsoft Office applications including Word, Excel, and PowerPoint, enabling your employees to work within the Outlook environment that they're already comfortable with. The result: Everyone in your company will quickly be able to begin using Microsoft CRM tools for managing sales, services, and marketing processes. It's familiar and easy to use.

Altico's team of CRM experts will ensure a smooth initial CRM implementation through end user training on Dynamics CRM for sales force automation, marketing automation, and service management. Altico will serve your needs throughout the year with CRM training classes and seminars.

Microsoft SharePoint Services

Microsoft SharePoint Server provides a central location where employees can collaborate, search, manage content and workflow, and leverage business insights to make informed decisions. SharePoint is a core Microsoft technology designed to support the creation, maintenance, sharing, communication, and security of knowledge management components such as documents, KPIs (key performance indicators), corporate announcements, contact data, blogs, wikis, and more.

SharePoint replaces shared folders on network drives with an enhanced feature platform that allows for document version control and revision history, archiving, maximum security, team sites, protected access for multiple constituencies, and workflow templates. It also serves as a foundation for building Web-based applications tailored to individual businesses.

* * *

These choices translate into the ultimate flexibility for Altico's clients.

The Altico Advisors mission statement ...

**To be recognized by our clients and partners as
THE business solutions advisory firm in New England**

... balances the equation.

Altico provides world class products supported by world class service.
Nothing less would be acceptable.