

VAI (Vormittag Associates, Inc.)

Product: S2K Enterprise Software



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Technology

OS: IBM i

DB: DB2 for i

Presentation: Rich Client Browser

Delivery: Server

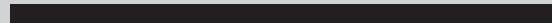
User Base

1 5 10 20 50 75 100 150 200 300 500 1000 2000 3000



Number of Branches

1 2-10 11-50 51-100 100+



Sales

Entry Price Point: Contact Vendor

Sales Channel: Direct in US

Current mergers and acquisitions in the ERP industry have many customers facing serious issues regarding upgrade paths, maintenance costs, supportability, and an uncertain or complex product road map. For many businesses, user based licensing fees, high maintenance costs and high implementation costs are restricting opportunities for growth and operational improvements. Worse yet, complex ERP systems are becoming increasingly harder to use, less reliable, and are requiring businesses to hire technical personnel or outside consultants to maintain these systems.

As a leader in Enterprise Solutions for the Mid-Market, VAI has partnered with IBM to address these challenges and is pleased to be a premier vendor in IBM's Smart Business initiative. IBM Smart Business is a new concept that IBM has introduced that offers mid-sized businesses the hardware, software, and IT services they need to run and grow their business—all integrated into a single solution. It offers a much simpler approach for companies that would rather focus on growing their business than spend the time and resources to deploy and manage their IT systems. IBM Smart Business is designed to help increase efficiency, decrease complexity, and deliver business applications in a way that is easy to implement, operate, and grow.

How does it work?

It all starts with the most advanced business server in the industry today —The IBM Smart Cube for POWER Processors. The IBM Smart Cube, loaded with IBM Smart Business Software Pack, is pre-configured and ready to use. It has everything your business needs to start improving efficiency and help you grow, from file and Web serving to print serving, from backup and recovery to firewall to security. All the hardware including CPU, memory, disk drives, ports, network controllers, and DVD-ROM are all contained within one server platform. Today, IBM Smart Cube allows customers to choose the configuration that best matches their needs.

IBM Smart Cube for Power Processors comes pre-loaded with:

- IBM Smart Business Software Pack
- Web Server, Application Server
- IBM i Operating System V6R1

- File Server Print Server
- Backup and Recovery
- Firewall
- Database DB2

Many optional applications are available, including Windows Client Operating Systems, Client Web Browsers, Email, Office Applications, Collaboration, etc.

IBM Smart Cube and application software not only work together, but interface with a revolutionary support system that proactively responds to assist customers in resolving issues. Smart Cube provides the tools needed for administrators to be notified of an operational problem when it occurs and perform the necessary steps to help resolve system problems. Smart Support provides a "single point of entry" into the larger IBM technical support structure, as well as into software vendors' support teams.

VAI is pleased to participate with IBM by offering S2K Enterprise Solutions as one of the lead POWER offerings for Smart Business. VAI solutions provide the power and unsurpassed value that companies need to address key industry requirements and deliver bottom-line results.

VAI modules for S2K Enterprise Software includes:

- Distribution Management
- Manufacturing Management
- Retail Management
- eBusiness
- Financial Management
- Customer Relationship Management (CRM)
- Service and Repair/Rental Billing
- Warehouse Management System (WMS)

IBM Smart Business solutions are available in configurations of 25 to 100+ users, and can be financed through IBM for one low monthly payment.

For more information about how VAI can help you meet your business objectives and long-term growth strategy, please contact us at apesce@vai.net.