

MID-RANGE NEWS

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solve I.T. for less™

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A publication of Mid-Range Computer Group Inc., 34 Riviera Drive, Markham, Ontario, Canada L3R 5M1



Guess who is #1 for:

JD Edwards ERP Software

JD Edwards Services & Project Management

JD Edwards Outsourcing, Hosting & DR

IBM Power Systems - The Platform For JD Edwards

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We handle the IT. You handle your business.

There's a fine line between leveraging IT as a tool for your business and being incrementally drawn into the IT business.

Regardless of your industry, today's marketplace—always pushing for cheaper, better, faster—is a breeding ground for new IT challenges. Trying to meet those challenges can trap companies like yours, those trying to run a lean operation, in a costly Catch-22. To reduce costs or optimize resources you may need to upgrade and modernize your enterprise applications, but doing so may actually end up forcing you to divert critical resources away from the issues central to your day-to-day operations. Resources allocated to finding, implementing, hosting and managing your ERP solution and accompanying hardware platform could be better allocated to improving your business.

At a time when every organization



is rightfully retreating from running IT, Mid-Range enables you to stay on your side of that fine line and do what you do best—run your business. We provide one-stop access to one of the most proven, powerful and versatile enterprise applications on the planet—JD Edwards EnterpriseOne—running on a platform unmatched for its scalability and stability—the IBM Power Systems platform. And you can outsource all implementation, hosting, and application/

hardware management functions to us, experts in all facets of the IBM Power System and its predecessors, and a fully certified JD Edwards service partner.

JD Edwards was made to run on IBM Power Systems

The alliance between JD Edwards and IBM reaches back nearly 30 years, with 98% percent of all JD Edwards Software running on the IBM Power System or one of its predecessors (System i, System i5, iSeries, AS/400, System/38, System/36, System/34, System p, pSeries, RS/6000, System x, xSeries, Netfinity.)

Over those 30 years and thousands of implementations, you can be assured that the close partnership between IBM and JD Edwards has produced a combined ERP infrastructure that will not only provide you with the tools to significantly improve your operation, but also lower your total cost of ownership by enhancing ease-of-use and simplifying implementation, maintenance, and support.

Implementation, Project Management, Support, Remote Hosting – Mid-Range does it all

Add to that Mid-Range's growing JD Edwards practice—which boasts a large portfolio of successful implementations

executed by a team of subject-matter experts; our 20 years of IBM Power Systems experience; and our aforementioned status as a JD Edwards Service Provider—and we believe there's no better one-stop resource for bringing JD Edwards into your business.

Mid-Range provides remote-hosting capabilities as well. So if your company either lacks the necessary expertise on-staff to manage and support your infrastructure, or you want to avoid the time and overhead associated with hosting both the application and hardware at your facility, Mid-Range's remote-hosting offering will enable you to more effectively deploy your limited resources.

On average, the Mid-Range team has 10 years of JD Edwards CNC (**Configurable Network Computing**) experience and can be outsourced to augment your team with CNC technical support and 7/24 server support. With Mid-Range managing your CNC you never have to worry about the expense of hiring, training and providing ongoing CNC education for an employee, only to find out later that he or she is underutilized or that you need to find and train a replacement for holidays, sick leave, or normal employee turnover.



