



Open Systems Inc. 2002 Reseller Conference - Building Tomorrow

In August, John Schroeder, Kevin King and I went to beautiful downtown Minneapolis to participate in the annual Open Systems Inc. Reseller Conference at the Hyatt Regency Hotel. Open Systems is a large BASIS Customer, with thousands of end users throughout North America, using the Visual PRO/5® and PRO/5®-based Open Systems Accounting Software. The conference theme, "Building Tomorrow", communicated the OSAS commitment to provide strategic solutions for the future. As usual, Open Systems had a great turnout, with a talented group of resellers.

Each of the exhibitors, including BASIS, demonstrated many value-added solutions that are available now. The BASIS crew stayed busy talking to resellers about their markets, their projections for the future and the effects of the economy. While I met with Customers and discussed sales and products, Kevin and John held three breakout sessions on Java and BBj. They also delivered a keynote presentation. During the keynote, Kevin addressed the pervasive use of Java in the IT world. He also discussed the many reasons for Java's popularity, and why it is good for our Customers. Java greatly enhances the portability BASIS has been delivering for over 17 years, including providing a robust network platform for BBj applications.

John Schroeder demonstrates BBj products to visitors at the BASIS booth.



John demonstrated how BBj® enhanced the programmer's ability to solve business problems, with powerful GUI tools, and the ability to call BBj programs from Java and/or use Java classes in a BBj program. John and Kevin both emphasized BASIS's commitment to the OSAS product and detailed some immediate benefits of Visual PRO/5 4.0 and the soon-to-be-released OSAS 6.5. We worked closely with Open Systems as they developed and released their VPRO/5-based GUI product and will support them in their move to BBj.

Kevin King (rear of photo) delivers a lunchtime keynote presentation at the OSAS Reseller Conference.



With improved performance, simplified licensing, and new OSAS features, Open Systems reaffirmed that the company is ready to launch new solutions today. To view the keynote presentations, visit our web site at www.basis.com/devtools/presentations.html and click on "The Java Journey." Both are also included on the Advantage magazine CD.

We were pleased to have the opportunity to participate in this year's Open Systems Reseller Conference. We see many great opportunities with OSAS and are working on the plans to make them happen. Stay tuned for more cutting edge solutions building on tomorrow!

– Gale Robledo