

Manufacturing

## Crescent Sleep Products, Inc.

### Challenge:

Crescent Sleep Products, Inc., a manufacturer of the Serta Perfect Sleeper® mattress, was looking for the *perfect* way to connect their PCs to their UNIX servers. After years of putting up with slow file transfers over serially connected PCs, they recently installed an ethernet network. Their next step was to find a solution that would provide terminal emulation and an efficient means of transferring files between the two environments that would take advantage of the increased speed of a network.

At each of their 3 manufacturing plants, Crescent has a Unisys server running SVR4 UNIX connected to a network of PCs. The PC users need to have access to the legacy manufacturing / production scheduling software package and TechGAP accounting package on their Unisys server. They also need to be able to easily download files from these UNIX applications to their PCs for data manipulation.

### Solution:

J.D. Dinkins, MIS Manager at Crescent, explained their situation. "We needed the file transfer speed to be faster. Once we decided to install the ethernet network at our plants, our current PC-to-UNIX solution no longer worked!", said Dinkins.

Dinkins evaluated several PC-to-UNIX connectivity solutions before choosing FacetWin. When asked why he chose FacetWin, Dinkins replied easily, "We went with FacetWin for three reasons. First of all, we know FacetCorp and have been satisfied FacetTerm customers for years." The second reason was price. "FacetWin was more reasonably priced than the other products we looked at," continued Dinkins. The final reason was the features of the product itself. Dinkins commented "The combination of a great terminal emulator plus the ease of use of the file sharing feature made FacetWin a clear winner!"

Crescent installed a 25-user license of FacetWin at their main plant in Greensboro, North Carolina. They have plans to install FacetWin at their other two facilities by the end of 1999.



### SUMMARY

#### Corporate Profile:

Crescent Sleep Products, Inc., headquartered in Greensboro, NC, is a licensee of Serta, Inc., of Itasca, IL. Serta is a national bedding brand leader and the manufacturer of the best selling premium mattress in America, the Serta Perfect Sleeper®, and the luxury Serta Perfect Night™ collection

#### Dilemma:

Crescent Sleep Products 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 their UNIX servers.

#### Resolution:

Crescent Sleep Products chose FacetWin due to its competitive price and speed of file transfer and access. Their file transfer process has gone from a 10-step process to a simple 1-step drag and drop procedure.

#### System Snapshot:

UNIX Server: Unisys server  
Windows Clients: Windows 95  
FacetWin User Count: 25 + growing!

**"FacetWin has made our users more efficient!"**

-J.D. Dinkins, MIS Manager  
Crescent Sleep Products, Inc.