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iNFINITE
ANSWERS

BY:

3B Dataservices Ltd

IBM
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Partner

Table of Contents

Information Sheet

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Executive Summary – iNfinite Answers by 3B Dataservices

3B Dataservices, an IBM Advanced Business Partner, has developed a seamlessly integrated information service (ERP) aptly referred to as "the unERP." iNfinite Answers is soon to be recognized as the most adaptable data collection and information reporting system. Designed to provide simple user-based training and on-going support, the unERP environment eliminates issues with its unique foundation focusing on virtual modularization, ram centric data and ram centric dynamic user tools.

The intent of this document is to provide insight into the drastically different approach to ERP management that iNfinite Answers provides to the market. An expertly executed system in efficiency and productivity iNfinite Answers uniquely offers the following advantages:

- iNfinite Answers is the **only ERP featuring Ultimate Single Point Consolidation**
- iNfinite Answers is the **only ERP featuring Ram Centric Data Access**
- iNfinite Answers is the **only ERP featuring Ram Centric Dynamic User Tools**
- iNfinite Answers in the **only ERP featuring Virtual Modularization**
- iNfinite Answers is the **only ERP featuring Forget-Me-Not Data Storage!**

Since our incorporation in 1970, we have significantly shifted our focus in the software industry from that of being a competitor to that of an alternative supplier. Through our extensive experience, iNfinite Answers has developed to encompass that area between traditionally basic level accounting packages and those very complex ERP accounting systems. iNfinite Answers' unique approach is evident in its four-actions framework, which emphasizes its efforts to eliminate and reduce redundant factors, to create best practices and standards in its field, and a desire to create that which has never been offered before.

This detailed study of the unERP provides a bottom-line for its clients and potential clients. Key findings related to the success of iNfinite Answers include:

- **virtual modularization replaces expensive Integration**

- **the time required to add new modules through virtual modularization is frequently less than 10% of that as required by traditional integration methodologies**

- **integration is no longer a factor, virtual modularization offers a very high probability of success rather than the dismal 70 percent plus failure rate of typical ERP systems**

- **encouraging users to try new things which tend to frequently result in expansion and/or diversification – both key ingredients to corporate growth**

- **there are no annual or semi-annual update costs for iNfinite Answers users.**

- **Savings achieved through the implementation of single point consolidation are monumental**

- **iNfinite Answers features Highly efficient screen designs.**

Client Base

3B Dataservices client base consists of varied and highly valued clients, all whom have been instrumental in assisting us in the development of iNfinite Answers. Ranging from slightly less than $1 Million, to well in excess of $100 Million per annum in sales, our clients have all been using our iNfinite Answers concepts in data storage and retrieval.

All have accumulated in excess of eight years of live active data, some more than ten. The large volumes of data, one file for one of our clients now in excess of 30 million records, has had little or no effect on processing speeds or the ability to access desired information virtually instant.

Some clients have grown to the point whereby they daily activate and use many virtual modules simultaneously, one as many as 47. All modules, fully seamlessly integrated, continue to function exactly as they should without displaying any negative effects on either processing speeds or information retrieval.

iNfinite Answers, although still very much an unknown in the Canadian marketplace, has already proven itself in both stability and resourcefulness.

For more information, please contact Ron Bunn at rbunn@infiniteanswers.ca.

Products and Services:

Seamlessly Integrated Information Services (ERP) – Hosted and Non Hosted
Design and development of data collection and information reporting systems
User training and on-going support

Incorporated in 1970, **3B Dataservices**, an **IBM Advanced Business Partner**, has developed highly efficient new technologies in ERP systems – **iNfinite Answers**.

- iNfinite Answers is the **only ERP featuring Ultimate Single Point Consolidation!**
- iNfinite Answers is the **only ERP featuring Ram Centric Data Access!**
- iNfinite Answers is the **only ERP featuring Ram Centric Dynamic User Tools!**
- iNfinite Answers in the **only ERP featuring Virtual Modularization!**
- iNfinite Answers is the **only ERP featuring Forget-Me-Not Data Storage!**

Most of the documentation we have developed for the potential users of iNfinite Answers system is about how it is not like, how it is not "just another" ERP. As one can very quickly see from the above five noted bullets, there must be some differences. You may not understand what all of the above items mean. Don't let that bother you because you are not alone. The fact is, there are very few who do know what they all mean, even very seasoned programmers, systems developers or veteran ERP sales people.

