

DDMS
Cool Tools

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Introduction

In an increasingly competitive market, it is important to meet your customer's requirements. As more companies are doing business electronically, DDMS makes it easy to connect with your customers, wholesalers, and manufacturers. We offer a variety of specialized communication programs to benefit all areas of your business, including several Windows based programs. By supplying you with a variety of specialized communication programs, DDMS provides the competitive advantage you need. Since each one of your customers is going to have a different solution, no single solution will apply to every customer.

In this handout, we will discuss the following options:

- Electronic Data Interchange (EDI)
- UNIX Faxing
- AutoFax
- Road Runner
- ACUMA
- DataPipe
- Autopub
- SPRelease
- IntelliTransfer
- UDI E-Cat
- IS EPIC
- WinOrder.

CHAPTER 1: ELECTRONIC DATA INTERCHANGE (EDI)

Electronic Data Interchange (EDI) is the intercompany, computer-to-computer exchange of business information in a standardized format. EDI will give dealers who are using the DDMS system's EDI application the ability to send and receive electronic business documents from both customers and vendors. This electronic link allows paperless transactions, and bridges the gap between corporations that use different computer systems. EDI is already built into your DDMS system, you simply call in to sign up to use the package.

For users of the DDMS system, remote order entry, wholesaler telecommunications and ANSI X.12 are all forms of EDI that may be used. Remote order entry and wholesaler communications are forms of proprietary EDI communications. ANSI X.12 is a set of standards used to trade EDI business documents.

The impact of utilizing EDI in today's marketplace is tremendous. The benefits to be gained by the end-user as well as the DDMS user are obvious. For the end-user, they can utilize their own computer system and people to make their purchasing more automated and simplified. To the DDMS user, EDI affords them the opportunity to expand their marketplace, and handle very large customer orders with no additional people and with greater accuracy.

EDI is already a software reality for every DDMS system. The typical DDMS customer beginning EDI with their first customer will need no additional hardware investment and only a minimum of training.

EDI Customer Benefits:

- Faster order turnaround
- Accurate transmission of large volumes of information
- Reduced transmission time
- Allows the customer to order with their unit of measure
- Allows complete history and tracking of purchase orders.

EDI Dealer Benefits:

- Low start-up costs (requires electronic mailbox)
- Handling and storage of paper documents is eliminated
- Increases administrative efficiency (allows you to facilitate large quantities of orders faster)
- Lowers operational costs.

EDI DDMS Dealer Requirements:

- Computer system
- EDI software
- Item catalog
- Modem
- Customer training
- EDI support (additional monthly fee)
- EDI mailbox with AT&T (VAN).

EDI Customer Requirements:

- EDI software
- Item catalog
- Computer system
- EDI mailbox with VAN.

How to get started with EDI:

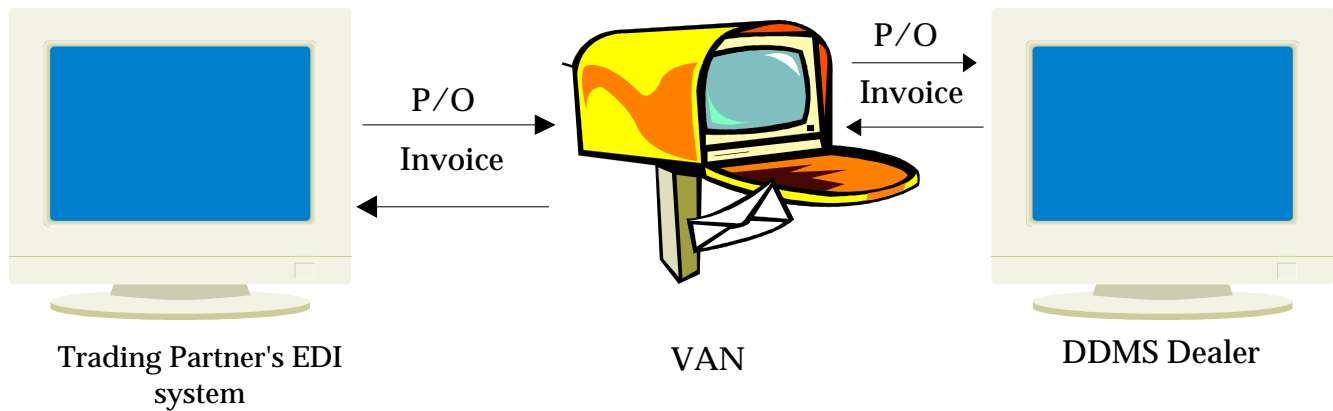
- Find a customer with EDI willing to trade EDI documents with you
- Contact DDMS EDI department to receive a EDI Implementation Guide.

Some of the Dealers currently using EDI with DDMS:

Forms and Supply
A to Z Office Resource
Dameron-Pierson.

