

Want to know what  
SBS 2003 R2 can do for you?  
Speak to the experts! We can help you get  
more out of your IT investment!



correct  
solutions

# that's correct

The latest in Smart IT Solutions by The Smart IT Company september 06

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## Correct Solutions

We are interested in  
getting to know you and your  
business. If you  
have questions or  
require assistance please  
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Tired of not getting  
what you need  
from your system?  
We can help!



**With this month's issue we bring you...** Some exciting news about how we did at the Microsoft Awards. Information about SBS 2003 R2 and what it can do for you. Our latest Team Member profile and some helpful hints on how you can get the most out of your business systems. We value your feedback! If you have any comments about this Newsletter please give us a call on 02-8831-8200 or send us an e-mail.

## correct solutions - finalist at the microsoft awards

Microsoft Australia last month held its annual partner conference, where it handed out awards to its top solution providers. With over 800 Certified and Gold Certified Partners eligible to provide submissions to Microsoft for judging, competition is fierce. Microsoft judged various elements of our submission to determine how well the solutions that Correct Solutions have provided our clients fit not only their technical needs, but also their business requirements.

We have been focusing on the small to medium business customers for the entire 9 years of operations now and we have developed a great understanding of the needs of these clients. Correct Solutions was the first Small Business Specialist in Australia when this program was launched just over 12 months ago. Our submission this year was based on a solution we did for Incoships – a 20 person shipping company that has helped them communicate better within their organisation and with their remote locations in Singapore and ship based assets. Incoships Chartering Manager, Lindsay Harvey said "Correct

*Solutions are impressive in their solutions to our business needs and their follow-up, making sure that everything is working according to plan." This submission placed us as a finalist in this year's Microsoft awards for the Small Business Solution of the year. Wayne was understandably proud of the Correct team's achievements stating that "This exemplifies the level of solution we provide to our customers and a reflection on the team effort that our staff exhibit when working with customers. This is our 2nd year that we've made the finalist and rumour has it that we came 2nd overall which was a fantastic achievement for us". Our Managing Director, Ryan Spillane, obviously also proud of our achievement said "Our clients are our best advertisement of our success – they are always willing to act as a reference to the work our team does".*

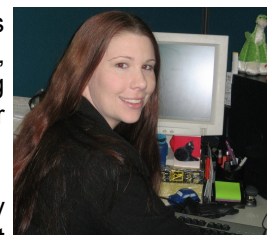
**For more information on how Correct Solutions can help your business get more value out of your IT environment, contact us on 02 8831 8200 or visit our website at [www.correct.com.au](http://www.correct.com.au).**

## Team member profile: Belinda rayfield - sales & marketing co-ordinator

Belinda has been with Correct Solutions for over 5 years, she moved on from her original Administrative role to the newly created Sales & Marketing position in September 2005. Belinda is now the main contact for all Sales enquires, handling the preparation of quotations and proposals. Belinda has a strong background in the arts, having attained a Bachelor of Art (Visual Art) and a Master of Art Administration, which gave her, among other things, an introduction to Marketing. Belinda is now completing Diploma of Business (Marketing) and enjoys using her new found skills in the other side of her role, developing and implementing Correct's marketing activities, including this newsletter.

Belinda is determined to continue her studies, planning to eventually attain a PhD and pursuing her first love of psychology. The only thing that gets in the way of her studying is her active social

life, which often involves frequenting funky cafés, visiting friends and having people over for movie or Playstation/X-Box.



Belinda says that "we really are like family here at Correct Solutions. We are a close-knit team who supports each other and our clients and we work in a welcoming, relaxed environment. I feel comfortable working here knowing that we're here to help and although it may seem rather trivial sometimes, we can make a difference and help make people's working lives easier. Working at Correct Solutions gives me the opportunity to communicate and network with interesting people on a daily basis and allows me to learn, be challenged, use my knowledge and gain new experiences."

## September Special Offer! The Fly Free with HP Promotion is in its Last Days!

If you purchased a HP nx series notebook or dx series desktop in the last few months and haven't made your claim yet go to [www.hp.com.au/flyfree](http://www.hp.com.au/flyfree) now to redeem you free flight!

If you need a new notebook or desktop, now's the time to buy, but hurry, this offer ends 30th September 2006!

Looking for a better business solution that suits your needs?  
Call us to find out how we can help!



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### Time to take a fresh look !

Every business owner trying to manage customers, employees, costs, stock, sales, cash flow and all the other joys of the day to day business operations, will understand the need for good reliable systems and information to make it all work.

If you walked away from your business for a nice long weekend, or that 2-3 week holiday you desperately need, can your business function without you ? Do you come back to mountains of work ?

Does it take you hours each month to manipulate the raw information from your accounting system into meaningful statistics on your sales, stock, costs and profit, so you can manage your business ?

There is a better way, and there are lots of options, based on your business and your budget.

At Correct, we understand the small to medium business issues you face, because we are a small to medium sized business. We listen to what your key needs are, and offer solutions that we know have worked for other businesses that have had similar issues.

This gives our Correct consultants a unique combination of knowledge, understanding and know how.

#### We offer business solutions in the following areas:-

- Accounting
- Payroll
- Customer Relationship Management
- Human Resources Management
- Job Costing
- Service Management – including scheduling and much more
- Mobile Solutions – for Service, Sales and Inventory
- Import Costing
- Stock Management – including mobile solutions
- Company Web – to improve your internal business operations and structure
- Reporting with Crystal, Sales Matrix, Access and Excel live links

The key, is that the systems we sell, implement, train and support are all integrated and can be customised to suit your business operations and needs.

So take a fresh look at your business and ask yourself the questions...

Do you want to grow ?

Will your current systems, allow you to grow ?

**Call us to make a time to discuss your business on 02-8831-8200**

### Aussie demonstrates world best technical skills at us conference

Our two directors, Wayne and Ryan recently attended the 4th annual SMBNation conference in Seattle, Washington, USA. SMBNation is a worldwide independent conference that focuses on the Small and Medium Business market place for IT Consultants. Our team were attending the conference to look at the latest products and techniques that we could use to better help our customer's IT environments meet the demands of their businesses.

Wayne and Ryan presented an in-depth session on Microsoft's new Small Business Server 2003 R2 (SBS 2003 R2) product that has recently been released to the market. SBS 2003 R2 includes the latest in patch management to help reduce the cost of securing our customer's networks with the various Microsoft application and operating system patches. During the 2 hour session to the conference's 500+ attendees, our team setup and configure the latest system as well as providing in-depth technical training on the product.

The Correct team showed the attendees and the world that we know our way around the new product and the needs of the SMB customer. Among the audience were senior members of the SBS Development team including the Program Manager who wrote the patch management integration with SBS 2003 R2. Following the event, he

commented "I was going to prepare some training myself for our team internally, but your material is so good that I won't need to now..." Ryan and Wayne really proved that Correct Solutions know how to implement networks to world class standards to the benefit of our customers.

**If you're interested in learning more about SBS 2003 R2 and discussing how to secure your networks using the new technology and our world class standards, give us a call on 02-8831-8200.**

**Do you know anyone who might like to receive our newsletter?**

**Please forward our Newsletter onto them and if they wish to go onto our e-mailing list to receive our monthly Newsletter, please send us a quick e-mail to [info@correct.com.au](mailto:info@correct.com.au) or give us a call on 02-8831-8200!**