

**V**alue **A**dded **R**esellers  
increases

**profit margins**

with **DBIS**

**Wholesale  
Distribution  
System**

**DBIS  
Reseller**



**DBIS puts Value Added Resellers in *motion***

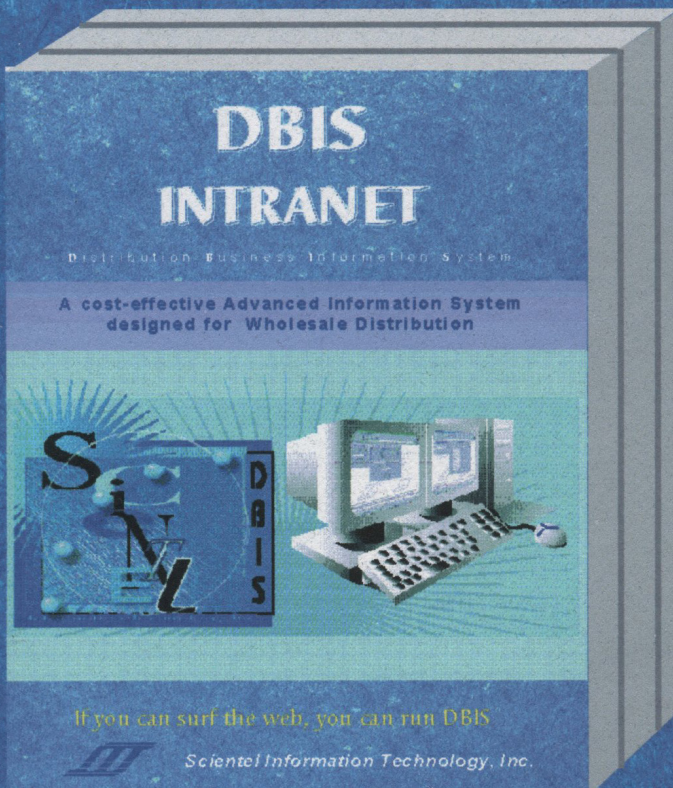
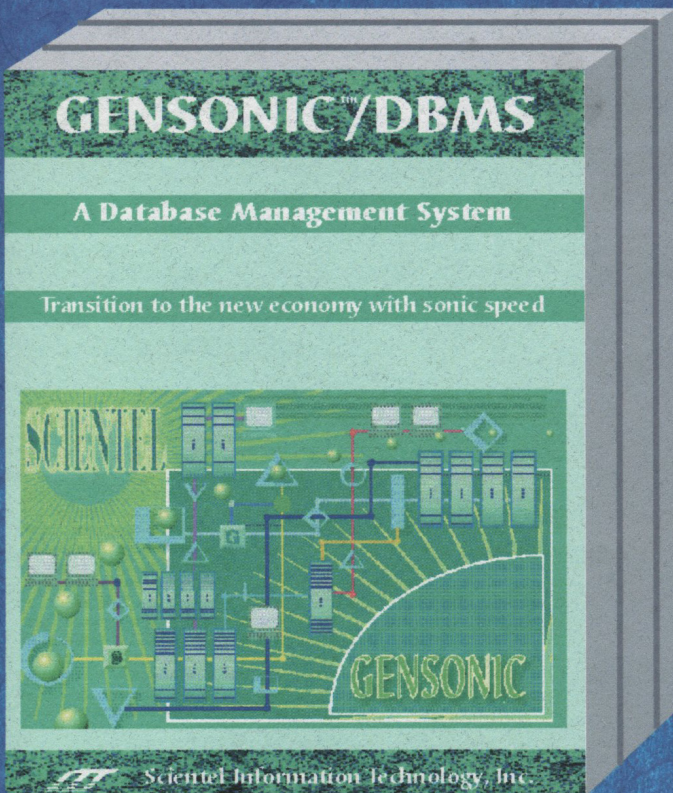


## GENSONIC

**GENSONIC** is a relational database management system designed to address today's Information management tasks. It allows applications to be developed in an intranet mode providing the latest in Graphical User Interface. The GENSONIC browser, like internet compatible GUI, allows most users to learn applications without much training. GENSONIC's optimized objects execute faster than most DBMS systems, providing the highest price/performance ratio in the industry. GENSONIC 4GL syntax is carefully designed to be THE simplest of all 4GL systems. Most programmers find the GENSONIC syntax to be simple enough to start writing programs fast. GENSONIC applications can be configured to run on servers in a UNIX environment with users running in a Windows environment. This combination produces the best results for client-server applications deployment. With its competitive pricing structure and unparalleled deployment/execution capabilities, GENSONIC is the preferred choice for VARS and developers alike.