Companies currently using EDI with DDMS:

Eastman Kodak	AT&T	BB&T Bank
Dow Chemical	Champion International	Boise
Coca Cola	Alcoa	Mt. Blanc
GMAC	Arco Alaska	Alice
Ford Motor Company	Armco Steel	Houston Power & Light
Hoechst Celanese	Kansas City Light & Power	Amoco Oil
Microsoft	Frieghtliner	University of Michigan
Anheuser-Bush	HON	Miller Office Group
McDonnell Douglas	Erlanger Medical Center	AMP
Phelps Dodge	BellSouth	PPG
Shell Oil	CIGNA	Con Edison
Gilbarco	Goodyear Tire & Rubber Co.	Amway
Texaco	Union Carbide	International Paper
Hewlett Packard	DuPont	Southern Bell
AutoZone	Monsanto Corp.	State Farm
Sandoz	Amco	Reynolds Metal
Micron Technology	Coors	Unocal '76
United Stationers	Sterling Chemical	First Union Bank
IBM	Westinghouse	Springs Ind.
Beverly Enterprises	NASA	

FIGURE 1: DIAGRAM OF EDI FLOW**How to use EDI:**

- Trading Partner creates an EDI document (purchase order) on their computer
- Converts purchase order to ANSI standards
- Transmit document to VAN
- DDMS dealer receives document from VAN and converts it from ANSI standards to DDMS
- DDMS dealer processes the document and releases to an order.

CHAPTER 2: AUTOFAX

Faxing from your DDMS system is easier than ever. A new DDMS interface called AutoFax lets your DDMS software work with the WinFax 8.0 software package. Now you can communicate directly from your DDMS system to any fax machine. Simply connect your DDMS system to a PC with WinFax 8.0 software. Choose the information that you want to fax from your DDMS system and AutoFax will do the rest.

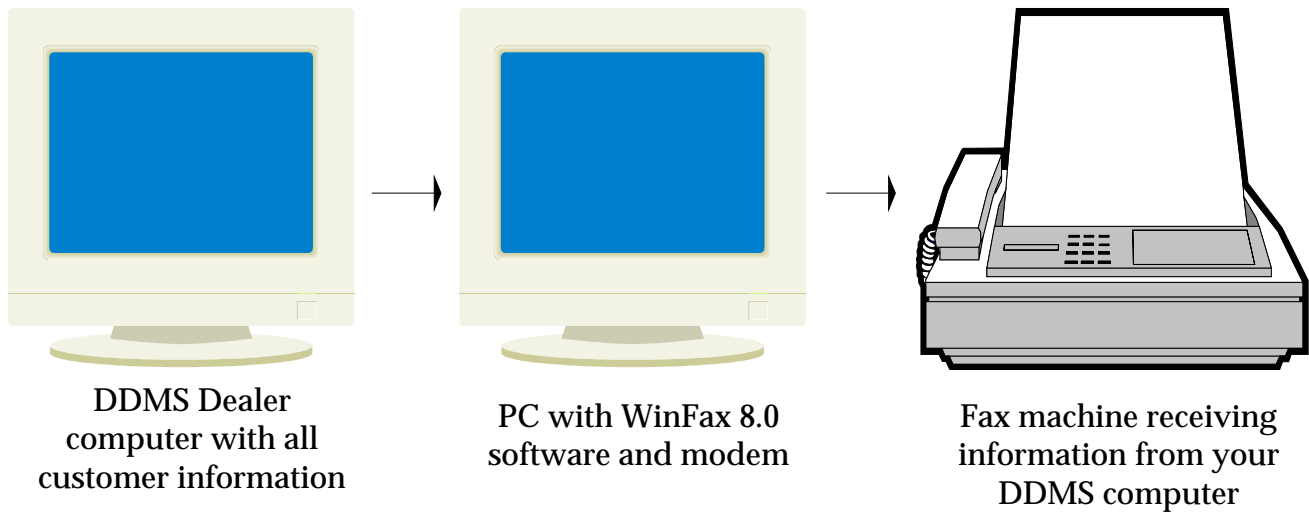
AutoFax Benefits:

- Allows you to fax information from your DDMS system to a fax machine
- Fax invoices, picking tickets, purchase orders, statements, & word processing files
- Accurate transmission of large volumes of information
- Easy to use.

Customer Requirements for using AutoFax:

- IBM-compatible PC running Microsoft Windows 95/98/NT
- WinFax 8.0 software package
- Modem attached to your PC
- An open port on your DDMS system
- Monthly license fee.

FIGURE 2: DIAGRAM OF AUTOFAX FLOW



Using AutoFax:

- Choose the information on your DDMS system that you want to fax
- Fax information from your PC using WinFax 8.0 to a fax machine.

CHAPTER 3: ROAD RUNNER

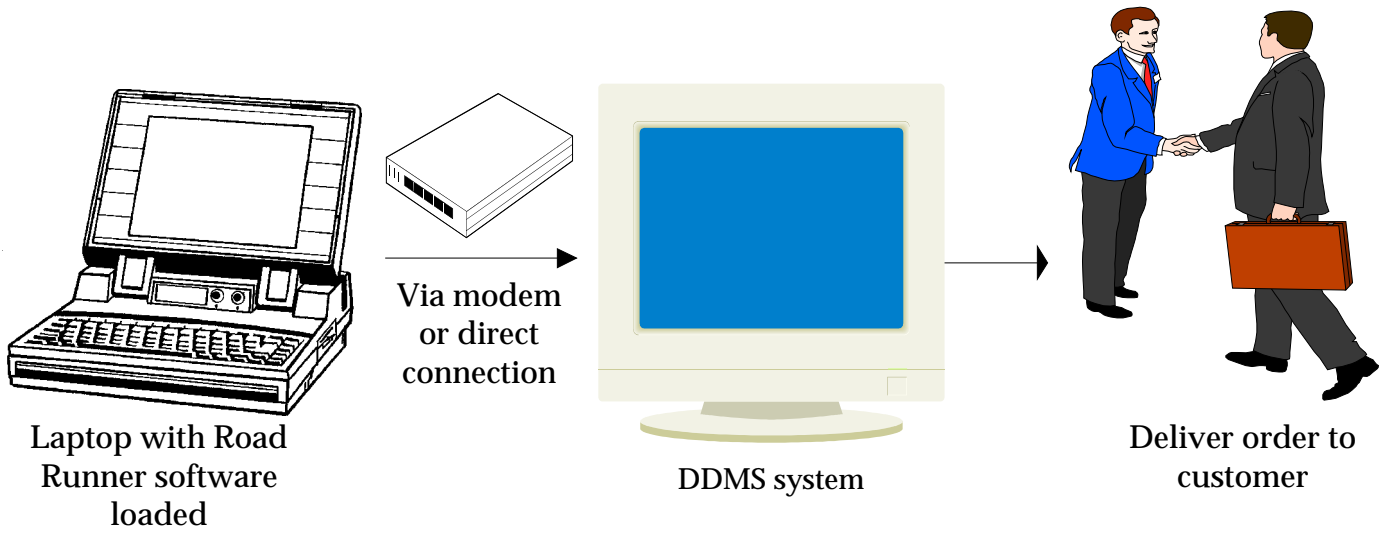
Road Runner is DDMS' newest Windows based software. Road Runner is a salesman remote customer management package that allows you to analyze sales history, buying patterns, and inquire on current and past orders.