Without going into a detailed explanation on each of the above items, what this all really means is that there now is an ERP available that was what everybody has always wanted for many years but could never seem to get. The real truth is, we couldn`t get what we all really wanted because our expectations were way ahead of the technology that was available in order to make it happen. Most of us just didn't. Unfortunately we have all became so accustomed to living with what we could get that we have almost all but given up on the fact that there really could be something better.

At long last something better has arrived! Thinking outside of the box has its rewards. But before we dive into all the differences, let`s first set your mind at ease as to what is unchanged.

Accounting is still accounting and all the rules associated with accounting still apply. Most of the modules you may have previously worked with remain howbeit some of them are much simpler to set up and maintain. All those key financial reports are still available such as aged analysis, trial balance and financials. From an accounting perspective, accounts payable is still accounts payable and general ledger and inventory are still general ledger and inventory. The general principles and purpose of all these familiar modules remains the same, just much easier and considerably faster to work with.

Aside from the idea that business needs new tools to aid in efficiency and productivity, there is a far more compelling reason why businesses in North America need unERP systems like iNfinite Answers.

Just about everybody in North America is well aware of the fact that we are living in a global economy.

It is no secret that a large number of our North American manufacturing jobs have moved off of this continent. Most people in North America are resigned to the idea that these jobs are gone forever.

But there are a couple of things they are not taking into consideration.

First of all, people are not quite so conscious of the fact that a large percentage of our daily food supply comes from other continents as well. If not, at least from sources far removed from our personal or local grocery store.

Secondly: as the price of energy rises, so too goes the cost of all transportation services. And the price of energy will rise and rise dramatically. There will be ebbs and flows but a growing average. The accepted average that was $40 dollars a barrel is now $80 a barrel and it was only $20 not all that long ago. For a large number of manufactured goods and food supplies, it will not take long before the price of transportation overtakes the savings we have been realizing by purchasing manufactured goods from abroad. When it does, some, but not all, of the manufacturing plants will return as well as create a resurgence of purchasing locally grown food products.

Money, like water, tends to seek the lower level of risk. As a result, thousands of new opportunities for growth and expansion will return to North America. There will be some that will not return and should not. We will be far better off to continue purchasing some of our needs form abroad, continuing to encourage international trade. International trading partners are important to all parties involved because we can all benefit from other nations efficiencies.

As North American business leaders, we need to become acutely aware of absolutely everything that is happening in our businesses. This means creating accurate data having an instant access to our corporate information so that when the moves we make to take on new ventures are made, they are made at the right time and very quickly executed. Then capitalized on if successful, or dropped if not, as quickly as possible.

In North America we must change our thinking and our perspective on what accounting and information is all about. Inadequate or bad accounting systems are no longer going to provide the upper hand in our changing and turbulent economic society. Individually we cannot control the cost of energy but we can and must learn how to take advantage of the coming changes. This is the mandate we face today and in the years ahead.

iNfinite Answers

Changing Structure of ERP Systems

We have shifted our focus in the software industry from that of being a competitor to one of being an alternative supplier. In short, we are definitely different. Our focus is also shifting from existing customers to noncustomers due the nature and proven track record of our offering.

Tens of thousands of potential customers are looking for an alternative to the traditional packaged off-the-shelf accounting system but they are not ready to accept the challenges associated with the complexity and expense of traditional ERP accounting systems.

iNfinite Answers is designed to encompass that area between traditionally basic level accounting packages and those very complex ERP accounting systems. iNfinite Answers is the simple alternative to the complexity and expense of both off the shelf accounting packages and traditional ERP systems. In alignment with blue ocean strategy, our four actions framework is as follows.