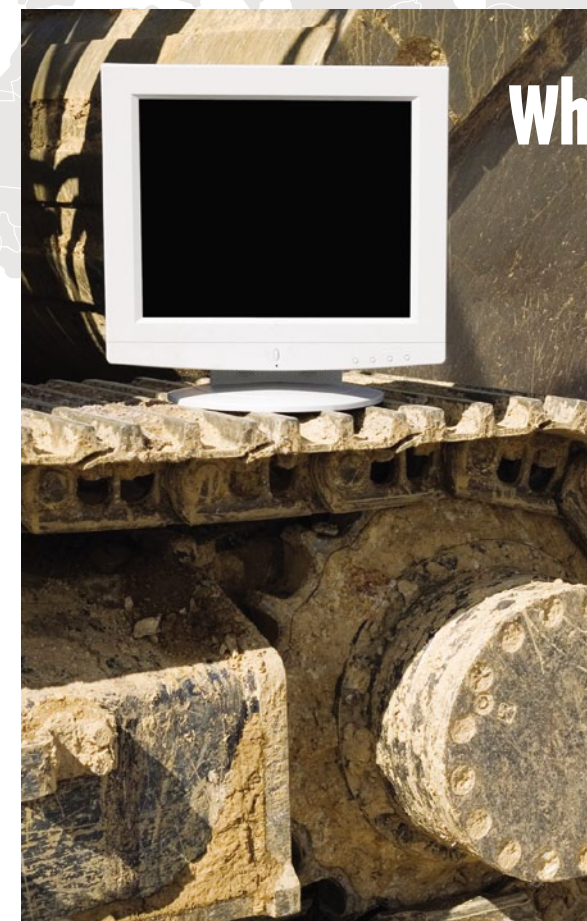
IBM Power Systems family



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Similarly, your IBM Power System platform can be run by Mid-Range (at Mid-Range) for much less than you can run it yourself. One member of our team can monitor and run multiple IBM Power Systems for multiple customers from our location, lowering your costs through “economies of scale” and freeing your IT staff to add business value rather than tinker with your IBM hardware. And like the cost of adding JD Edwards CNC expertise to your staff, the cost of an IBM Power Systems administrator includes

turnover, vacation coverage, sick days, time in lieu for weekends worked, etc. Why absorb all those costs when Mid-Range can do it all for less? ➤



What is wrong with this picture?

You know the answer. That computer is out of place. It needs to be somewhere – anywhere – else. Cementation understands that better than most. So when they selected Oracle JD Edwards Enterprise One, they also chose Mid-Range to handle implementation. Now Cementation has more time to do what it does best – develop world-class mines.

Meanwhile, Mid-Range provides world-class JD Edwards services above and beyond anything Cementation could have obtained in-house. Better still, Cementation never again has to worry about under utilization of I.T. staff, costly staff turnovers and sick leaves.

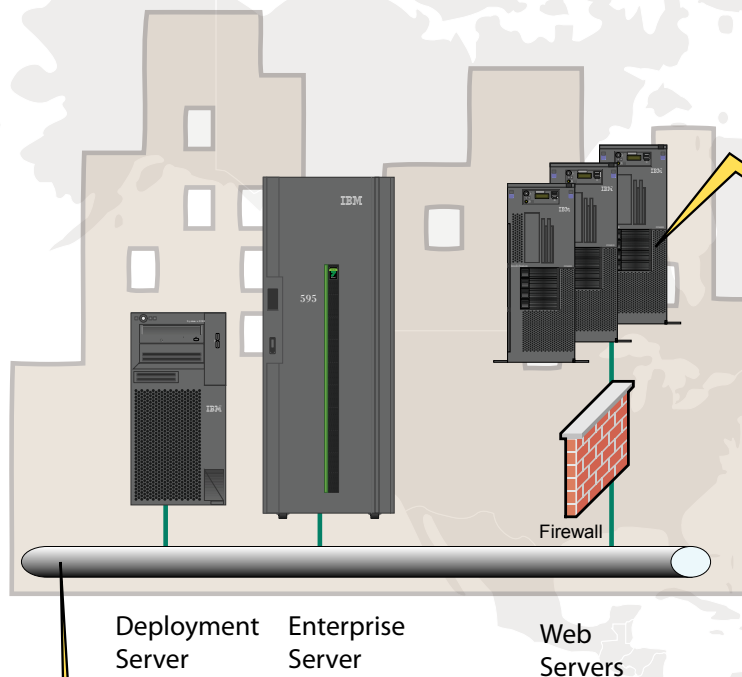
Sound like a plan? To learn more, call us toll-free at 1-800-668-6470 or visit us online at midrange.ca