In addition, Road Runner allows the salesperson to take orders while on the road and transmit them to the DDMS system via modem. Road Runner can also transmit orders via direct connection to the DDMS system.

Information accessed by Road Runner:

- Customer information
 - buyers
 - contracts
 - pricing
 - sales history
 - customer usage
- Inventory information
 - item photos
 - item aliases
 - item usage inquiry
 - multi-vendor
- Order entry
 - place orders
 - order inquiry
 - laundry lists
 - create credits
 - create quotes
 - create "what if" contracts
 - stock inquiry dial up to find out if stock is available before ordering.

FIGURE 3: DIAGRAM OF ROAD RUNNER SETUP



Using Road Runner:

- Enter orders on your laptop
- Using a laptop transfer orders to your DDMS system via modem or direct connection
- Deliver the goods ordered to the customer.

CHAPTER 4: ACUMA

ACUMA Remote Customer Service System is a real-time online interactive ordering system. This colorful, graphic-oriented, remote order entry program makes it easy for customers to place their own orders from their personal computer directly into your DDMS system. Features such as on-screen "laundry lists" (list of frequently used items), and customer comment lines make ACUMA user-friendly and simple to use.

ACUMA end-user software comes in a basic DOS version and offers two other options. These include a Windows version that runs on Windows 95 or Windows NT, or an Internet version.

The Windows option includes end user software that runs under Windows. There is also the Internet connectivity option that runs on any network that supports the Windows dial-up connection. With this option, customers can use any IBM-compatible PC with Internet capability to place an order. They can also download the software they need via the Internet.

ACUMA Features:

- General & custom order entry
- Price & order inquiries online with the DDMS system
- New print options
- Ability to use credit cards
- User-friendly, no special training required.

ACUMA Benefits:

- Allows you to extend your selling hours up to 24 hours a day
- Saves time by reducing paperwork
- Uses very little hard drive space
- Improved accuracy when creating invoices
- Laundry lists of frequently-ordered items
- Completed order inquiry
- Promotional pricing
- Electronic catalog.

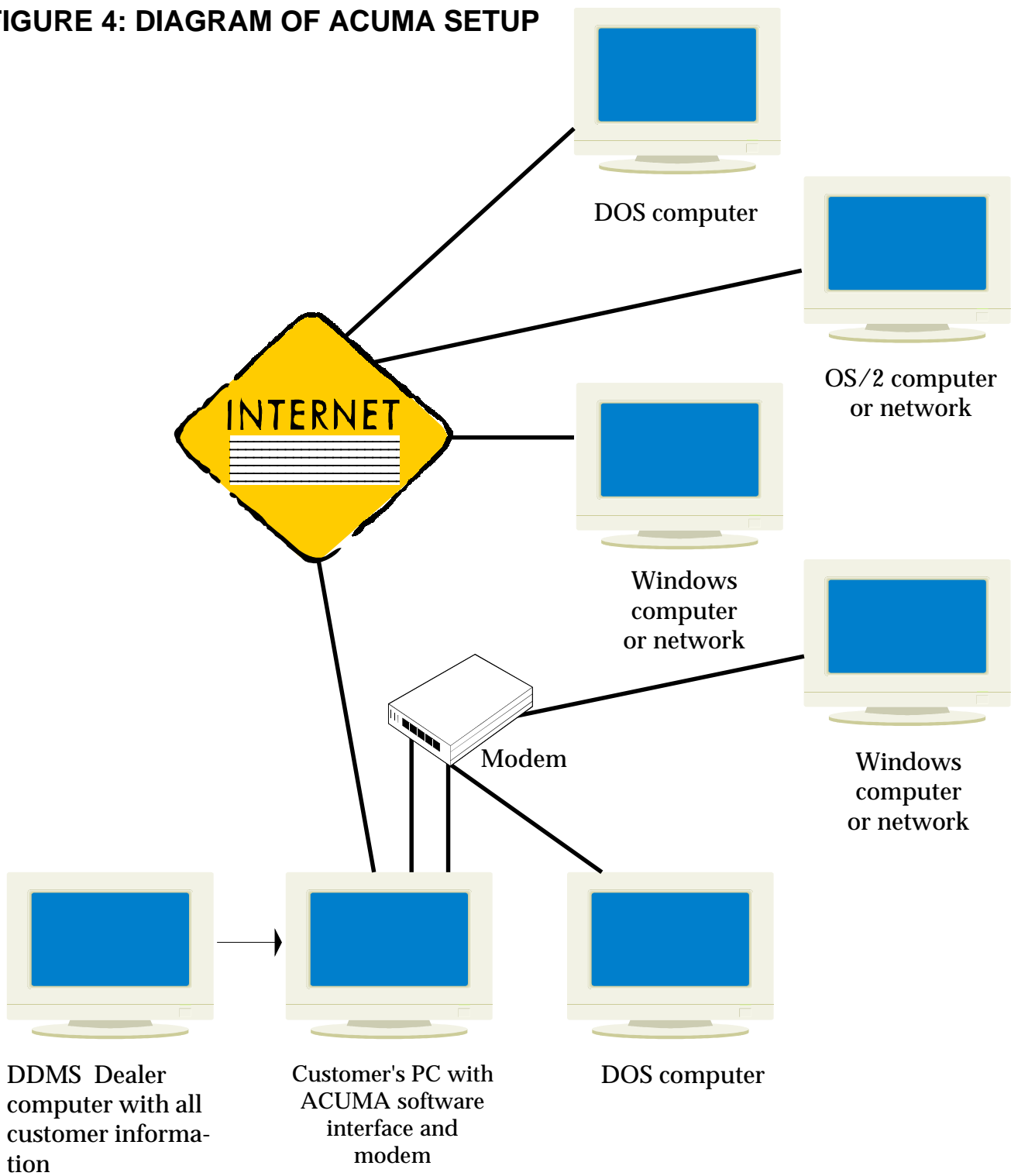
Customer and Dealer Requirements for Using ACUMA:

