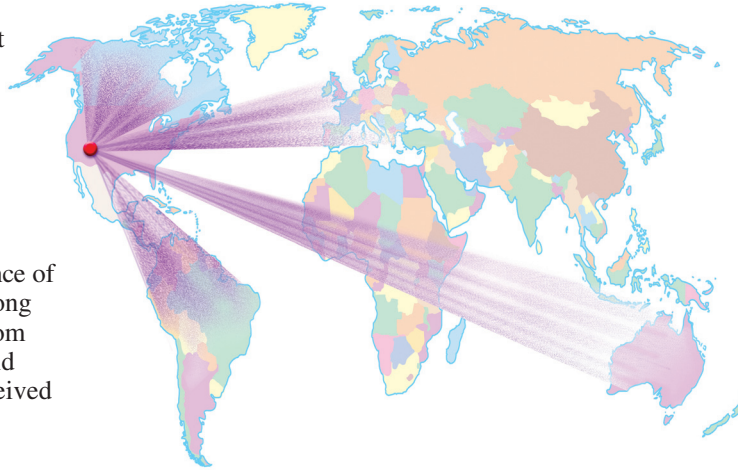


Webinar Success Impacts the Globe

By Laurence Guiney

Over 90 people registered for the recent Webinar sessions on the new DBMS Features and Benefits. Registrations came in so rapidly during the first 24-hours that BASIS added two more sessions, including an early evening session. BASIS chose this time to accommodate overflow registrations but more importantly, for the convenience of the BASIS resellers in Australia. Among the participants was representation from North and South America, Europe, and Australia. The sessions were well received and the feedback has been positive.



Strengthening the Down Under Connection

By Laurence Guiney

To build ties and strengthen business relationships with our Australian partners, BASIS now deals directly with their resellers “down-under.” This relationship gives extra dividends to BASIS and participating BASIS customers



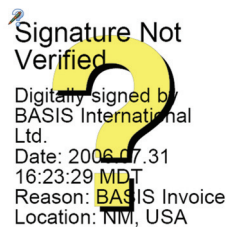
when these partners shared valuable knowledge and sparked helpful dialog during recent Webinars. Several Aussie partners who are currently using PRO/5® technology are now investigating the possibilities of moving to the latest generation of BBx®, BBj®, to take advantage of the new technology in the language and BASIS Database Management System.

Signs of the Time - Digital Signatures

By Laurence Guiney

Staying on the cutting edge of technology, BASIS switched from mailing hard copy invoices to sending invoices electronically over two-years ago. Customers around the world appreciate this expeditious and efficient way to process their BASIS payables, not to mention the related cost savings.

While e-invoices were very well received, they presented a recent challenge in Germany. Unique to this country is Germany’s requirement for an electronic signature on each invoice to verify its authenticity. This seemed like a worthwhile enhancement to all e-invoices so BASIS selected VeriSign,



the leading secure sockets layer (SSL) certificate authority, as the provider for domestic invoices. German law required electronic signatures from an approved German provider so BASIS chose Dynevo, GmbH.



Today, all e-invoices now successfully contain a signature that can be validated for authenticity. Regardless of their location, BASIS customers around the world benefit from this paperless and cost-effective method of invoice delivery. Keeping up with the ever-changing technology and needs of the customers is a key objective for BASIS doing business in the US and abroad.



Laurence Guiney
 Senior Account Manager

The BASIS Family in Europe Grows

By Susan Darling

Former owner and president of PHAROS Ltd., Stephan Wald, is the new Director of Sales and Technical Services of BASIS Software Germany (BSG) GmbH. Stephan will lead BASIS' European distribution and service business, extending and enhancing the existing reseller network and supporting strategic customers.




Stephan Wald

Stephan is no stranger to BASIS or BBx®. In 1996, Wald founded PHAROS Ltd., Saarbrücken, Germany, to develop and support customers in the Business BASIC environment. In the ensuing years, PHAROS achieved an excellent reputation among its broad customer base throughout



Andreas Timm

Germany and bordering France. In 2005, BASIS selected PHAROS as their pre- and post-sales support partner in France.

While the BSG office in Wiesbaden will continue to provide the European distribution of the BASIS development tools, the remaining PHAROS Ltd. team is integrating into BASIS as a new business unit known as *BASIS Professional Services*. Joining BASIS along with Stephan, in this new entity, is Andreas Timm and Angela Laermann. Andreas, fluent in German, French, and English, earned an advanced degree in Computer Science. Angela, also fluent in German, French, English, as well as Polish, also holds an advanced degree in Computer Science. 



Angela Laermann