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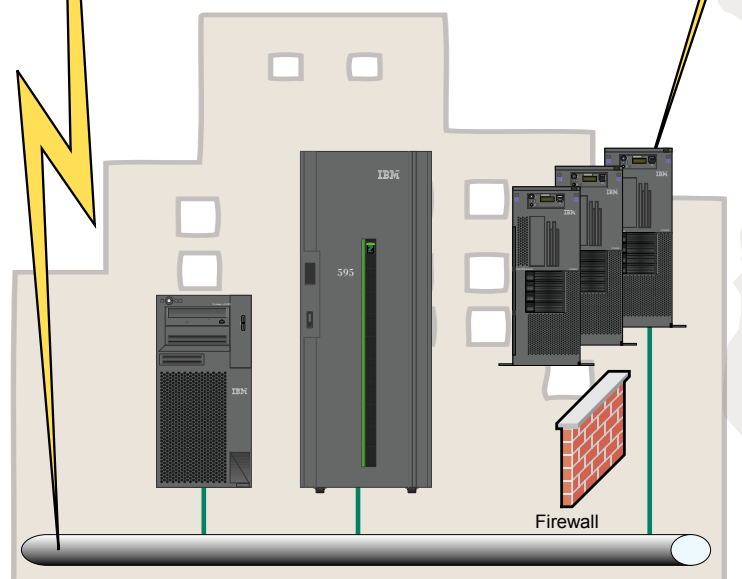
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JD Edwards • Mid-Range • Power

J D Edwards Enterprise One Production Site



Mid-Range High Availability Disaster Recovery Site



User Communities
Anywhere in the World

▶ **Bottom Line:** with potential savings of up to 50% it's good business to outsource your IBM Power Systems, iSeries, System i, or AS/400, to Mid-Range.

Powerful JD Edwards reporting and security tools available through Mid-Range

Reports Now® for JD Edwards Reporting

JD Edwards is a great collector of data—lots of data—and because of its tight integration, the solution is extremely effective at distributing that data throughout the system. But individuals within your organization—from an AP clerk to the CEO—also need access to data pertaining to their specific areas of responsibility, and they need that access in real-time.

Yet the standard reports function within JD Edwards makes extracting targeted data and creating customized reports for individual users a time-consuming, highly technical process, requiring extensive programming knowledge. What company can afford to pull limited IT resources away from their strategic priorities to create a report?

That's where the on-demand reporting tool, *Reports Now*®, available through Mid-Range, comes in. With the intuitive, visually oriented *Reports Now*, end-users can rapidly extract the data they need to create their own ad-hoc reports within minutes rather than days—and without pulling programmer resources away from their primary responsibilities.

Written specifically for JD Edwards, *Reports Now* works within the JDE Security Layer, ensuring the highest levels of data protection,

and works across all data from every module in the system.



All-Out Security®

A powerful tool for compliance, *All-Out Security*® streamlines and manages JD Edwards security—specifically those issues relating to Segregation of Duties—on a day-to-day basis.

All-Out Security provides graphical tools that enable you to easily monitor user security access within JD Edwards and rapidly generate detailed reports highlighting any segregation-of-duty issues. It reduces the time needed to manage JD Edwards security, keeps the auditors happy, and frees up security and technical resources to work on more strategic issues.

solve I.T.
for less

Want a JD Edwards reporting tool that offers total functionality at a fraction of the usual price?

REPORTSNOW



Introducing *ReportsNow*, the end user reporting tool that is a perfect fit for the EI product and provides the full functionality not offered by third-party products. In short, *ReportsNow* delivers the speed, ease and performance you have always wanted from a JD Edwards end user reporting tool.

Forget about long development cycles and package deployments. With *ReportsNow*, a user with no programming experience can produce, on the spot, a wide array of eye-catching columnar and cross-tabular reports. Better still, the user sees the report data as the user formats the report, a big improvement over existing report tools.

Why settle for less? Demand *ReportsNow*, the end user reporting tool that gives you total functionality at a fraction of the price for third-party reporting tools.

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“For about 50% or less than the cost of a full-time employee, you can outsource your JD Edwards CNC to Mid-Range.”