- IBM-compatible personal computer, or Novell Network (For a Basic DOS system)
- ACUMA hardware and software package
- Modem(s)
- An open port on your DDMS system
- Monthly license fee
- Customer training is available, but not required.

Optional Features:

- Windows 95, Windows NT, Windows Based Network & Modem Pools based systems (For Windows end-users)
- Internet connectivity from Microsoft Explorer/Netscape based systems (For Internet system module).

FIGURE 4: DIAGRAM OF ACUMA SETUP



How to use ACUMA:

- Dial into the ACUMA computer
- Enter your order by looking at the provided graphics via the Internet or a direct connection to an electronic catalog
- Pricing and customer information is pulled from online DDMS system.

CHAPTER 5: DATAPIPE II

DataPipe II is an easy-to-use Windows program that sets up either a direct connection or a modem connection between your DDMS system and a PC running Microsoft Windows.

DataPipe II gives you complete access to your business data, such as contract, inventory, and sales information. With it, you can include formatted, typeset contracts in customer presentations, create custom pricers and catalogs, turn sales figures into charts and graphs for presentations, analyze G/L data and usage reports in a spreadsheet, and much more.

DataPipe II lets you transfer complete files at once, not just one screen of data at a time. Or, you can use the DDMS system's Report Writer to create custom formats that generate files containing only the information you need.

DataPipe's standard Windows interface, online help, and point-and-click boxes make file transfers fast and easy. Plus, DataPipe II converts your data into standard ASCII format as part of the transfer process. This format is recognized by almost every DOS and Windows application.

DataPipe II also features error detection and correction to maintain the integrity of your data during transmission.

DataPipe II is faster than ever! DataPipe II allows modem capability or direct connection and multiple file selection. DataPipe II also includes a scheduler that allows you to schedule transfers for after hours when your DDMS system is not being used. DataPipe II transfers the selected files automatically.

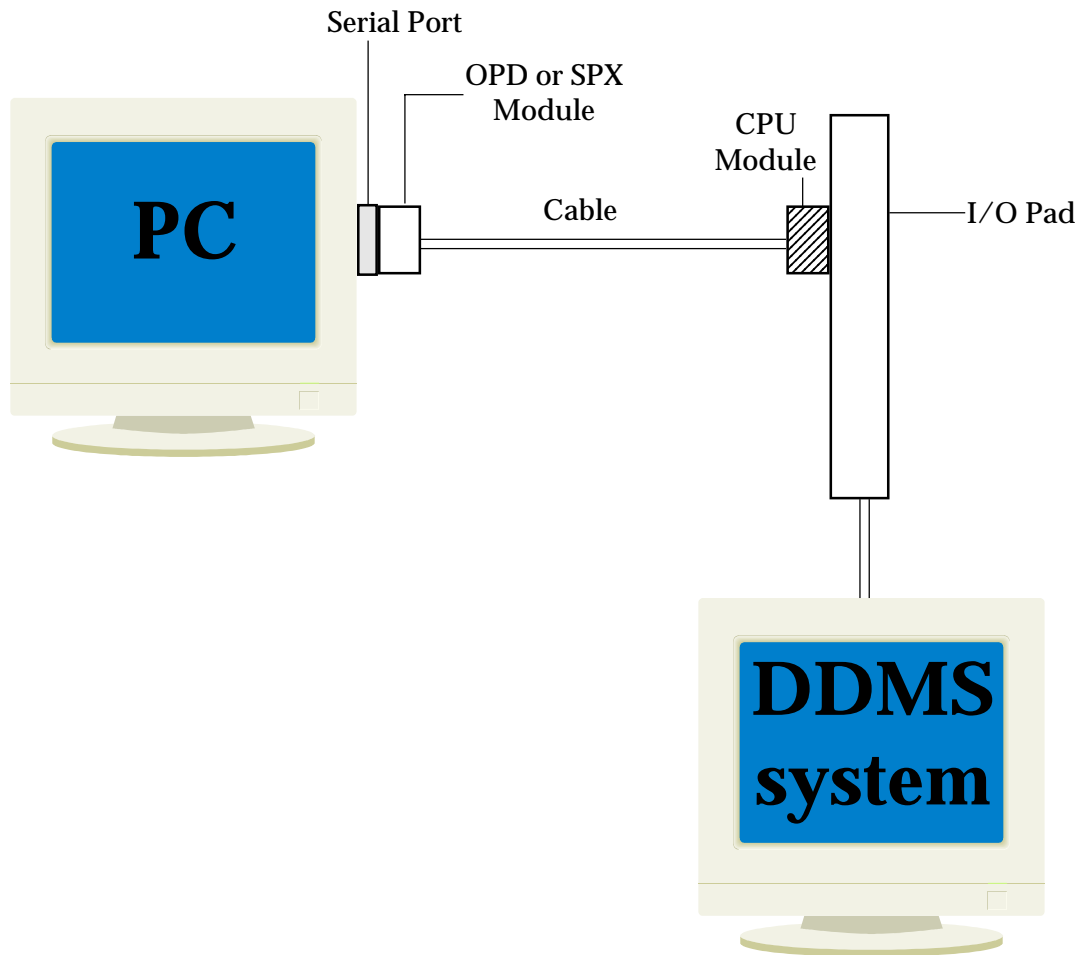
DataPipe II Customer Benefits:

