

# The Bottom Line

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## Black|Line Hosts “Green October”



Everyone knows how to separate paper, plastic and glass so they can be recycled, but few know what to do when it comes to their old computers and printers. Black|Line is helping by hosting an electronic recycling (**e-cycling**) event for local businesses. Companies can now safely recycle outdated IT equipment and protect the environment on October 17 and 18. [Click here for more information](#)

## Improve Your ROI with Virtualization

In addition to energy savings and lower capital expenses due to more efficient use of your hardware resources, you get high availability of resources, better desktop management, increased security, and improved disaster recovery processes when you build a **virtual infrastructure**. Sound too good to be true? Virtualization essentially lets one computer do the job of multiple computers by sharing the resources of a single computer across multiple environments. Additionally, virtual servers and virtual desktops let you host multiple operating systems and multiple applications locally and in remote locations, freeing you from physical and geographical limitations. [Click here for more information.](#)

LESS = MORE

## Building a Future For Small Business



**Microsoft Dynamics** is a line of integrated, adaptable business management **software that automates and streamlines** financial, customer relationship, and supply chain processes in a way that helps you drive business success. Microsoft Dynamics solutions include software solutions for retailers, manufacturers, distributors and services companies doing business domestically or in multiple countries. With these tools in hand, people in every key position in your organization can contribute to the success of your company. If it is time to integrate across your company the information needed to be more efficient, accurate, and competitive, then it is time for you to look into Microsoft Dynamics. [Click here for more information.](#)

## Get To Know Us... Again

staying focused.” While we are and always will be **focused on serving small business**, we are not standing still. We are learning new technologies, increasing the technical knowledge of our dedicated Engineers, and finding ways every day to improve our internal operations. So check us out on [www.blacklineconsulting.com](http://www.blacklineconsulting.com) or give us a call (630) 388-1700.

**Black|Line Consulting is constantly evolving;** which is a single word for “getting better while

From the Editor’s Desk...



As owner of Black|Line Consulting for over 13 years, it is no surprise to me that the economy is going through another difficult phase. Black|Line has enjoyed economic surges and survived breathtaking market falls. I have watched friends lose jobs and start businesses. As a company, we have expanded and we have pulled back. We keep on keeping on.

Ninety percent of Black|Line’s client base is small business. I empathize with the difficulty most of you, as small business owners and managers, encounter when you must make tough decisions; decisions that require character. John Gough, a British Brigadier General, is credited with this quote that has stuck in my memory since I heard it from a friend, “Reputation is for a time. Character is for eternity.” I like that.

Our small businesses might flare with success for a few years, but they will earn a lasting glow if they are guided by the compass of character. In good times and in tough times, we want our clients, our peers, and most importantly, the people we work with and those we lead, to believe in our character. In challenging times, I can lose my money, but the only way I can lose my character is to choose to.

So, as we navigate these treacherous economic waters, which will undoubtedly become calm again, Black|Line’s clients and partners can count on the compass of character to guide us to the high road. In the end, through the predictable ups and downs of business, this is what will serve us the best. Truthfulness, compassion, fairness - I would rather hit the pillow at night knowing I and everyone at Black|Line are well known by these things; and when the inevitable tandem of profit and success arrive, so much the better.

- Jody Jankovsky