

MAS 90

MAS 200

Client/Server

Client/Server for SQL Server

For nearly two decades Best has provided industry leading accounting and business management solutions for use within the walls of your company. Now we've developed robust new technology that allows you to bring your MAS 90 or MAS 200 software into the field via handheld computers and the Palm Operating System. With this technology your company can enjoy increased sales and improved customer service levels. Wireless applications will play a key role in the Best strategy for future product development which could further increase your staff's efficiency when released. Now is the time to venture into the world of handheld computing.

PALM TOPICS:

- Best's Strategy
- Palm Operating System
- Best Remote Applications
- Future Best Wireless Applications
- Future Best Remote Applications



MAS 90 and MAS 200 Handheld and Wireless Computing Strategy

At Best Software, we consider it our mission to proactively analyze market trends and technology developments as they relate to improved business management practices, then provide appropriate solutions to our customers that allow them to retain a competitive edge.

We believe one of the most important trends in technology development today, right alongside e-business, Web enablement, and application service providers, is handheld and wireless computing. These technologies have tremendous potential for improved productivity and connectivity for remote staff — from field sales teams and globe trotting executives to warehouse personnel and onsite consultants.

The following pages represent a synopsis of Best's current product offerings and strategies, as well as a look at the company's future wireless and remote directions. For a full list of the capabilities of individual products and modules, contact your Best authorized reseller.

Deployment of MAS 90 and MAS 200 on the Palm Operating System

Selection of the Palm Operating System

Palm, with a 68 percent market share of the worldwide personal companion handheld device market (International Data Corp., May 1999), is the leading provider of handheld computing devices. As of February 2000, more than 43,000 developers had registered to create solutions for the Palm OS, while nearly 5,000 software titles and dozens of developer tools and services are already available. Best has therefore selected the Palm operating system as the platform for MAS 90 and MAS 200 handheld applications and future wireless solutions.

In the past, the Palm had memory and storage capacity limitations. Therefore, applications were focused mainly on personal productivity tools. However, Palm continues to increase storage capacity, and today, complex business application functionality can reside on it.

Best Remote Applications

Best has developed robust technology to provide connectivity between MAS 90 or MAS 200 and the Palm, through the standard Palm conduit, to provide synchronization capabilities. Information recorded in the field can be instantly downloaded to MAS 90 or MAS 200 via the HotSync function on dockable handhelds. This technology is being applied to specific components of the applications where it makes sense for remote staff. Timekeeper Remote and Remote Salesperson were the first Palm operated modules to be rolled out, and they have been highly successful.

Timekeeper Remote

Time accrued by field personnel is best recorded while they are still in the field and their hours and tasks accomplished are still fresh in their minds. Timekeeper Remote allows employees to enter time for specific projects, clients and work codes that have previously been downloaded into the Palm OS handheld. The transactions are uploaded to MAS 90 or MAS 200 when the handheld is docked and when the HotSync function activated. Time can then be reviewed and approved by the employee and/or their manager prior to final posting. Hours worked can then be posted to Payroll for payment and/or to Sales Order, Accounts Receivable, Job Cost or Time and Billing for billing the client.

Remote Salesperson

This module is designed to increase overall effectiveness of field sales personnel, and improve customer service at the same time. The field sales workers download their current client file, along with inventory status information, before leaving the office. Then they can inquire into a customer's account, check stock availability in the warehouse, and place orders right from the customer's site. Orders placed are uploaded to the MAS 90 or MAS 200 Remote Salesperson module via the HotSync function upon returning to the office.



Future Best Remote Applications

Remote Executive

The browser-based Business Insights module for MAS 90 and MAS 200 has received tremendous acclaim from customers. It's an innovative tool for monitoring business indicators, such as key ratios and month-to-date sales. With Remote Executive, the manager on the go will be able to quickly sync and download the latest data for their personalized reports for later review on the airplane or at the hotel.

Remote Warehouse

This module will help to eliminate data entry error and increase the workflow in the warehouse, allowing shipping personnel to use infrared handheld devices to scan items on the warehouse floor and have quantities instantly updated to Sales Order invoice.

Future Best Wireless Applications

While the HotSync feature of Timekeeper Remote and Remote Salesperson satisfies the handheld capabilities needed by today's professionals, business in the near future will likely be executed via wireless applications. To that end, Best is currently planning the development of wireless versions of the Remote Applications that will allow wireless communication between the Palm.Net network and MAS 90 via e-Business Manager, the integrated e-commerce solution. The strategy includes the following modules:

Timekeeper Remote Wireless

This module will work the same way as Timekeeper Remote. However, time can be uploaded to MAS 90 or MAS 200 immediately from the remote site via Palm.net and e-Business Manager. In addition, information such as customer balances or inventory status can be dynamically updated with the latest information from MAS 90 or MAS 200 via the wireless network.

Remote Salesperson Wireless

This module will work in the same manner as Remote Salesperson. However, new orders can be uploaded to MAS 90 or MAS 200 immediately from the remote site via Palm.net and e-Business Manager.

Remote Executive Wireless

This module will work the same way as Remote Executive. However, with Remote Executive Wireless, selected reports can be dynamically updated with the latest information from the MAS 90 or MAS 200 system at any time from almost anywhere via Palm.net and e-Business Manager.

Both handheld and wireless computing will be significant in the future, helping businesses provide more timely service while increasing profitability. Best anticipates adding more and more remote and wireless capabilities as they make sense. Handheld and wireless functionality are just a few of the many ways Best adapts new technologies, creating effective business management tools and solving technology complexities so that these applications may be implemented quickly and smoothly.



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