



The retail world is changing rapidly and you need the right technology partner if you hope to stay ahead.

At BTM Global, we provide retail system integration and development services for clients ranging from small regional chains to the world's most recognized brands. Through development, implementation, support and strategic technology planning, we offer a holistic perspective of your long-term needs to help you succeed and grow.

BTM Global: Experience the Difference

We have expertise in best-in-class technology from a variety of providers. We are a long-time Gold-level member in the Oracle Partner Network Specialized program, and we have deep experience with Oracle Retail Store Solutions, Business Intelligence, Merchandise Operations Management and other solutions. But our work is about more than the technology. Our clients choose us because of our holistic approach and deep industry expertise.

Our approach is strategic

We don't impose a generic project plan on our clients and we don't think narrowly about tasks. Our teams are strategic advisors, problem solvers and proactive partners who examine a project from many perspectives and leverage their industry expertise to offer the best solution. Post-implementation, we enable and support your team to ensure a smooth deployment. From start to finish, we think about your project in the long-term and seek to understand your company objectives so that we can foster open and honest conversations about what's truly needed to help you achieve success.

Our expertise is diverse

Our teams are seasoned and our expertise is diverse, which gives us a more comprehensive perspective when working with unique challenges and technologies. Our varied areas of expertise, coupled with our strategic approach, allow us to respond more quickly and creatively to your technology and business needs.

Experience the difference of BTM Global. It's the reason so many clients return to us to implement additional projects, address new problems and provide other services to help make their business operations more seamless, efficient and profitable.



OUR SERVICES

Whether we provide you with one or all of our services, we approach each project as a partnership that positions your organization for long-term success and growth.

Development

By examining your needs through a strategic lens, we understand the landscape of your business and how technology can help achieve your objectives.

- New technology and systems often require customizations to integrate fully into your operations. Our customizations enable you to maximize your investment.
- Our development plan is unique to your organization and ensures that your technology will drive success while giving you the flexibility to adapt and grow.
- Unlike other companies that simply implement, we can develop custom solutions from the ground up to serve your needs.

Implementation

When we implement a system, our work is based on the belief that it should provide long-lasting benefits.

- We identify how best to integrate existing systems, where gaps need to be filled or what to consider when planning future growth.
- There is no cookie-cutter approach to implementations. We leverage best practices as well as customize our work to fit your needs.

Support

We provide implementation support, from operations to training to maintenance, to ensure that your system runs flawlessly.

- Our customized support services work seamlessly with your retail system maintenance program, giving you another layer of support without extra hassle.
- From guidance and support during initial go-lives, through continuing roll-outs, you can be confident that deployments are stabilized and running effectively. Our experts are available to train your teams and prepare them for launch time.

Strategic technology planning

A smart strategy is the foundation of any successful technology infrastructure.

- We help you determine the technology needed to reach your goals and make a business case that effectively champions your strategy.
- The best strategy won't be successful unless your team is prepared. We advise and guide you on change management processes that support a smooth adoption and high productivity.

WHAT OUR CLIENTS SAY

I brought BTM in to make critical fixes to our ORPOS environment, and they were so outstanding I now have them develop additional functionality for us. I appreciate the communication approach they take with each project plan and budget because it sets us all up for success.

- Byron Snider, information services leader, Scheels

We are extremely happy with our selection of BTM Global as our Oracle Retail v14 implementation partner. Their team of experts has demonstrated the technical and functional experience necessary to successfully implement Oracle Retail solutions.

- Mike Shinagawa, vice president of management information systems, Big 5 Sporting Goods

Find out more at btmglobal.com
Contact us at **612-238-8800**

