

News Summary

SAP Makes U.S. Job Cuts

SAP trimmed its U.S. workforce 7 percent, chopping 300 jobs as the software vendor reorganized its sales and marketing efforts.

One-Third of 2006 New Car Sales Will Be Internet-Generated

A third of new car sales in 2006 will be made by consumers who find their dealer through the Internet, according to research from Jupiter Media Metrix.

Thank you!!

There is no time more fitting to say THANK YOU and to wish you a Happy Holiday Season and a New Year of health, happiness and Prosperity.

OPENAXIS Staff

OpenAxis News is intended to provide useful information regarding Information Technology to our clients and friends.

The news covers new version releases, hotfix file update, and some IT tips.

EDI : Necessary for your business?

Does your customer start requiring EDI compliance on your part? Today, being EDI compliant is no longer an option. It is a requirement. Sometimes, customer might even stop buying from you and look for another supplier if you are not EDI capable. Understanding the options available to you in the market is essential to help you make the right decision for your business.

For those who are not familiar with the term EDI, short for Electronic Data Interchange, I would like to mention that EDI has been the standard used by businesses around the world to exchange business documents for decades. Despite its costly maintenance and its inflexibility, EDI over the years has proven to be the fastest and most dependable method in document exchange.

Depending on the size of your business and how frequent the customers will buy from you, you could decide on implementing an in-house EDI system or outsourcing it to an EDI service provider company. As in-house implementation requires substantial

initial investment and on-going maintenance costs, smaller companies should probably consider the outsourcing alternative. In-house implementation, however, provides you with more leeway to have direct seamless integration with your in-house accounting application eliminating double work within your operation. EDI is ideal for frequent high volume transactions.

Another consideration is the new entrants in the market based on eXtensible Markup Language or XML. Although XML promises all the hype of superior capability in processing transactions, it is comforting to know that XML is not mature enough to displace EDI. The most likely outcome in the not too distant future would be a hybrid system where XML is complementing EDI. Experts agree that it could be a decade before EDI can be superseded by XML and pure web applications.

As a decision-maker in the company, you should consider the implication of your choices carefully. Implemented EDI can either promote efficient op-

eration or add unnecessary costs to your business.

To illustrate, if you expect the customer to purchase few transactions only as often as once a month, it would not be advisable to implement an in-house EDI system, as it would eventually be a losing proposition. On the other hand, if you have customers that would purchase large volume orders frequently, EDI would definitely be a worthwhile investment.

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At OpenAxis, we focus on the implementation of IT solutions for small- and medium-sized businesses.

We provide management and computer consulting services by identifying issues, implementing solutions, and managing all your IT needs.

Comprehensive Solution:

- Accounting Solution
- Operation Solution
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Business Tips: Microsoft Volume Licensing Changes

Microsoft has changed how volume license customers acquire and administer licenses for their products, and how you obtain the newest releases. Microsoft is also expanding options for large corporate customers to include subscription licensing. Here's how:

- Software Assurance, which replaces the array of upgrade licenses previously offered.
- The 6.0 volume licensing programs, which began October 1, 2001:

What Is Software Assurance?

Software Assurance is a new way of obtaining the latest and most innovative Microsoft products, replacing the complexity of one-time upgrades (VUP - Version Upgrade; PUP - Product Upgrade; CUP - Competitive Upgrade; LUP - Language Upgrade) and Upgrade Advantage (UA).

If you already license a current version of a Microsoft product, you can order Software Assurance before July 31, 2002 to get rights to use any new versions of the product that are released during the term of your coverage (Upgrade Advantage). It's important to upgrade your licenses soon to the current version of products since starting August 1, 2002, License and Software Assurance (L&SA) or Software Assurance (SA), or acquisition of new licenses, will be **the only** way to get the most current versions of Microsoft products. Select and Open customers who bought Microsoft systems or servers products through retail outlets (Full Packaged Product - FPP) or who have OEM systems license and servers products (installed by the Original Equipment Manufacturer) will have 90 days from time licensed from and of purchase to enroll in Software Assurance. If you don't enroll in Software Assurance within 90 days, the only way to upgrade in the future will be to obtain a new license for the latest version of the product.

Volume Licensing Programs

If you are new to Microsoft's volume licensing programs, you can join the 6.0 volume licensing programs, which began October 1, 2001: this information can help you determine which one is right for your business:

License Program 6.0 Comparison

Volume Program Name	Customer Size	Customer Types	Customer Profile
Open License 6.0	Five or more PCs	Corporate, Academic, Charity, and Government	Designed for customers who desire an easy one-time transaction process with the flexibility of acquiring licenses from a broad reseller channel.
Select License 6.0	250 or more PCs	Corporate, Academic and Government	Designed for medium large and multinational organizations with mixed Microsoft license requirements decentralized purchasing and the ability to forecast purchases.
Enterprise Agreement 6.0	250 or more PCs	Corporate	Designed for medium large and multinational companies interested in standardizing their enterprise and who value the benefits of centralized purchasing .
Enterprise Subscription Agreement 6.0	250 or more PCs	Corporate	Designed for same customers as Enterprise 6.0 but for organizations that wish to lease—rather than purchase—licenses for one or more of the Microsoft enterprise products

Have a question for Microsoft Windows or Office Product?
Ask our specialist and they can answer on this newsletter.
Please feel free to email your question to techsupport@openaxis.com.

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