- Allows you to transfer information from your DDMS system to your PC
- Accurately transmits large volumes of information
- Easy to use.

DataPipe II Requirements:

- IBM-compatible PC running Microsoft Windows 95/98/NT
- Modem, if needed
- Special software.

FIGURE 5. DIAGRAM OF HARDWARE SET UP FOR DATAPIPE II



Using DataPipe II:

- Create a customer report on your DDMS system
- Transfer the file to your PC via DataPipe
- Create spreadsheets or fax files on your PC.

CHAPTER 6: TRANSPEC II

TranSpec II is an easy-to-use Windows program from DDMS that automates the transfer of quotes between your specifier package and your DDMS system. This program was developed to work with the DDMS Furniture module, but will work with any program that uses SIF files.

TranSpec II imports furniture quotes from a Windows PC and releases them to orders in one quick step. Once you finalize the furniture specifications, just import the quote into your DDMS system and release it to an order. To do this, simply select the SIF file to transfer, specify a customer, order-writer, and salesperson (optional), and you are ready to go. To make this even easier, TranSpec II lists customers, order-writers, and salespeople from your DDMS database in standard Windows boxes so you can make your selections. When the file is transferred, the system displays the released order with the pick number assigned by your DDMS system.

The program features a standard Windows interface with point-and-click boxes, on-line help, and a button bar. An option window lets you set defaults for almost every aspect of the transfer, including the G/L location, the inventory location, print options (batch or on-line), pick-ticket format, order status, salesperson, default department, and pay code. A view option lets you see the SIF file on screen before transferring it to your DDMS system. The program also supports long P/O numbers and includes context-sensitive help.

Note: Although TranSpec II was developed for use with the furniture module, it can make life easier for anyone who imports SIF files and releases them to orders in their DDMS system.

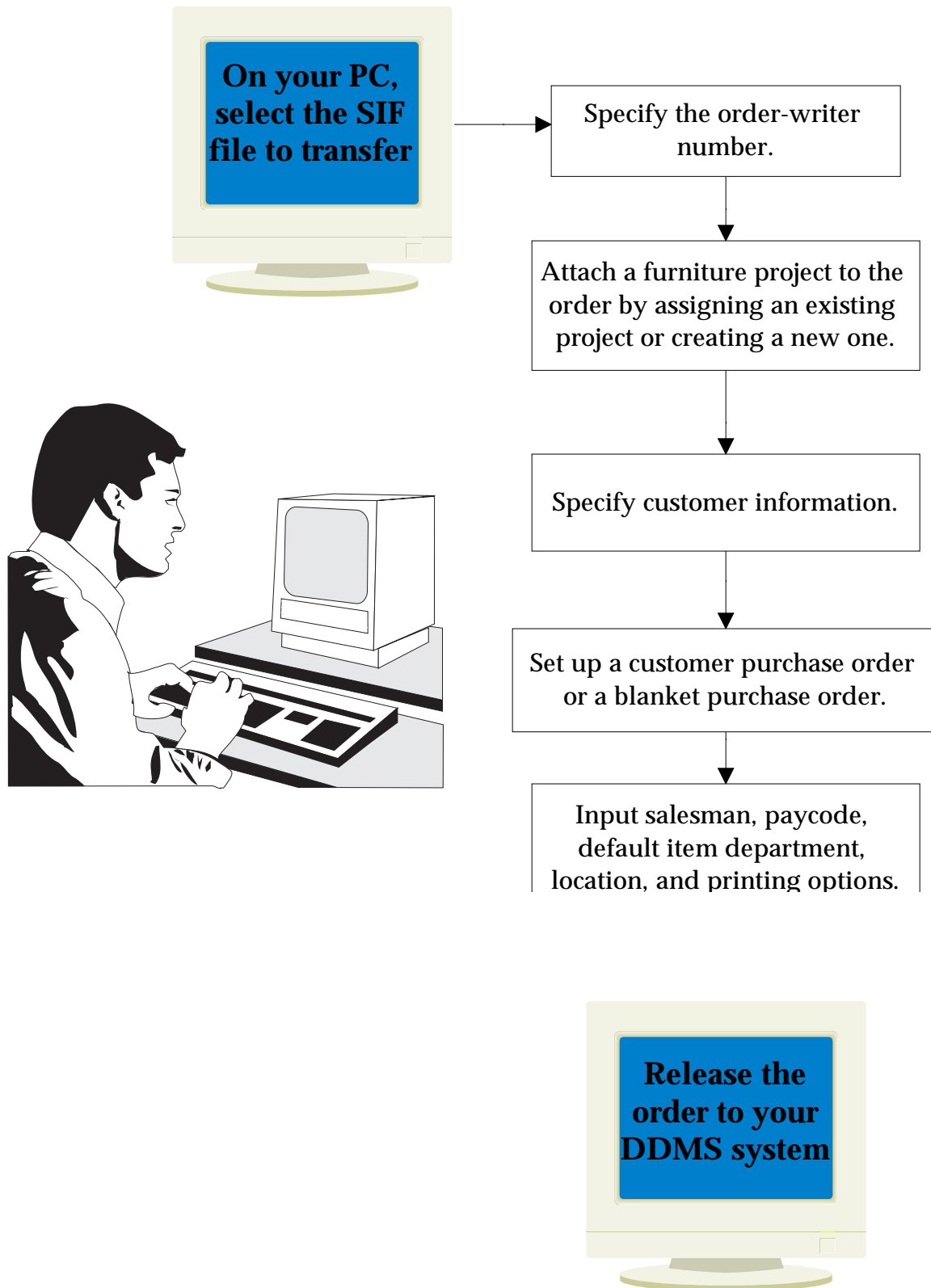
TranSpec II Benefits:

