



Infinium's e-business extensions and IBM Network Station a perfect match.

Infinium Software, Inc. has carved a unique niche for itself by providing mid-sized companies with affordable, easy-to-manage alternatives to the powerful Enterprise Resource Planning (ERP) applications major corporations use. As Virginia Ryan, marketing programs manager for the AS/400 at Infinium, puts it: "We serve a market that faces big company challenges, but without big company resources. Mid-sized companies don't want to redefine and rebuild their internal processes. They'd rather buy systems with the necessary functionality built in."

To meet this need, Infinium offers a full suite of client/server ERP products that runs on both IBM AS/400® and Microsoft Windows NT®. The package includes numerous components, each of which combines extensive functionality with a low total cost of ownership.

Infinium now extends its value even further, with its Lotus Domino-based e-business extensions to its core ERP applications that automate and simplify a number of strategic and time-consuming tasks. "These extensions are not customizations of the core applications," Ryan says. "They are separate, distinct solutions."

One of the most exciting aspects of the e-business extensions is that they can be accessed by any desktop client that is able to connect to an intranet or the Web

through a browser – most notably, by thin clients such as the IBM Network Station™. In fact, the combination of Lotus Domino™, Infinium e-business extensions and the IBM Network Station introduces a whole new level of affordability and accessibility for delivering critical applications throughout an enterprise.

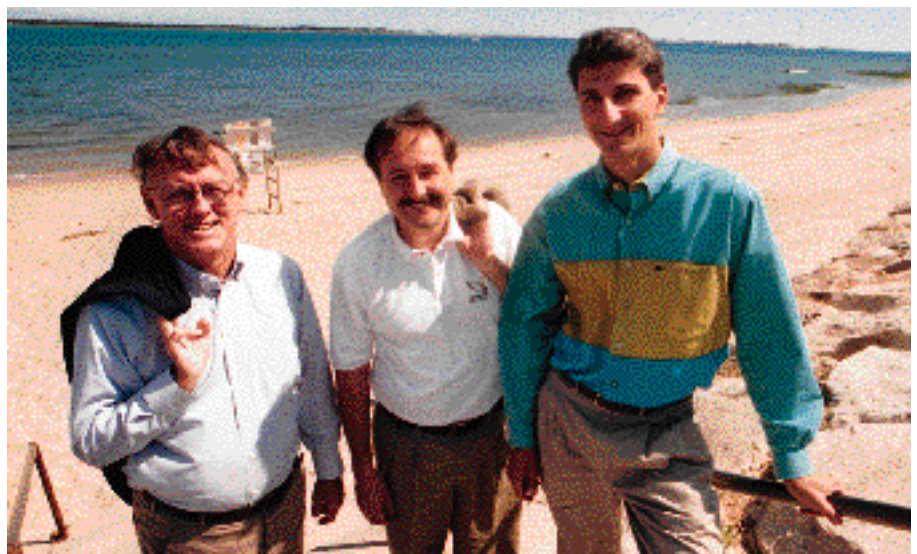
Simplifying e-business

Infinium developed its e-business extensions with considerable support from both the IBM AS/400 team and Lotus. Each extension brings powerful, Web-enabled workflow capabilities to the company's core applications by automating and

Application	Workflow applications based on Lotus Domino, linked to enterprise resource planning system
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Software	Infinium e-business extensions and ERP solutions
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Hardware	IBM Network Station, IBM AS/400, IBM Netfinity and other NT servers
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Life is good for Infinium execs Robert Pemberton, Daniel Kossmann and Frederick Lizza, and for customers using the e-business extensions with thin clients such as the IBM Network Station.



reducing managerial paper flow, thereby speeding internal processes and dramatically cutting time and costs.

The Performance Review extension, for example, allows companies to manage the entire employee evaluation process on-line with as much — or as little — involvement by the human resources department as desired. This extension automatically reminds managers and supervisors when a performance review is due, and initiates the process by linking them to an on-line review form via Lotus Notes® or the Web. When the review is completed, the system automatically notifies personnel and updates the AS/400 application — completely paper-free.

A value-oriented strategy

According to Ryan, the e-business extensions are a major part of Infinium's strategy for adding value to its core solutions by enhancing collaboration, communication, analysis and interaction capabilities for customers. And the Network Station is moving forward on the same track by allowing users to access applications and information wherever they reside, with as little fuss as possible.

Through their browser, Java™ language execution and terminal emulation capabilities, the IBM Network Station Series 100, 300 and 1000 provide e-business customers with capable, cost-effective and easily managed alternatives to today's PCs. And as more and more companies follow Infinium's lead toward Web-based applications, the speed and cost of deploying applications throughout the enterprise will sharply drop.

That's because the IBM Network Station places all applications, network management, maintenance, and support on the server. Adding new applications is as easy as installing them once on the server for access by every Network Station. Similarly, configuring new users is done at the server, not at the workstation.

Users, says Ryan, will soon be able to access Infinium's core applications via the

IBM Network Station as well, with a forthcoming Java version of Infinium's Desktop Manager software, which allows browser access to AS/400 application screens.

In fact, Ryan believes the IBM Network Station Series 1000 — the Network Station optimized to run more powerful Java applications — is a perfect match for delivering Infinium's e-business extensions today and its core applications tomorrow.

Access anytime — from any place

"A key reason we're so focused on the Domino e-business extensions and Java is our belief that customers want access available any time, from any place," says Ryan. "They don't want to pay a fortune to get it, though. That's an area where IBM and Infinium are completely in sync."

With the Network Station, Ryan says, "Companies can now afford to give more users easy access to e-business extensions via an IBM Network Station. Any authorized user with a browser, anywhere in the enterprise, can get work done at any time."

Sharing a vision

"We've had a long and successful partnership with IBM giving our customers what they require," says Ryan, noting that Infinium produced the first client/server application for the AS/400. "The IBM Network Station is an example of this, with the same commitment to capability, easy access and low cost. It's a natural choice for running our e-business extensions today, and all our applications tomorrow."

For more information

To find out more about how network computing with the IBM Network Station and the IBM family of servers can help you make the most of your business opportunities, call 1 800 IBM-7080, priority code 6N7BK005, in North America. Outside North America, call 416 383-5152, priority code 6N7BK005. Or contact your IBM Business Partner or local IBM representative.

If you have access to the Internet, you can find additional Network Station information via the World Wide Web at www.ibm.com/nc.

For information on Infinium Software, the e-business extensions, or other Infinium products, call Infinium Software at 1 508 778-2000 or send e-mail to: jackie_thomasson@infinium.com. You can also find information at the company's Web site at www.infinium.com.



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