

T3 Information Systems Solves Client Issues and Provides Unique Value with NetCharts Performance Dashboards (NCPD)

**Visual Mining Value Added Reseller (VAR) Solves Financial
Reporting and Organizational Performance Challenges**



About T3 Information Systems

T3 Information Systems (formerly Tate & Tryon Technology and Pierce Financial Systems) is a Microsoft Gold Certified Partner and Presidents Club Member specializing in Microsoft Dynamics GP (formerly known as Great Plains) and financial reporting and budgeting applications such as XL Reporter, FRx and Forecaster.

T3 is an authorized NetCharts Performance Dashboards value added reseller and has been a Microsoft GP reseller since 1997. T3 currently services over a hundred clients across key industries including, Not-For-Profit, Healthcare, Financial, and Distribution/Service. Services are principally focused around the implementation, training and support of GP and third party products, as well as on-line financial reporting and collaborative budgeting software applications, including their own Full Circle Budget.

The T3 Business Need

For T3, it started with a customer conversation. T3 wanted to know what more they could do to help their customers become more effective and help their organizations grow. T3 took an open, solution orientation to uncover customer issues. What they found was revealing — many of their customers finance and accounting issues went beyond the scope of traditional accounting.

For example, T3 found many of their customers wanted to reduce the amount of time it takes to prepare and share financial reports to management and key stakeholders. They also found customers were interested in organizing, monitoring and sharing key performance metrics to help drive the business forward. Some of the more specific requirements T3 heard from customers included:

- Reduce the amount of, and dependency on, spreadsheets and ‘spreadmarts’
- Provide high level interactive financial reports, with the ability to drill down to transactional level details – and at the same time, help consolidate reports
- Offer a platform for easy communication and collaboration of organizational performance

Visual Mining Value Added Reseller (VAR) Case Study: T3 Information Systems

- Enable monitoring and measurement of real-time organizational performance
- Provide immediate insight into key performance indicators (KPIs), with the flexibility of assessing current activities against budgets and historical trends

T3's success with its customers had been due in part to their ability to simply listen to their customers and help them solve their problems. They realized that new set of requirements there was the opportunity to grow their own business. There was only one issue- T3 realized they didn't have the necessary products or resources in house to solve many of their customer's challenges. So, T3 had a choice – build the software solution their clients needed or partner with an organization that could help deliver the solution *with them*.

To minimize development time and costs, T3 pursued a solution to help them solve their customer problems. In doing so, T3 realized they did not have the time or the budget to find just another software provider. They needed a *partner*.

The Visual Mining Partner Program

Delivering data visualization and business intelligence dashboard solutions to OEM partners for nearly 15 years, Visual Mining provided T3 with a compelling opportunity to help them solve their most pressing customer issues. Visual Mining offered an award winning solution that brought a broad range of business benefits-- NetCharts Performance Dashboards Solution for Microsoft Dynamics.

In addition, rather than taking a 'one size fits all' approach – the Visual Mining Partner Program takes a 'right fit' approach— offering the right technology *and* business fit to ensure a true partnership.