- Allows you to import furniture quotes from your PC and quickly releases them to an order
- Works with any program that uses SIF files
- Easy to use.

TranSpec II Requirements:

- IBM-compatible PC running Microsoft Windows 95/98/NT (with 200k of hard disk space)
- TranSpec II software package
- A serial port
- An open port on your DDMS system
- Monthly license fee.

FIGURE 6: DIAGRAM OF TRANSPEC FLOW



CHAPTER 7: INTELLITRANSFER

IntelliTransfer is a new DDMS order transfer program. You use it with IntelliSource, the new online customer order entry program from United. IntelliSource includes a module for the customer, IntelliCat, and a module for the dealer, IntelliServe. Your customer uses IntelliCat to place an order electronically. After the order has been placed, you transfer the order to your PC, using IntelliServe. Then you transfer the order to your DDMS system using IntelliTransfer.

IntelliTransfer lets you build custom pricing files for your customers. You transfer these files to the IntelliServe network, where your customers can access them. Customers can then see their own pricing when they place orders.

IntelliTransfer requires the use of DataPipe, a program that transfers information from your DDMS system to your PC.

IntelliTransfer Customer Benefits:

- Easy to use
- Customers can see their custom pricing when placing orders
- Customers receive a CD-ROM with images of the products
- Increases efficiency & productivity.

IntelliTransfer Dealer Benefits:

- Easy to learn and use
- Context sensitive online help
- Reduces clerical work (orders are transferred directly to your DDMS system)
- Several orders can be transferred in a single file
- An option window lets you set default order-writer numbers, pay codes, G/L locations, inventory locations, and item departments.

IntelliTransfer Requirements:

- IBM-compatible PC running Microsoft Windows 95/98/NT
- Special software
- Modem
- Customer training
- Monthly fee.

Accessing Pricing with IntelliTransfer:

- Transfer pricing from your DDMS system to your PC using IntelliTransfer
- Transfer pricing from your PC to your customer's PC using IntelliCat.

