



FacetCorp and Sequent Establish Strategic Alliance

Partnership Delivers Key Piece of Sequent NUMACenter Windows-to-UNIX Integration Solution



Sequent Computer Systems, Inc. and FacetCorp announced a strategic relationship through which FacetCorp will provide important NT-to-UNIX integration technology to Sequent's NUMACenter framework. As part of the agreement, Sequent will sell and support the FacetWin product.


Sequent's NUMACenter environment allows customers to roll-out applications utilizing Windows NT and other Microsoft technologies, while leveraging the scalability, availability and performance available today on a UNIX database server. In addition to FacetWin's integration capabilities, Sequent's NUMACenter offering includes server hardware integration, storage integration, single view systems management and customer and professional services.

FacetCorp's FacetWin software provides Sequent customers with an all-in-one feature set that allows users of Windows PCs to transparently access and use the UNIX network resources (such as files, disks, applications, and printers). FacetWin features include file services, print services, 32-bit terminal emulation, and a graphical administration interface that provides a single point of administration for all FacetWin servers on the network, as well as a POP3 email server.

"The FacetCorp partnership is a great fit for Sequent. The FacetWin product delivers an excellent set of capabilities,

including the new Simple Sign-On™ functionality which is something our customers have been asking for," said Jeff Pancottine, Vice President of Global Marketing at Sequent. "Another important factor in this relationship is FacetCorp's shared commitment to customer service and customer satisfaction."

"We are excited about this opportunity to work closely with such an outstanding company as Sequent," said Paul Vance, Vice President and General Manager at FacetCorp.

"As the world leader in Intel-based data center servers, Sequent provides their customers with the most scalable, available, reliable and manageable products. FacetWin is now one of those products." 



INSIDE

- 2 *FacetCorp Provides Cotton States Solution*
- 3 *TechTip*
- 4 *BrainTeaser*
- 5 *FacetCorp in the Field*
- 6 *Web Site Preview*

FacetNews publishes the accomplishments of companies using FacetCorp's products with the hope that the story of one of our customers may inspire others that are confronting similar issues and looking for the right solution. In this issue of FacetNews we will learn about Cotton States Insurance's selection, implementation and use of FacetWin.

FacetWin a Winner at Cotton States Insurance

by Mary Beth O'Brien

Summary

Cotton States Insurance has been providing insurance products to customers in the southeast since 1941 with products for auto, home, and life. Their agency sites are located in Georgia, Alabama, Florida, Kentucky and Tennessee.

Cotton States Insurance Group needed to upgrade their computing environment from character terminals to PCs without losing access to UNIX applications in 275 insurance agency sites. These sites also needed to share files between their PCs and UNIX servers and to communicate to each other and their headquarters in Atlanta. To select the best solution for their needs, they turned to Quest Technology Group.

Each site has its own SCO Open Server 5 UNIX server and two to six Windows 95 PC clients. The SCO servers run legacy UNIX-based insurance applications that were developed by Quest Technology exclusively for Cotton States.

"Our main goal was to replace Cotton States' character terminals with PCs while still allowing access to their UNIX applications, thus preserving the return on investment they have in those UNIX applications," says Linda Rolf, president of Quest Technology Group. "Cotton States needed a robust terminal emulator that had the capability of sizing each of their emulation windows to fit the user's monitor," continued Rolf.

Solution

Cotton States installed a 1,250-user license of FacetWin in their 275 insurance agency sites throughout five states. An additional 150-user FacetWin license was purchased for use in the MIS, Underwriting, Customer Service, and Rates and Products departments at the Cotton States Insurance headquarters.

"Implementing FacetWin has really opened the door for the agents. Before FacetWin, they only had access to their UNIX applications. Now, they have all the tools they need integrated onto one desktop," commented Rolf.

Rolf and her team evaluated several PC-to-UNIX connectivity solutions before choosing FacetWin for Cotton States. "We

went with FacetWin for two reasons," explained Rolf. "1) The strength of the product and 2) how easy it is to work with FacetCorp. FacetWin has exceeded all our expectations. The ease of installing and integrating the package made the implementation at all the sites a breeze. The users have had no trouble using the Terminal Emulator or File and Print Services of

FacetWin. We've also written an interface so the agents can back-up their PC every night."

Rolf continued,

"Working with FacetCorp was great. Every time you call, you get a 'real' person on the phone. They take the time to listen to your question and get the answer!"

