

A person in a red jacket and white helmet is rappelling across a gap between two large, dark rock formations. Two other people are visible on the left rock formation, one in a red jacket and one in a white helmet. The background is a clear blue sky with some light clouds. The overall scene is one of outdoor adventure and challenge.

HELPING PEOPLE REACH  
THEIR GOALS

SOUTHWARE EXCELLENCE SERIES™

**Helping People REACH  
their goals,  
with SouthWare Excellence Series.**

## WHY **C O N S I D E R** THE EXCELLENCE SERIES?

The SouthWare Excellence Series™ is a comprehensive line of integrated business software developed by SouthWare Innovations, Inc. SouthWare is a privately owned company.

Our mission is to “honor God and serve people by helping businesses achieve excellence.” We’ve been successfully developing and providing business software solutions since the early 1980’s, and you’ll find our experience and expertise built into every Excellence Series product.

You’ll find solutions for:

Accounting

Business Decision Making

Customer Relationship Management (CRM+)

Distribution, Sales/Service/Rental, Inventory, POS

E-Commerce and E-Business

Features for specialized markets, such as HVAC, including products developed by SouthWare dealers



# SOUTHWARE EXCELLENCE SERIES **INTEGRATION** ENABLES YOU TO PROVIDE SPECIALIZED SOLUTIONS TO SUIT YOUR BUSINESS NEEDS.

## **FINANCIAL MANAGEMENT**

- Accounts Payable
- Accounts Receivable
- A/R Invoicing Adapter
- Collections Adapter
- General Ledger
- Payroll
- Job Cost
- Fixed Assets
- Cash Flow Ledger

## **DISTRIBUTION**

- Inventory Control
- Point of Sale
- Order Entry
- Purchasing
- Return Authorization
- Assembly Work Orders
- Rental Department
- Item Group Matrix
- Warehouse Tracking

## **SERVICE MANAGEMENT**

- Service Orders
- Service Invoicing
- Contract Management
- Equipment Servicing

## **APPLICATION WIDE**

- SwiftMate™
- DocTransfer™

## **E-BUSINESS SOLUTIONS**

- SouthWare NetLink™

## **CUSTOMER RELATIONSHIP MANAGEMENT**

- TaskWise®

## **EXCELLENCE TOOLS**

- ReportMate™
- ImportMate II™
- Extended Data™
- ExcelReport™
- ExecuMate II™
- International Transactions
- SouthWare WorkFlow™
- SouthWare Forms™



## CUSTOM without CUSTOM

One of the most valuable benefits you get with the SouthWare Excellence Series is the **ability to tailor** the features of your system to your special needs while remaining **compatible with current and future versions.**

# SOUTHWARE PRODUCTS ARE **EASILY SCALED** FROM SMALL TO LARGE SYSTEMS SO YOUR BUSINESS WILL NOT OUTGROW YOUR SOFTWARE.

## INNOVATION

SouthWare is a leader in creating innovative tools for businesses. For example:

- Our **ExecuMate II™** product provided an Executive Information System for our customers before most people understood the concept of EIS.
- Our **SouthWare Netlink™** technology allows you to provide powerful Internet browser-based access to your system for customers, vendors, and employees.
- Our **WorkFlow™** tool is a creative approach to meet the need for tailored programming solutions that are safe and easy to make and do not prevent you from loading standard updates.
- Our **TaskWise™** tool gives you all the power and flexibility you expect from a mature CRM product plus it fully integrates with all your financial data.

## MATURITY

With SouthWare you get *the most mature business software available*. We've been able to incorporate new technology into each revision without rewriting our software from scratch. You get software that has the depth of functionality that comes only with many years of experience.

## ADAPTABILITY

One key to a successful business is the ability to customize the system for your special needs **while retaining compatibility with future upgrades**. Powerful tools including screen overrides, Forms Adapter, Extended Data and WorkFlow allow you to change screens, customize forms, add new data fields and build-in your custom business rules and processes that make you unique. These changes automatically apply to new updates.