FIGURE 7: PLACING AN ORDER WITH INTELLITRANSFER

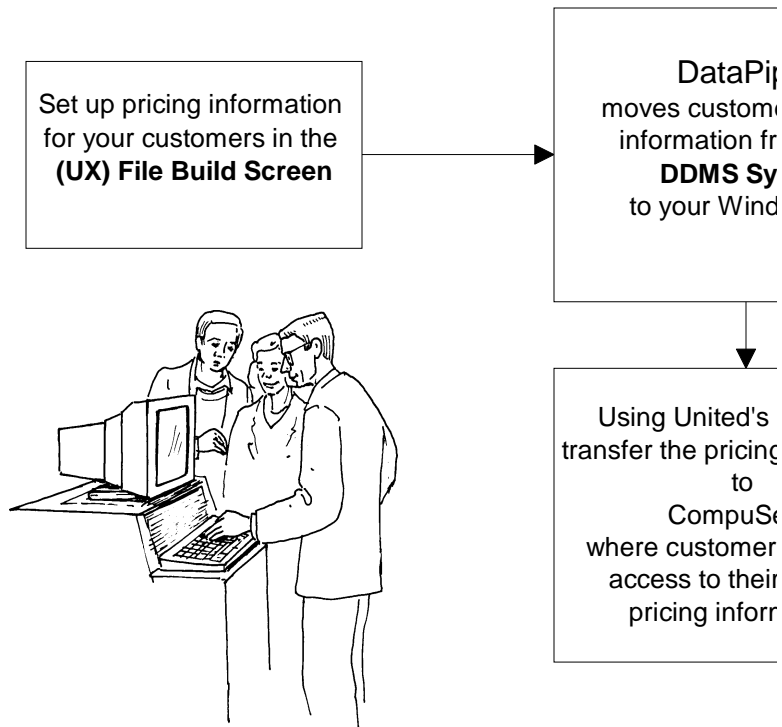
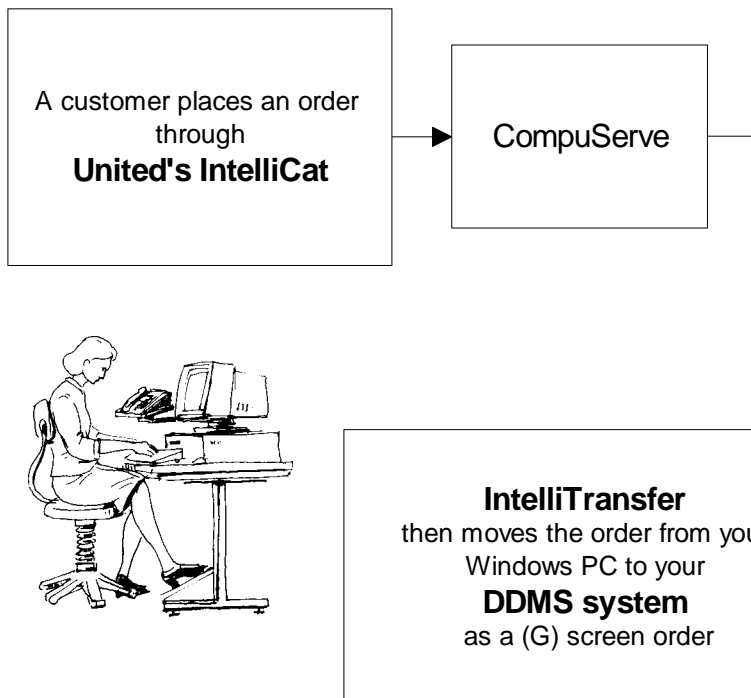


FIGURE 8: UPLOADING CUSTOMER PRICING WITH INTELLITRANSFER



CHAPTER 8: UDI'S E-CAT INTERFACE PROGRAM

The E-CAT Bridge program was written to interface with UDI's E-CAT Electronic Catalog. The E-CAT Bridge software is used to build a file with custom pricing. This file can then be transferred via DataPipe to a PC. It can then be imported into the E-CAT Electronic Catalog.

UDI Features:

- E-CAT Bridge software reads the customers' existing contracts and builds a file with custom pricing
- Software includes UDI's sale flyer quantity breaks (if you loaded them)
- Your custom pricing information can easily be transferred to your PC using DataPipe.

How do I get this program?

- Call UDI and request E-CAT
- UDI will call DDMS and request the Bridge program that builds custom pricing on the DDMS system
- You must also purchase DataPipe II from DDMS.

FIGURE 9: DIAGRAM OF UDI'S E-CAT INTERFACE SETUP



Transferring Pricing Information with the E-CAT Bridge Program:

- Use DataPipe to transfer E-CAT Bridge program pricing information to your PC
- Import transferred pricing information into the E-CAT Electronic Catalog.

CHAPTER 9: IS'S EPIC INTERFACE PROGRAM

The IS EPIC Interface program was written to interface with the IS's EPIC Electronic Catalog. The IS EPIC Interface program is an interactive interface with the DDMS system. You can place orders via the Internet while viewing your individual pricing matrix from the DDMS system. You can place orders by selecting items from the EPIC Electronic Catalog or from the purchase order screen.

EPIC Features:

- General & custom order entry
- Price & order inquiries online with the DDMS system
- Custom pricing for customer orders through the Internet
- New customer service, sales, and marketing channels that give your customer a direct link to your DDMS system
- User-friendly, no special training required.

EPIC Benefits:

- Allows you to extend your selling hours up to 24 hours a day
- Saves time by reducing paperwork
- Improved accuracy when creating invoices
- Promotional pricing
- Electronic catalog.

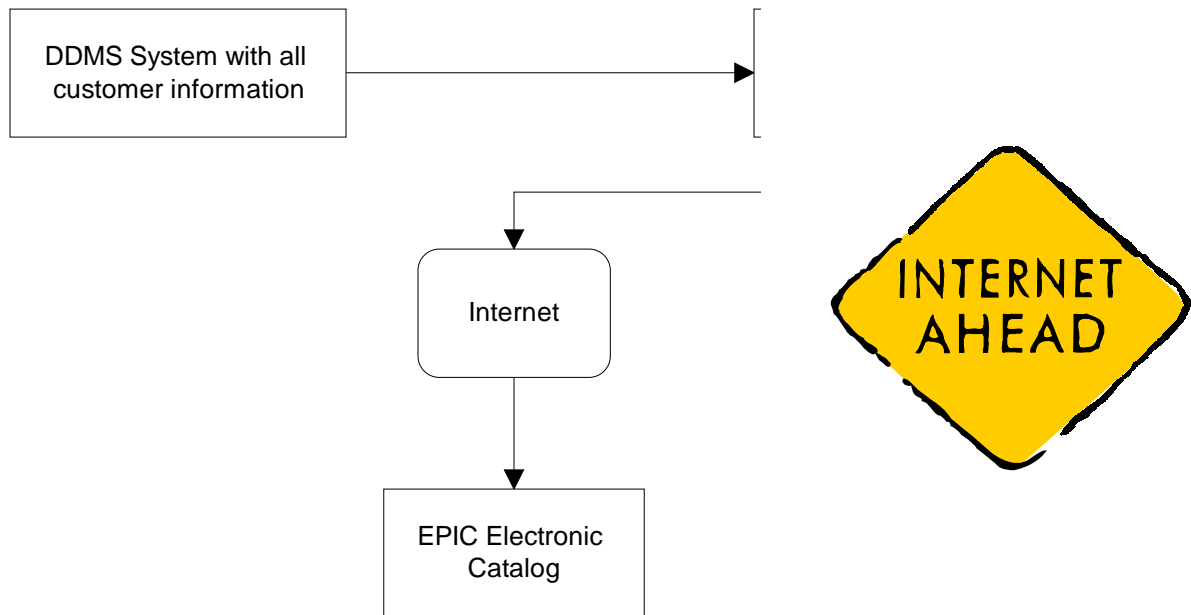
Customer and Dealer Requirements for Using EPIC:

- IBM-compatible personal computer, Mac PC, or Novell Network
- EPIC software package
- Modem
- An open port on your DDMS system
- Monthly license fee
- Customer training is available, but not required.

How do I get this program?

- Call IS and request EPIC
- IS will call DDMS and request the EPIC program
- DDMS must authorize the program before using.

FIGURE 10: DIAGRAM OF IS SETUP



Placing orders with the IS EPIC Interface program:

- You must have a direct connection from your DDMS system to a PC with Internet access
- Use the Internet to access the EPIC Electronic Catalog to place orders
- Pricing and customer information is pulled directly from the DDMS system.

CHAPTER 10: WINORDER

WinOrder is an easy-to-use Windows utility program from DDMS that allows your customers to electronically place their orders. WinOrder allows you to interface your PC with the DDMS order entry package. This program runs under Windows 95, and adds a graphical interface to DDMS' Remote Order Entry that's easy to learn and use. It also comes with complete, context-sensitive online help.

You can use a query feature to find the items you need. This feature lets you search by item number, description, or alias.

As a dealer, you can distribute WinOrder to your customers so that they can place electronic orders with your company. Placing electronic orders eliminates order entry errors, and frees your personnel for other tasks. The customer simply dials into the dealer's DDMS system and enters the order, using a Windows version of DDMS Remote Order Entry.

Dealers can prominently display information about promotional items. This advertising can be very effective, since customers will see it when they're ready to place an order.

WinOrder can be installed on your Windows PC in one of two ways:

- You can connect a modem directly to the dealer.
- You can connect directly to the DDMS system.

WinOrder Customer Benefits:

- Easy to install and use
- Increases efficiency and productivity
- Controlled order flow reduces errors
- Display can be customized to suit customer's preferences
- Query feature.

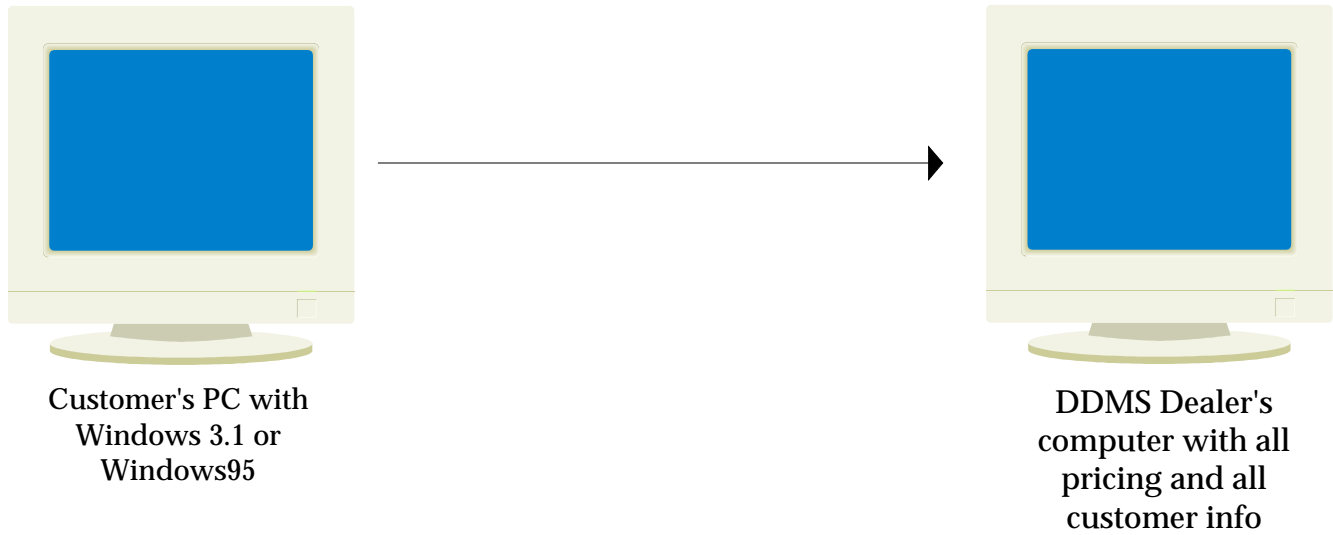
WinOrder Dealer Benefits:

- Customers enter orders, reducing your clerical work (orders are entered directly in the dealer's computer)
- You can display promotional items
- You have control over access and security (prevent customer access to other areas of the system; mask sensitive cost and pricing information; and set timed logoff.)

WinOrder Requirements:

- IBM-compatible PC running Microsoft Windows 95/98/NT
- Special software
- Modem
- Customer training.

FIGURE 11: DIAGRAM OF WINORDER SETUP



Placing orders with WinOrder:

- Customer dials into the DDMS dealer's system and enters order
- DDMS system accepts the order like DDMS Remote Order Entry.