

## Press Release



### **Altec will present sessions at the Information Technology Alliance (ITA) Conference to educate executives on how to build their business with document management.**

Altec, as a channel driven company, will present productivity enhancing technologies for partners to enable business owners to increase efficiencies, reduce handling costs and improve communication with tools like *doc-link*, integrated document management.

**Laguna Hills, CA – November 28, 2011** – Altec Products, Inc. announced today their participation as a speaker at an educational document management session at the ITA Fall Collaborative event December 4 – 6, 2011 in Austin, Texas. This session will present strategies for ERP Partners to build document management into their portfolio, and help their clients streamline business processes and reclaim valuable hours in their work day. Altec will walk through practical steps and real time examples of the power of streamlining business processes inside and outside of accounting. This allows clients to increase efficiencies in the office, and eliminate tedious, outdated, paper-intensive processes.

One Partner, Mark Severance, Director of Sales and Marketing at Arxis remarks, “One of the best things about working with Altec is it allows us to expand the solution to either new customers or existing customers, where we are providing more and more value to them, BUT we don’t have to be the document management experts. Altec really makes it easy for us to come in, make a recommendation, be a part of the sales process, AND help the customer know that we are providing the additional value. Yet at the same time, we can intentionally maintain our focus on where we specialize, the ERP.”

Altec has been a member of the ITA network for since 2009. ITA is an independent, membership association of mid-market technology professionals and product/service providers in North America. Their primary objective is to create a community where members share information and build relationships that improve the way they, and their clients, do business. This network of owners and senior leaders of businesses provide IT solutions (products and services) to small and mid-sized businesses. ITA is seen by others as a small, selective, vendor independent, group of highly ethical people who are committed to sharing the skills and experiences that make them successful.

"ITA provides a forum for senior managers to exchange ideas and share business practices. Of the conferences I attend, the semi-annual ITA conferences are by far the best at focusing on the strategic issues that concern me as a business owner." Eric Frank, Nextec Group, Inc.

Brandt Morrell, President and COO of Altec states, “This is one of our most important events of the year. Our face to face time with the ITA community has proved invaluable in growing powerful relationships with our mid market channel partners. We value and embrace the ITA philosophy of educating, not selling.”

Session Title: How Your Clients Can Maximize Business Efficiencies Using Document Management Tools

Session time: Monday December 5, 2011 at 11:15 am -12:30 pm. Speaker April Blankenship

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Session time: Monday December 5, 2011 at 2:00 – 3:15 pm. Speaker Kevin Dudevoir in the ISM Panel.

### About Altec

Altec is a leading provider of Integrated Document Management (IDM) solutions to mid-market companies. For more than 25 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](http://www.altec-inc.com), or call April Blankenship at 1-800-997-9921.

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