Cotton States was facing the many issues involved in replacing dumb terminals with a WAN: including solid terminal emulation and the ability to share file and printer resources between the two environments. They found what they were looking for in FacetWin, plus additional features that the competitors didn't offer. "FacetWin brought a more complete set of features to the table than any of the other packages we reviewed," said Rolf. "Not only did we find the best terminal emulator and an easy-to-use file and print sharing set of features, we also got the extra bonus of a PC back-up tool!" exclaimed Rolf. FacetWin beat out the competition because it was a higher quality product and a better value solution. 🌐



Dilemma

Cotton States needed a cost-effective terminal emulator that would allow access to critical UNIX applications. They also needed the ability to share File & Printer resources between Windows 95 clients and SCO Open Server 5 UNIX servers

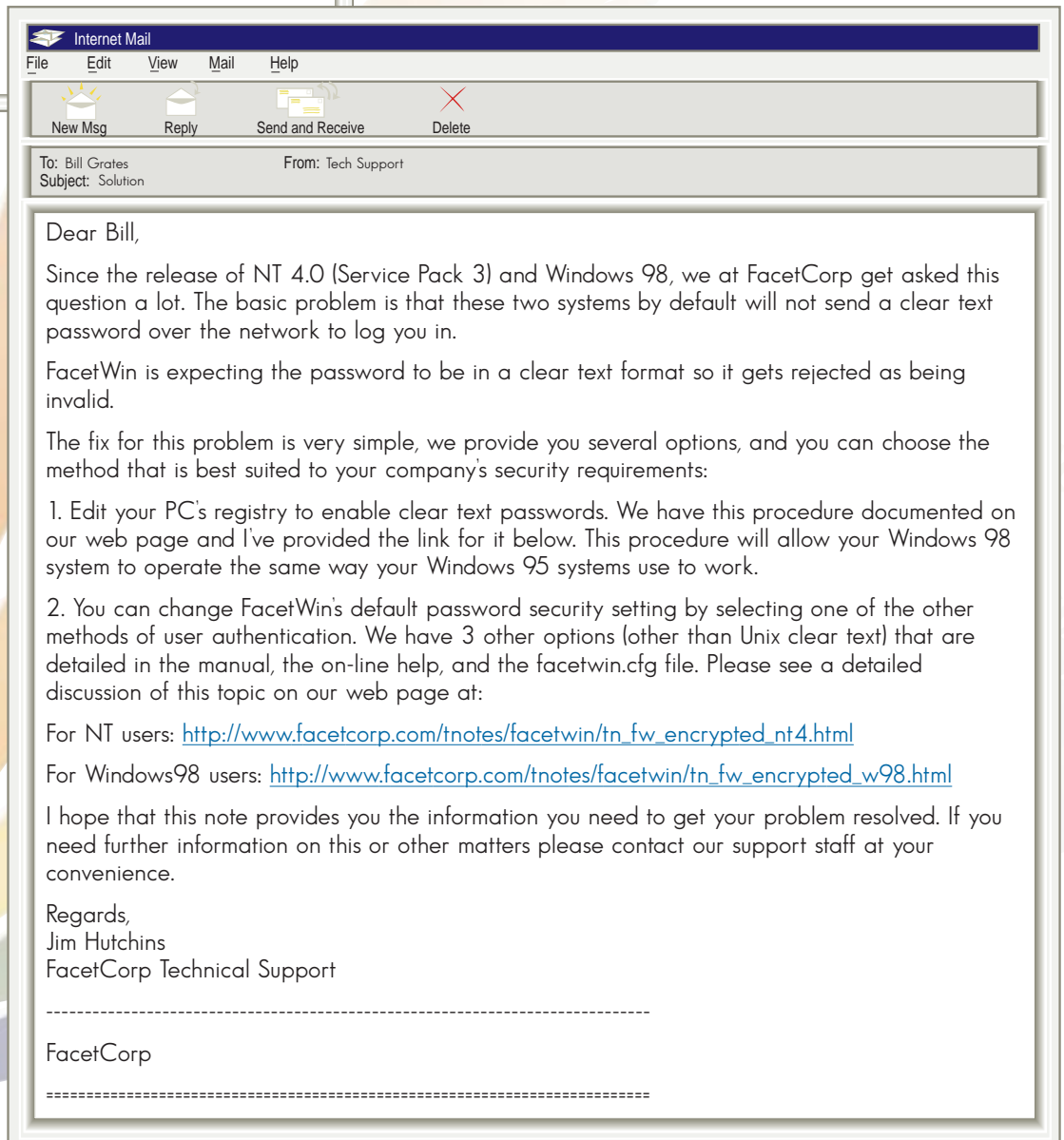
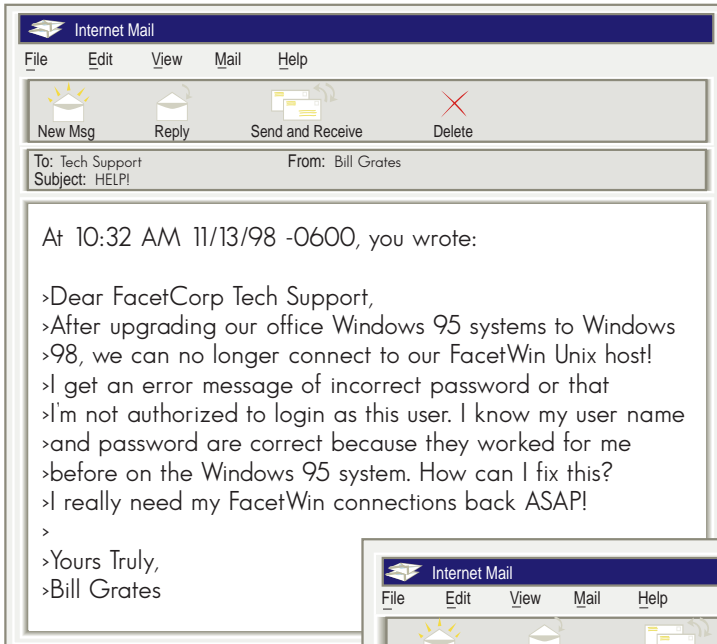
Resolution

