Industry Solution

Do It Best

Challenge:

Do It Best is one of the largest member-owned cooperatives in the nation. At Do It Best they provide independent hardware retailers across the country with merchandise at the lowest possible cost.

Do It Best is much more than just a catchy name, it is also a company, a corporate philosophy and a leader in the hardware wholesale industry.

Do It Best requires a powerful, flexible and highly reliable information systems network. Their "customer" computing environment consists of SCO UNIX servers connected to Windows 95 PCs. These network systems support the Do It Best cooperative-members across the country.

Do It Best needed a product that could provide Windows-to-UNIX connectivity, especially bi-directional printing.

Several competitive solutions were considered, but none met their stringent criteria – that is, until Facet*Win* was evaluated.

Solution:

The solution for Do It Best was a 500+ user license of Facet*Win* spread over their WAN. Facet*Win* is shared across the WAN with a 100-user license at the home-office and a one to five user license installed at each of the individual stores. Facet*Win* is being used in many different departments at Do It Best headquarters including retail and data processing.

Mike Barley, System Administrator with Do It Best explains the decision to go with Facet*Win*, "We looked at other software packages, but Facet*Win* was the only product of its kind that had the features we needed: true terminal emulation with file and printer sharing." Barley continued, "Facet*Win* is inexpensive, easy to set up, and easy to administer from a remote location."

Barley also said, "We also provide a turnkey operation for our members' hardware stores. We build computers for our members and install Facet*Win* on every server we build."

Facet*Win* is a welcomed addition to the Do It Best information systems department by helping remote sites and the headquarters connect to the UNIX servers.

SUMMARY

Corporate Profile:

Founded in 1945, Do It Best Corp. (www.doitbest.com) is a consortium of independently owned and operated hardware, home center and lumberyard stores that have joined together to leverage their purchasing power in order to compete more aggressively in the marketplace.

Dilemma:

Do It Best needed a full UNIX-to-Windows integration tool that included a terminal emulator, transparent file access and bi-directional printing.

Resolution:

Facet*Win* was the product selected to fulfill the Do It Best feature requirements and allowed for the administration to be managed from a single remote site.

> "Facet*Win* is inexpensive, easy to set up, and easy to administer from a remote location."
> -Mike Barley
> System Administrator
> Do It Best Corp.

System Snapshot:
UNIX Servers: SCO
Windows Clients: Windows 95
Facet*Win* User Count: 500 & growing!

Facet*Corp* **F**