

RemoteNet Customer Profile

from The Systems House, Inc.

TSH's RemoteNet and NDC: Harnessing the Power of the Internet

RemoteNet transforms the Internet into a powerful revenue gathering tool for any distribution business

After witnessing the dot-com buildup, bubble and burnout of the late 90's, many business owners now face the challenge of figuring out how to successfully harness the power of the Internet into a viable revenue-gathering engine. Now, The Systems House, Inc. eliminates the guesswork by offering a superior solution for your Internet needs: It's called **RemoteNet**.

What RemoteNet does is simple: **It allows your customers to buy from you at any time, from any place.** If your customer has an open Internet connection, they're connected to you. But, don't be fooled by the simplicity. In fact, RemoteNet is pretty muscular.

Working as an effective e-commerce solution package, RemoteNet seamlessly integrates with your existing back-end management system - whether you're an MDS enterprise software user or not. This allows customers to obtain product information and inventory, place orders, check order status, review purchasing history, Accounts Receivables, back-order information, track shipping, and much more.

Best of all, RemoteNet isn't a complicated, proprietary computer network. Rather, **RemoteNet is a secure portal to your system that customers can reach via any web browser**, with any Internet connection. The benefit is a stress-free customer experience, and lower customer service costs to you.

Indeed, RemoteNet has already helped some of our customers carve huge gains. Danny Adams is the vice-president of E-commerce Business Development for **MedConduit, an NDC company**. MedConduit is a customized version of RemoteNet that allows NDC's 250 members constant access to their customers, as well as to the NDC warehouse. "MedConduit's technological advantage is a tremendous value-add for our members," says Danny.



On the MedConduit/NDC Warehouse online site, customers can easily check order status and purchasing usage.

He likens the technology to a revolution of accessibility. "I think of it like this," Danny says. "Years ago, banks were open during regular business hours. But those were the only times you could access your money - until ATM machines. MedConduit, utilizing RemoteNet technology, is the new ATM."

"RemoteNet is the new ATM"

---Danny Adams

Vice-president of E-commerce Business Development for MedConduit, an NDC company.

According to Danny, the convenience of RemoteNet creates more business for everyone. "In this day and age," he says, "customers don't want to be limited. When we removed the barriers of 'business hours,' orders started pouring in."

The Systems House, Inc., the company which developed RemoteNet, has been creating Software Solutions for Distributor's day-to-day business needs since its inception in 1979. Sy Fertig, President and founder of The Systems House, Inc., remarks "RemoteNet was a



The Systems House, Inc.

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natural extension of our enterprise software package, **Master Distribution System (MDS)**.” Using the internet, RemoteNet extends the management power of MDS to distributors’ customers and salesman. Sy believes that today’s highly-competitive business climate demands that businesses do everything it takes to meet the heightened needs of customers. “By enabling 24/7 availability, RemoteNet helps them accomplish just that.”

With the advanced features available on RemoteNet sites, customers can get special pricing information, check order status and see real-time shipping information. Customers can also review monthly usage statistics including a 6-month rolling average of purchases and 3- year purchasing history detail. Site reports include a detailed analysis of purchasing history by customer, customer-ship-to location, or product. Customers can easily download these reports to a spreadsheet for optimal benefits in resource planning. With the wealth of information available on the site, customers become more self sufficient, freeing up reps to do more selling.

Actually, RemoteNet does more than meet the needs of your existing customers. It can function as a salesman system,

allowing the salesmen to securely access the enterprise system while at a customer site or at home. Salesmen can use a RemoteNet site to quickly place orders for their customers, determine order, pricing and/or stock status, or show prospects real time information on the latest product catalogs.

RemoteNet B2B E-Commerce can help your business satisfy newer and larger customers as well. RemoteNet can be fully integrated to your back-end ERP (Enterprise Resource Management) application, or communicate using email and EDI technology. This means that RemoteNet provides a secure method for distributors to take orders instantaneously. Now, physician’s hospitals, and long-term care facilities, which demand such flexibility, can be serviced with ease.

Call **The Systems House, Inc.** today, to get more information about the **RemoteNet B2B eCommerce solution**. You’ll discover how RemoteNet can truly bring your business to the next level of customer service, reliability and access. And you’ll learn how RemoteNet makes it easy to harness the power of the Internet for your business success.

*For more information on
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