



toward a consultant-based business model, Speese wants to continue to identify products requiring a lot of value-added services like the ones offered by ATG. One such product is SAPConsole (see sidebar on this page). "My goal is for us to continue to develop a competency in repeatable software solutions [as they've done with their SAP partner] that extend the wireless capabilities of a software system like SAP,"

he explained. "Having this type of specialized expertise may be the difference between solving a customer's problem in a day or solving it in two months."

Wireless network integration may be a small piece of any supply chain initiative, but it's a piece that will stall an enterprise if not completed correctly. Companies today know this premise to be true

Use Telnet For Connecting RF Devices To ERP

Many of Datavision-Prologix, Inc.'s (Warminster, PA) customers use SAP as their ERP (enterprise resource planning) software. As a wireless integrator, Datavision-Prologix is usually contacted to install a wireless warehouse management or logistics system that integrates with these companies' SAP systems. There are two methods of connecting these systems: wireless middleware or the native connectivity of SAPConsole. Datavision-Prologix has chosen the latter.

Essentially, SAPConsole translates the GUI (graphical user interface)-based screens of SAP to character-based screens of devices such as RF (radio frequency) handheld computers/scanners. "When we first entered the SAPConsole market, we spent five to six months

learning about this translator tool and its underlying technical concepts," stated Dave

Perrine, VP, SAP Mobile Solutions Group for Datavision-Prologix. One of those underlying concepts was the telnet connectivity required to transmit the character data between the RF devices and the server (see diagram on this page). Datavision-Prologix tested three telnet software products before finally choosing the Georgia SoftWorks (Dawsonville, GA) Telnet Server.

Sell Customers On Specific ERP-Related Telnet Features

"For us, the Georgia SoftWorks software tested like it was telnet on steroids," quipped Perrine. "I think the biggest advantage of this software is that it's designed specifically for the needs of mobile RF users rather than desk-bound or stationary terminal users." After

working with Datavision-Prologix for a few months, Georgia SoftWorks made some revisions to its software that were specific to SAP users. "We've been so successful at launching the Georgia SoftWorks product in SAP applications that many customers now think this is the standard telnet software for SAP," Perrine stated.

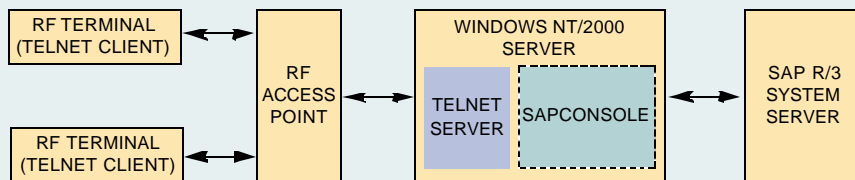
Two of Telnet Server's features Perrine said are particularly useful in large ERP installations are Session Monitoring/Shadowing and Session Saver. With the Session Monitoring, a user can connect to an active telnet session and observe the screen activity exactly as it appears to the original user. Session Shadowing is similar to Session Monitoring except it allows interactive input. Users can actually input data as if they

had the device in hand. This feature can be used for diagnosing, debugging, and provid-

ing customer support. "This is a powerful feature for customers who have RF sites throughout the world," stated Perrine.

Session Saver preserves the telnet session for a device in the event of a connection failure. A connection failure can occur when an RF device goes out of range. Telnet Server preserves or saves the session for a configured amount of time. Users reconnect to the last session and resume work exactly where they left off.

Currently, Datavision-Prologix has 30 customers using the Georgia SoftWorks Telnet Server product. Those customers account for nearly 1,500 RF users.



For More Info. On Georgia SoftWorks
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