Dino Marchioli, Director -
Application Consulting Services

You need JD Edwards CNC to run your business. But you don't need to *run* JD Edwards CNC, especially when you can outsource that function to Mid-Range for 50% or less than the cost of a full-time employee.

But savings are only part of the story. You also benefit by having your CNC run by our industry-leading team. Nobody has a bigger team and nobody can match the experience of our team members, who, on average, have at least 10 years CNC experience.

Yet another plus is that you never have to worry about under utilization of an employee, costly staff turnovers, the cost of education and finding a replacement for holiday periods or sick leave.

In short, you can concentrate on what you do best, while we focus on our strength – managing CNC. It's a winning formula that has delivered great results for an ever growing number of Mid-Range clients – and it can work for you.

If you're interested in finding out more please call me at 800-669-6470 Ext. 2274 or send me an e-mail at dmarchioli@midrange.ca You can also get visit our web site at: www.managedcnc.com

Thank you for your time.

Regards,



Dino Marchioli

Director – Application Consulting Services

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Utilize a
Complete
Range of
Proven CNC
Best
Practices

- System Monitoring
- Software Change Management
- Object Promotions and Package Builds
- ESU Application and Tracking
- Web Server Tuning and Maintenance
- Client Administration
- Environment Refreshes
- Menu and Task Maintenance
- User ID Maintenance

Maybe you can relate to some of these customers:

- | | |
|---|--|
| <ul style="list-style-type: none"> • Agroservicios Pampeanos • Amadori Group • American Crystal Sugar • Andamios Atlas S.A. • Bacup Shoe • Batesville Casket Company • Beko Benelux • Benelli Armi Spa • Bonzano Group • Brepols • Bull Moose Tube Company • Cairo Communication Spa • Cartonajes Levante • Cassina Packaging Group • Castello Banfi • Caudwell Group • Ceffla Group • Chocolates el Rey • City of Kent • Constellation New Zealand • Constructora Colpatria • Continental Materials • Cork City Council • Corman • Crane Group • Darma Henwa | <ul style="list-style-type: none"> • District of North Vancouver • The Dixie Group • Dress Barn • DRI Companies • Edens & Avant • Emin Leydier • eZono • Fairfield Residential • Ferplast • Findim Group • FMC FoodTech • G&W Electric • Geomant, s.r.o. • Grupo Ayvi • Grupo Penaflo • Gruppo Buffetti • Gruppo Monzino • Hadrian • Hiap Seng Engineering • Hill-Rom • HOPPE Holding AG • Hunter Douglas • Icontec • Idal |
|---|--|
- (... and the list goes on.)

► If you're going to do it, you might as well do it right.

If you need to upgrade and modernize your enterprise application to meet the ever-increasing demands placed on you by your customers, your industry, and the economic climate, choose an ERP software and hardware combination (JD Edwards running on the IBM Power System) that has proven itself in businesses like yours year after year, for decades. And choose a trusted partner (Mid-Range) that has structured its business to be your single-source for delivering the complete solution—from implementation to hosting—and providing rock-solid, certified expertise every step of the way.

That way, you can stick to what you do best.



Solve I.T. for less.

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Burdened by compliance?
Solve it for less with All Out Security



Ease the burden of becoming compliant with All Out Security. There's no better way to adjust the JD Edwards security settings for World and EnterpriseOne users, a necessary step to achieve best practice corporate governance and compliance, including segregation of duties. Choose from five modules, available via an annual subscription basis, that make it quick and easy to implement more than 20 security measures. For more information, call us toll-free to request a free web demo or email us at Allout@midrange.ca.



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supplying JD Edwards
and IBM Power System/System i/
iSeries/AS/400.

near•sourcing

1. To utilize Mid-Range to manage IBM Power System/System i/iSeries/AS/400 and JD Edwards.
2. The decision to lower costs by eliminating the under utilization of employees, costly staff turnovers, employee education, and disruptions caused by holiday periods and sick leave.
3. Functions that can be performed more efficiently by Mid-Range, working on-site or off-site.
4. The recognition that Mid-Range, a proven local provider, can always outperform a distant offshore supplier.

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