



Newsletter

Technology that fits your requirements.

Highlights:

- JDP believes that corporations as well as individuals should embrace a strong commitment to community service. For the past several years we have been pleased to support the Canadian Women's Foundation. CWF is Canada's first national foundation that raises funds to support women and girls across Canada. This year, JDP is pleased to sponsor first prize in the Trader's Challenge. This initiative is hoping to raise in excess of \$100,000 to go towards the Violence Prevention Fund at CWF. For further information on the Canadian Women's Foundation visit their website www.cdnwomen.org.
- jdp.com attended the Business Objects Users Conference, where we got lots of great ideas on how to make even better use of this information access tool.

Customer Success Story

Bowne of Toronto needed a system that would enable them to enter orders and manage the inventory of products for various print items. With the help of **Audrey Kessler** and others working on the project, we developed a web-based distribution system which can deal with multiple product offering catalogues for any number of clients.

Implementing this type of application as a web site has several benefits:

- Installation on a user's computer is not required – every machine already has a browser installed
- Training effort is reduced – users already know how to use the Internet
- Customers can be given access to portions of the application without any software installation headaches
- Change management is centralized. Once a change is made on the server, any subsequent user will get the changed component.

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Technology Trends

Business to Business e-business is expected to be a much larger issue for the next three years. Worth more than 10 times the dollar value of consumer trading on the Internet, this is a business opportunity you cannot afford to miss out on. One of the best ways to delight your customers before someone else does is to give them access to value-added services as part of their relationship with you. For example, giving your customers access to order status inquiries over the Internet lets the customer satisfy their inquiries without consuming your resources to deal with a phone inquiry. Business today needs up to the minute information, so if you can give your customer access to data that pertains to them, in a manner that they can query and customize on their own terms, you have offered a feature that differentiates your business from your competitors.

Giving customers access to business intelligence derived from data inside your business enhances the relationship between you and your customer.

For the last four years we have been building database-driven web sites to collect and report data. We would be pleased to review with you how we can help you turn the Internet into a business advantage.

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Y2K Countdown

jdp.com customers can expect a recommendation from us, specific to their situation as we know it, for the technology we support. We are regularly checking vendors sites for up to the minute Y2K status. We expect to release these reports before the end of November.

Removing the mystery around...

The media's fixation on Linux.

Truth is, there are some applications that Linux is great at, and there are other times when other operating systems will be better suited to host the applications required to make your business run effectively. At jdp.com, we currently use Linux as the base operating system of our Internet firewalls and other Internet servers. We also use UNIX variants from the Santa Cruz Operation and Sun, and Microsoft NT (server and workstation versions,) as well as Windows 95, 98 and 2000.

In our view, what is most important are the business requirements to be served by some technology. Once these are understood it is a straightforward task to select the best platform to deliver the technology to meet the requirements.

For some tasks, there is no beating the performance of Linux. Some technology requires Microsoft NT Server or some other operating system.

We have developed the expertise to make these various environments co-exist to serve the business need – getting the job done within the performance parameters is the main concern. Every time warring standards or technologies took the fore it has cost all the participants something in the end. The UNIX version bru-ha-ha of the late 80's delayed widespread UNIX acceptance at a time when there were few alternatives.

It has often been said, "when all you have is a hammer, all problems look like a nail." Business today must use the most effective technology for the job at hand. The best implementation strategy will be one that can cope with change, because we all know that change is about the only constant left.

Customer Success Story *continued...*

The application uses Business Objects® for its reporting portion. This powerful data presentation and analysis package allows end users much flexibility in how they view the information, combined with a security model to control what information each user can obtain from the database. Reporting is done from the live transaction database, ensuring up to the minute information.

Bowne is currently using this application to track the distribution of printed product for 5 of their clients who ship material across Canada, and is adding product and other customers on a monthly basis.

NEW: Check our web site – www.jdp.com – for electronic copies of this and other documents.

jdp.com offers current expertise in:

- Network design and implementation consulting
- Network and server operation maintenance and support
- Network security devices and Internet connectivity monitoring
- Application design, development and implementation services using any of
 - Linux and other UNIX versions
 - Microsoft NT
 - Many SQL-based database engines