

With BASIS, Denver Computer Still a Mile High

By Randy MacLeod

Randy MacLeod founded Denver Computer, Inc. in 1985 to provide comprehensive computer services for small- to medium-sized businesses throughout Colorado. Combining computer equipment and software, Denver Computer specializes in creating custom fit solutions to business management problems. Along with over 80 installations in the Denver metro area, Denver Computer also supports a sizeable dealer network across the United States. Their custom accounting solution, Business View, is feature rich and assembled from a time-proven library of public programs with the functionality of accounting systems 20 times its cost. Visit them online at www.denvercomputerinc.com.

DENVER COMPUTER, INC.

Partnership

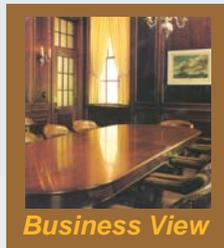
Language/Interpreter

Database Management

Development Tools

System Administration

Like BASIS, this year marks our twentieth anniversary of developing, selling, and supporting accounting applications written in Business BASIC. It began for us the same way as it did for so many other dealers – how do we port our Business BASIC application from a mini-computer to a PC-based language? Looking at the PC-based Business BASIC languages available in 1989, we chose MicroShare for DOS/UNIX. In the mid 1990s, MicroShare released their Windows version and we determined that they were then still the easiest and most cost-effective solution for moving our application software into the Windows environment. As a result, we offered and sold Business View exclusively under MicroShare for Windows. It was wonderful to enhance our software functionality by integrating many Windows features such as e-mail and ftp, and achieving platform compatibility with the libraries of personal productivity programs available on the market. As quickly as we could, we added GUI controls to update its appearance. It was all very exciting and our customers loved it.



converting to the now-defunct MicroShare language, this situation forced us to face the reality of moving our software to a new language that could offer us a future. We needed a solution, fast.

We once again evaluated the available Business BASIC languages and looked at language functionality, MicroShare compatibility, importing tools, support availability, and of course, business longevity and stability. BASIS International Ltd. and their BBx® technology was our top selection. Their technology, leadership, and financial stability made them the obvious choice. They made it clear they were very interested in working hard to help us meet our immediate needs.

During a quick trip to the BASIS headquarters in Albuquerque, I met with a team of their engineering and product specialists. In mere hours, we successfully ported our 1,100+ Business View application programs and utilities. Within 3 days, Business View was up and running error free under Visual PRO/5® with only minor compatibility and GUI control changes to address.

As a system integrator, it is frightening at times to sell and support an application that depends on the functionality and reliability of the customer's equipment, operating system, and provider's language. We have little or no control over the performance of most of those components, yet our reputation is at stake. From the beginning, MicroShare was responsive to the problems we encountered, that is, responsive right up to the day when MicroShare closed their doors...forever.

Now what?

The first point of consideration was our customers' viewpoints. The general customer perception was that since the application was functioning satisfactorily just as it had, it would continue to do so in the future. However, as we have learned over the years with computers, "that just ain't so."

Before long, Microsoft released a Windows update that caused Business View, which had been running bug free for years, to encounter environmental errors with memory and other system resources. Now, our concerns escalated; we had no language support and no support from Microsoft for the impact their changes had on third party products. We looked for fixes but the errors continued and our clients began to notice. Despite making substantial investments

After my return to Colorado, BASIS personnel continued to work closely with us to answer our seemingly endless stream of questions about configuration and language differences. They even eased our learning curve by assisting us in re-developing GUI controls using their ResBuilder® and GUIBuilder® products. They enabled us to fully re-package our software and release it to market in less than 6 weeks. The improvement in product stability was noticeable and refreshing.

BASIS has a substantial history with Business BASIC that yields an impressive understanding of their client's technology needs. It takes many components, added together, to be successful in the computer industry. BASIS International Ltd. is a comprehensive team of professionals working together that delivers a thoroughly competent product. It is a combination of this level of support and product capability that makes us look good; a difficult and yet a terrific quality to find in a supplier.

As we faced the demise of MicroShare's Business BASIC and the uncertain future of Business View, we were excited about this new beginning. BASIS and BBx technology clearly relaunched our application and gave us and our customers a more powerful, reliable, and brighter future. And, like BASIS, we look forward to celebrating our 50th anniversary in 2035. 



Randy MacLeod
President
Denver Computer, Inc.