Cotton States implemented a 1,250-user license of FacetWin running on 275 SCO Open Server 5 UNIX servers connected to Windows 95 clients. An additional 150-user license of FacetWin was installed at their Atlanta headquarters. FacetWin was chosen from among its competitors because: 1) its features were stronger than the competitors, 2) its complete, bundled solution met Cotton States' needs - terminal emulation and file and printer sharing, plus a much-needed PC back-up tool, and 3) working with FacetCorp, as a company, significantly simplified the implementation.

System Snapshot

UNIX servers:	SCO Open Server 5
Windows clients:	Windows 95
FacetWin user count:	1,400

Tech Tip



BRAIN TEASER



"An Age-Old Problem"

At the University of Enigma two professors were engaged in a conversation:

Philosophy Professor: "How old are your children?"

Mathematics Professor: "John is twice as old as Jane was when he was as old as she is now and the sum of their ages is 63."



How old were the two children?

Got a good brainteaser? Send it in and if we publish it, you will receive a FacetWin T-shirt!

For the answer to this brainteaser, please refer to our website: www.facetcorp.com. You may also send an e-mail to marketing@facetcorp.com or send a fax to FacetCorp Marketing 972/612-2035.

Taken from: Paul Sloane, Testing Your Lateral Thinking IQ, New York, New York: Sterling Publishing Company, Inc., 1994

Contact FacetCorp:

Telephone:

800/235-9901, 972/985-9901

Fax:

800/982-9901, 972/612-2035

Electronic Mail:

Product Information:

info@facetcorp.com

Reseller Program Information:

reseller@facetcorp.com

Software License Registrations:

registration@facetcorp.com

Technical Support:

support@facetcorp.com

Marketing Feedback:

marketing@facetcorp.com

Web Page Feedback:

webmaster@facetcorp.com

Job Opportunities:

jobopps@facetcorp.com

Regular Mail:

FacetCorp
4031 West Plano Parkway
Plano, Texas 75093 USA

All trademarks and registered trademarks are property of their respective owners.



NO POSTAGE
NECESSARY
IF MAILED IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST CLASS MAIL PERMIT NO.3510 PLANO, TX

Postage will be paid by addressee

FacetCorp 

4031 West Plano Parkway
Plano, TX 75093-9954





FacetCorp visited with end users and resellers at an open house in Naperville Illinois, outside of Chicago.



FacetCorp in the Field

Please Send FacetTerm:

Literature

Evaluation Copy for:

_____ (UNIX System)

Media Required:

Diskette Other _____

Info On The Reseller Program

Download a FREE evaluation copy of FacetCorp Products – www.facetcorp.com

Please Send FacetWin:

Literature

Evaluation Copy for

_____ (UNIX System)

Media Required:

CD-ROM Diskette

Info On The Reseller Program

Please Remove My Name From The FacetNews Mailing List.

Name _____ Title _____

Company _____

Street _____

City _____ State _____ Zip _____

Country _____ Postal Code _____

Phone _____ Fax _____ E-mail _____

Reseller Corner

Thanks to those of you who participated in the reseller survey we conducted. The answers you provided will help us give you the tools you need to succeed.



Visit our web-site

Visit our web-site to find free product evaluations, posted announcements and upcoming events. Come visit us now and meet the company behind the products and get up-to-date technical and sales information:



4031 W. Plano Pkwy.
Plano, TX 75093
U.S.A.

<p>Bulk Rate U.S. POSTAGE PAID Plano, TX Permit No. 358</p>

Address Correction Requested