## PORTABILITY

Another key to an excellent system is portability. With SouthWare's Excellence Series you get the most portable software available (600+ systems) so it will run on the system you need now and the one you'll need in the future. Easily move between Windows (All), Thin Client, LINUX, UNIX, AIX, HP-UX, Solaris and others. Choose from multiple databases such as Vision, MS-SQL Server, and various other ISAM options that are right for your system and your company.

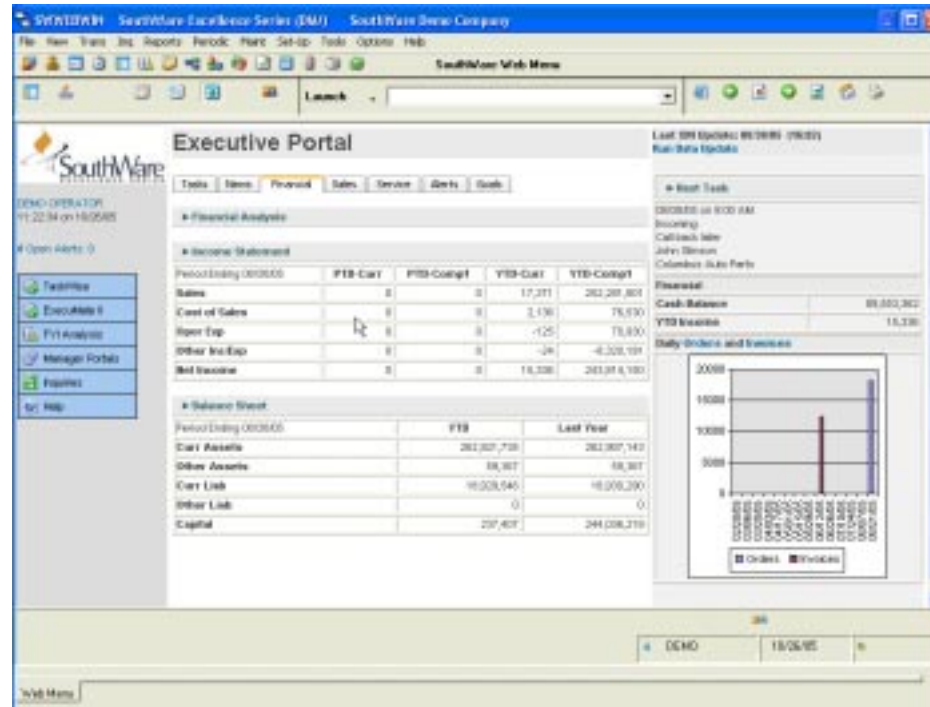
## SMART TECHNOLOGY

Our approach is to utilize technology that makes sense for business. We use software tools that blend proven technology with the latest advances in software standards such as Thin Client, GUI, Client/Server, ODBC, relational databases, etc. You get the reliability and widespread acceptance of mature tools PLUS the ability to take advantage of features found only on the latest systems.



## PERSONAS & PORTALS

With Revision 11 and future revisions the Excellence Series is even more focused on helping the user get their job done easily and efficiently. We use personas to simplify the screen layout and let the user focus on their roles and goals. Visible improvements have been made to all aspects of the system - menus, transaction processes, file maintenance, inquiries and reporting. Menu portals include both status data and links to the programs and functions that each user is most likely to need. Since these portals are web pages, it is easy to personalize the individual portals to handle personal preferences and changing job duties.





The SouthWare Excellence Series is a fully integrated family of business applications for your accounting and related processes. The features have been refined over the years to handle the most challenging needs of thousands of businesses. SouthWare products are easily scaled from small to large systems so your business will not outgrow your software. The Series is also built using a uniquely portable technology that lets you choose from over 600 different computer hardware / operating system platforms. More information about the SouthWare Excellence Series can be found at [www.southware.com](http://www.southware.com)