Visual Mining's NetCharts Performance Dashboards Solution for Microsoft Dynamics

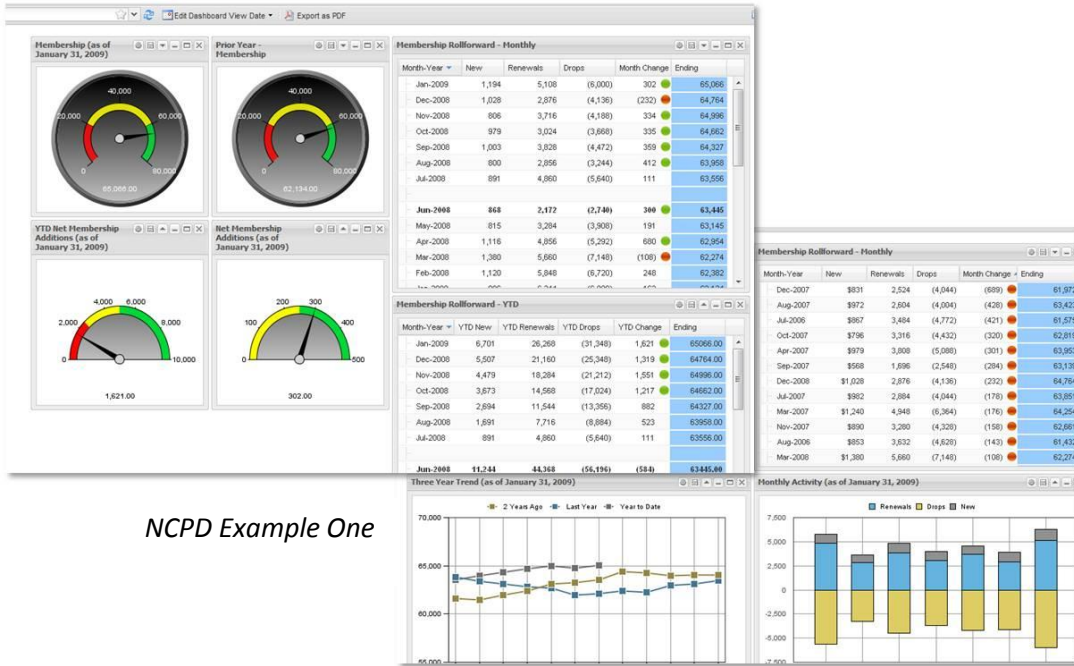
NetCharts Performance Dashboards (NCPD) Solution for Microsoft Dynamics provides intuitive browser-based business intelligence dashboards and financial reporting. Finance professionals can explore and analyze data on their terms—without leaving the dashboard or having to constantly call on IT. NCPD easily connects to the main modules of Dynamics (i.e., GP), so financial and accounting professionals no longer have to export data, copy it several times in spreadsheets, and assemble it based on the project. Finance and accounting professionals can spend less time copying, pasting and assembling data—and more time analyzing the data, and providing feedback and direction to the business.

"NetCharts Performance Dashboards is easy to implement and integrate with a broad variety of data sources, including those our clients use daily, like Microsoft Dynamics and Excel."

- Matt Adamowicz, COO and Co-Founder, T3 Information Systems, Inc.

With this solution in hand, T3 Information Systems is able to help **solve issues which are inhibiting their clients' growth**. With NetCharts Performance Dashboards (NCPD) Solution for Microsoft Dynamics, T3 clients have reduced their dependency on spreadsheets and simplified their reporting process. Their clients' finance and accounting teams can now provide managers with a real-time view of organizational performance (see NCPD Example One):

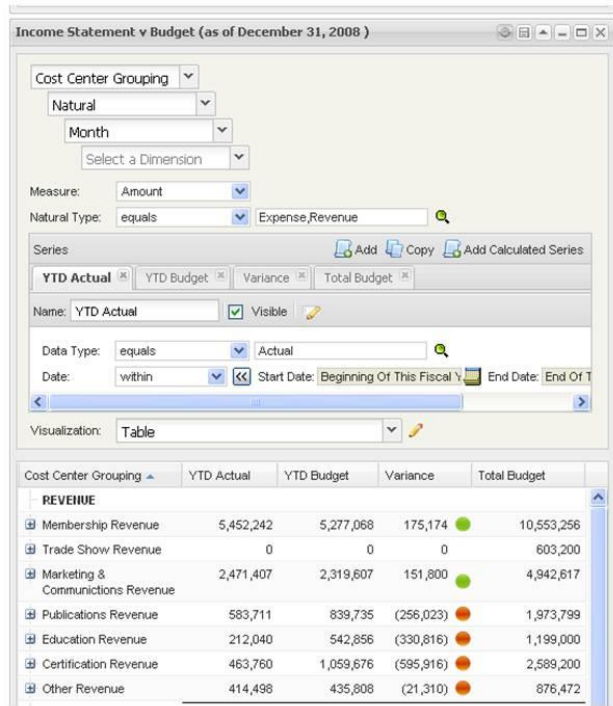
Visual Mining Value Added Reseller (VAR) Case Study: T3 Information Systems



NCPD Example One

Using NetCharts Performance Dashboards Solution for Microsoft Dynamics, T3 can provide their clients with operational dashboards that include tables and familiar, 'Excel-like' reporting features such as column sort ordering, and in-place arithmetic.

Plus, NCPD includes user defined, row-level visual alerting to identify variances and powerful 'Smart Pivot' functionality to regroup and view financials based on the category of their choice (i.e., department, time period, cost center, etc.) with a simple drag-and-drop (see NCPD Example Two).

