

Your Tech Tamer

Your data. Your way.

When and where you want it.

Customer Testimonial – Mark Janz, CFO

Mark Janz has worked with **Your Tech Tamer** for 12 years addressing multiple challenges with a wide variety of solutions. “Your Tech Tamer has made it possible to meet the very demanding needs of the senior management and boards of directors for several of the companies for which I have worked,” explained Janz. “When the ERP systems of these companies could not provide specific data in a particular format, YTT always met the demand quickly, accurately and at a reasonable fee. They consistently applied a common sense approach to the task and very often made suggestions that improved the end product. There are many times where I do not know what I would have done without them.”



The partnership between YTT and Janz began at Century Homebuilders where Janz was hired as the CFO. When he came aboard, the home builder was changing its company culture by instituting more policies and procedures to run more like a corporation and was in the process of implementing a new home building construction software with the assistance of Your Tech Tamer.

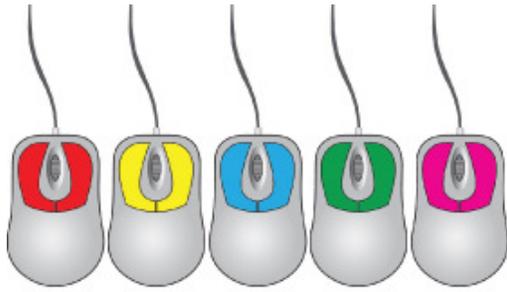
“Like every project I have worked on with YTT, they started by figuring out how we did what we did, how we wanted to do it moving forward, and helped us transition from A to B. Because YTT took the time to understand our business, we had much more fluid conversations than with other consultants. We were told by the software vendor that it was the best implementation of their product that they had seen. Once we had the software implemented, we were able to determine certain areas where the software didn’t quite meet our needs. YTT helped leverage the features and functionality of the software to produce timely and accurate information and reports from outside if the “canned” reports offered by the software, providing us with information when we wanted it and how we wanted it.”

“When I worked at Pride Homes, **Your Tech Tamer** was hired to identify potential process improvements and determine how to get information out of our existing ERP system in order to get what we wanted out of it and to be more efficient.”



At Longford Group, **Your Tech Tamer** partnered with Janz to create a sophisticated cash forecasting system that can extract data from the ERP system, allow manipulation of the data based upon certain rules, then passes updates back to the ERP system. YTT also created an interactive website for home selections and rental properties. “We needed budgeting and forecasting information and better reporting at Longford. We turned to Your Tech Tamer because we knew they would find a way to get the information in our systems into meaningful management reports. They set up a





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process to manipulate the data without a lot of redundant keypunching. The resulting reports became the “bible” for our company. At Longford, Your Tech Tamer also helped better utilize our sales tools and come up with programs to keep our sales team on track and interact with the web. In every situation, YTT has had the business acumen to look at our needs and wants before deciding how to proceed.”

As CFO for Carpets & More, Janz turned to **Your Tech Tamer** to help create on-demand, custom financial and sales reporting and forecasting reports using data from its ERP system. “Our software was fine on the operational side, but it did not provide useful management information. **Your Tech Tamer** helped make our systems work together better and produce valuable information at a reasonable cost and usually completed projects well before our scheduled deadline.”



As VP of Finance for Brady Industries, Janz again called upon **Your Tech Tamer** to help solve the challenges of an unresponsive software package. The main program they use handles the daily processes fairly well but when it comes to presenting financial statements and the detailed information that supports those statements, it falls short. The YTT team was able to create a portal that cut the time it took to produce the financials by 75% as well as providing a method for the management team

to access the detailed information behind those financials directly without having to request the information from the Accounting department. The additional time that this process has saved the company has provided a 100% ROI within the first 4 months of using the program. We also utilized the YTT team to create certain on demand reports that we not available with our existing system. Our IT team was able to focus on other issues while **Your Tech Tamer** created the reports producing a more efficient means of retrieving the data and, again, creating an immediate ROI. No one software program can meet the needs of everyone who uses it. **Your Tech Tamer** bridges those gaps very well.”

Janz also commented on the expertise of **Your Tech Tamer's** president, Sandy Clitter. “Sandy’s experience as a CFO and as a business owner really helps her understand her customers’ needs from a variety of different angles. Before meeting Sandy, I would often say ‘this can’t be done’. Now, I call Sandy and we figure out a solution together that enables owners and managers to click one button and get what they need from their technology; and, she is great at communicating to managers exactly what the buttons do and what they don’t do. She is a great value.”