## DBIS

In today's ever-changing market place, VARS need to provide the most economical yet reliable and powerful solution for Wholesale/Distribution customers. DBIS (Distribution Business Information System) combines the economics, speed, and performance of GENSONIC DBMS with a powerful wholesale distribution solution. DBIS includes all the necessary modules to completely automate Wholesale Distribution. It can make new employees become productive very fast due to its built in features like the item fuzzy-search engine combined with imaging graphics. It can help increase customer satisfaction and product service levels. It tracks the orders, manages the inventory and it even does automatic purchasing based on sales trends. The DBIS e-commerce system can also help increase sales. Users and remarketers prefer DBIS due to its reliability and low maintenance requirements because it means higher uptime and lower downtime.



## The changing Technology

Over the last few years, the computer industry has witnessed many major changes. These changes are continuing to move at a rapid pace. Not too long ago, VARs created and sold applications that ran in a character environment off of a central main computer system. These systems, mainly based on the UNIX operating system, were very stable and cost effective, but lacked the modern day sophisticated user interface.

## The PC Network solution

The power of modern PCs enabled some VARs to design and sell applications based on Networked PC's, but reliability was an issue. The solution for others was quite different. Even today, some resellers offer a simple emulation of their character applications under a PC windowing environment. But in functionality, their applications remain the same. Other resellers simply recompiled their code in a new environment, leaving the same functionality but facing a new set of problems created by code written for a different platform.

## The confusion in the integration

While some resellers are trying to settle down with one platform or the other, the emergence of the internet has brought in more changes. The browser has introduced the most advanced GUI allowing Graphic Images and sound to be mixed with data base elements in a highly integrated fashion. Now, this changes everything.

## The GENSONIC Internet - a transition to a new economy

At Scientel we believe in the future, and have always designed futuristic products. The Gensonic DBMS is the result of our research and development to solve the dilemma faced by many developers. Gensonic is a full development system which puts developers in motion. The GENSONIC DBMS runs on many proven industry standard UNIX operating systems. It runs in a client/server environment supporting JAVA enabled workstations to provide the Ultimate GUI compatible with the internet.

## Best of both worlds

The servers are based on reliable Unix systems while the clients can be based on many operating platforms such as Windows. The Scientel Intranet is a server based intranet which is ideal for in-house applications as well as ideal for Internet applications including e-commerce.


# DBIS Applications

Quotation System  
Order Processing  
Inventory Management  
Kitting/Sub-assemblies  
Purchase Order System  
Accounts Receivable  
Accounts Payable  
General Ledger  
Sales Analysis  
EDI  
E-Commerce

# System Highlights

Internet Style Computing  
Database Intelligent Search  
High Speed Operations  
Economical Solution  
Efficient Program Modules  
User friendly GUI  
Graphic/Image database  
Open system architecture  
Intelligent workstations

# A DBIS Display

Item File Display			
ITEM NO.	DD-230	DESC	SWISS ARMY TIME KEEPER KNIFE
STK/NON-STK	\$	IMAGE	
CATEGORY	KNIVES	DESC	KNIVES
PRODUCT LINE	SEBOLTS	DESC	GENERAL HARDWARE LINE
NO PER CART	1	PRICE	5.200
LEVEL 1	0	DISC %1	.00
LEVEL 2	0	DISC %2	.00
LEVEL 3	0	DISC %3	.00
LEVEL 4	0	DISC %4	.00
LEVEL 5	0	DISC %5	.00
QTY-ON-HAND	1905	SALE-YTD	.00
QTY-ON-RES	964	QTY-YTD	0
QTY-ON-B/O	0	QTY-PR-YR	0

## DBIS Highlights

Increased customer satisfaction  
High level accuracy  
Optimized inventory  
Matrix customer pricing  
Increased inventory turns  
Excellent back order handling  
Eliminate "dead" inventory  
Increased order fill rates  
Online Document faxing  
Auto purchasing  
Gordon Graham Compliancy  
Grant Howard Certification  
Barcode interfacing  
Integrated financial applications  
Modular/customizable

## Solution for the VARs

The DBIS reseller program is designed specifically for VARs who cater to the small to midsize distributors. All application modules are bundled with source code, and are aggressively priced and available individually. The DBIS system is capable of completely automating the business systems process of most standard distributors, in a high cost-effective fashion. Prices to end-users are based on customizations and value added enhancements.

"The Scientel DBIS system" provides substantial financial benefits for VARs due to its inherent flexibility and simplicity. DBIS software is also strong on a technical level providing the most advanced features available under any platform of its kind. DBIS runs with high reliability on popular UNIX systems. These operating systems run on most popular Intel based servers designed to run UNIX.

## About Scientel

Scientel Information Technology was founded and has been operational since 1977. Scientel developed the GENSONIC DBMS system to solve the information processing issues that are faced by VARs everyday. GENSONIC is a viable economic alternate when other solutions appear costly, unreliable and therefore unviable!

The DBIS system has been credited for growing distributors whose companies have been stagnant for years. DBIS provides the necessary automation to accomplish this - and more!

So, if you are interested in moving your company forward, check out DBIS today. Call us at: **1-800-938-SITI**

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