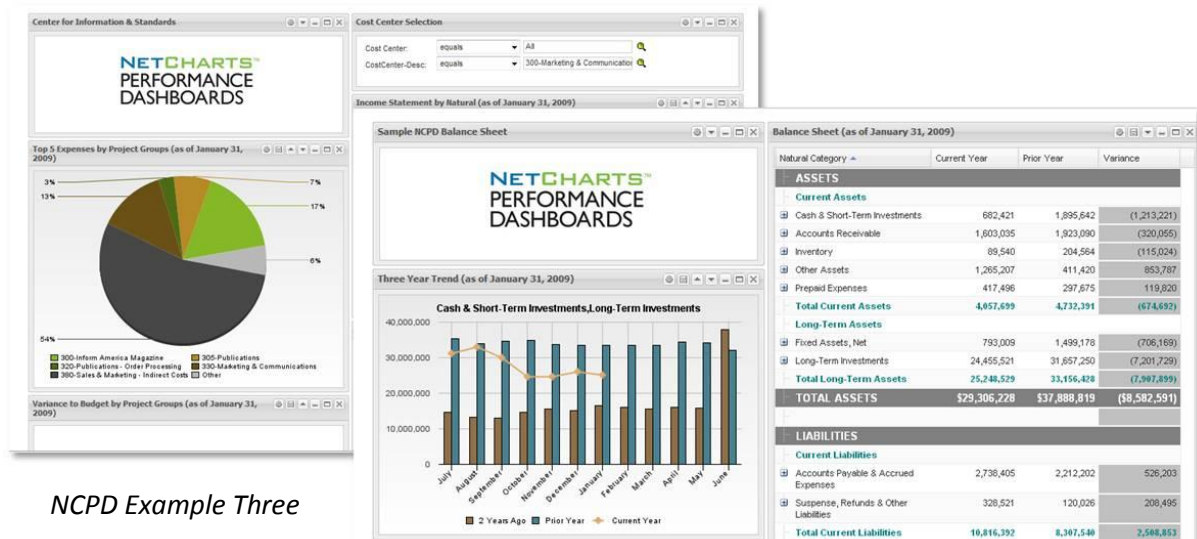


NCPD Example Two

Visual Mining Value Added Reseller (VAR) Case Study: T3 Information Systems

These capabilities help simplify financial reporting for T3 clients by providing a highly interactive, intuitive interface that reduces their clients dependence on 'spreadmarts', ensures there is a single version of the truth, and facilitates collaboration between managers via an online, browser-based interface.

With NetCharts Performance Dashboards Solution for Microsoft Dynamics, T3 clients are now able to reduce the time they spend preparing financial reports. And perhaps more importantly, they are able to spend more time on analysis and collaborating with managers to drive better organizational results (see NCPD Example Three).



NCPD Example Three

Beyond Award-Winning Software

When evaluating Return on Investment (ROI) and need to help solve their customer challenges, T3 looked beyond software. They wanted a partner that would help them go-to-market. Partnering with Visual Mining, T3 received award-winning software, and a proven, stable business partner with nearly 15 years experience and nearly a decade of sustained profitability.

Visual Mining provided T3 Information Systems with a broad and deep variety of go-to-market assistance, with items including but not limited to:

- Dedicated Partner Manager
- Co-marketing programs
- Joint-selling assistance
- Sales & technical training
- Product & solution updates
- Joint marketing event planning
- Technical support
- Early-release programs
- Email marketing campaigns
- Development & demo licenses
- Lead Registration Program
- Dedicated marketing contact
- Custom marketing collateral
- Blended Services Teams
- Lead generation
- Account assistance
- Partner portal
- Pre & post sales assistance
- Lunch and learns
- [Visual Mining.com partner listing](#)

Because of the partner benefits, as well as the award-winning software provided by Visual Mining, T3 Information Systems has been able to solve some of their customers' most pressing business challenges. This has helped T3 Information Systems continue to grow – and perhaps just as important – protect and strengthen their client relationships.

“NetCharts Performance Dashboards (NCPD) provides an easy, affordable way for us to add client value. With NCPD, we've been able to strengthen our position as a trusted advisor to our clients.”

- Matt Adamowicz, COO and Co-Founder, T3 Information Systems, Inc.

About Visual Mining

For more than a decade, Visual Mining continues to be a profitable, trusted and valued provider of business intelligence dashboard and data visualization solutions that instantly transform data into actionable business information. Visual Mining's award-winning NetCharts software delivers comprehensive, intuitive, and effective solutions for both developers and business end-users. Visual Mining's support and professional services teams complement their products by providing the expertise to ensure success. Follow us on Twitter! www.twitter.com/visualmining. Visual Mining: Visualize. Analyze. Capitalize. www.visualmining.com

© 2010 Visual Mining, Inc. All rights reserved. Visual Mining, NetCharts, and NetCharts Performance Dashboards are trademarks of Visual Mining, Inc. Other names used herein may be trademarks of their respective owners.