Seamless Data Workflow – Our FOUR Actions Framework

1. **The factors that the ERP and Information systems industry takes for granted, which iNfinite Answers has eliminated, are:**

   a. **Integration services**
   b. **Annual and or bi-annual modular updates**
   c. **Long and or otherwise excessive installation times**
   d. **Source files for internally created data transactions**
   e. **History files for internally created data transactions**
   f. **Successive/multiple screens for data entry of a single record**
   g. **Annual, general systematic data removal**

2. **The factors iNfinite Answers has reduced well below the industry's standard are:**

   a. **Implementation and Operational Complexity**
   b. **The Numbers of detail files required for semi-static summary files may be as low as zero. This applies to things like general ledger, any kind of costing analysis, payroll etc., even though all may be in play and possibly in numerous versions**
   c. **Update programs typically used to move corporate transaction data from source to active files as we have come to know them have all but disappeared**

d. The number of update programs to move data details from active to history files has been highly reduced because the concept of having traditional history files is eliminated

e. The numbers of programs required to update summary database files such as general ledger, inventory and employee payroll is reduced to just one, not one for each module type and one for each end point as is traditionally implemented

3. The factors iNfinite Answers has raised well above the industry's standard are:

   a. Data quality
   b. Simplicity
   c. Ease of use
   d. Use of multi-use and multi-function procedures and processes
   e. Consistency in corporate database structure
   f. Consistency in data maintenance methodologies
   g. Universal consistency in screen design and drop down boxes
   h. Utilization of disk space
   i. User training
   j. Flexibility of vertical applications allowable in a single database

4. The factors iNfinite Answers has created that the industry has never offered are:

   a. Single point corporate consolidation
   b. Emanation
   c. Soft Step Corporate Diversification
   d. Unlimited accounting ledgers – Virtual Modularization
   e. Natural structured workflow
   f. Natural workflow plug in points
   g. Ram Centric data access
   h. Ram Centric user tools
   i. Ageless forget-me-not data storage
   j. Dynamic user mapping
   k. User independent, bi-directional horizontal, and vertical tracking audit trails
   l. User defined help text

iNfinite Answers is an alternative product and service, an alternative to typical off-the-shelf accounting modules and an alternative to typical ERP systems. As a result, iNfinite Answers may very well become the next blue ocean Information Technology product. We are the first to admit, just like every other software product and service, iNfinite answers is not for everybody, no product is,. But, for those companies to which it is a good fit, virtually every item mentioned in the above list, the things that serve to define it as a blue ocean product, will also serve to save those who use it countless thousands of dollars.

iNfinite Answers
Making Huge Contributions to the Bottom Line

iNfinite Answers, was designed to make your life a lot simpler. The fact that it does so also explains why it is an excellent investment for investor communities as well as its users.

There are only three basic ways to increase profits, greater efficiency, higher productivity and innovation leading to diversification in product or territory.

However, whenever a new product or service is recommended or suggested, the obvious question always arises. What can it do for my business?

Here are some key points as to how iNfinite Answers can contribute to your bottom line.

1. **In iNfinite Answers, virtual modularization replaces expensive Integration.**

Virtual modularization delivers the potential to save companies tens, and in many cases, hundreds of thousands of dollars.

2. **Correspondingly, the time it takes to get the applications up and running is highly reduced.**

The time required to add new modules through virtual modularization is frequently less than 10% of that as required by traditional integration methodologies. Because the new function is almost immediately in production, it is quickly, almost immediately providing increased financial returns.

3. **Similarly, iNfinite Answers also offers a highly reduced risk factor.**

Just as important, if not even more so, the overall probability of success of the installation is impressively enhanced. Because integration is no longer a factor, virtual modularization offers a very high probability of success rather than the dismal 70 percent plus failure rate of typical ERP systems.

4. **iNfinite Answers system is designed to help users experience innovative growth.**

iNfinite Answers, the unERP, is designed to help promote high levels of innovation! The iNfinite Answers system encourages users to try new things which tend to frequently result in expansion and/or diversification – both key ingredients to corporate growth.

5. **There are no annual or semi-annual update costs for iNfinite Answers users.**

How we handle updates could save you tens of thousands of dollars**.** Our philosophy is that if we built it for you, it should always work. If it doesn't, then there is definitely something wrong with how we build things. Why should we or any other company have the right to resell you something which should have worked for you in the first place! Periodic updates are replaced by normal service offerings or specified design changes which come as and when required, never at specified intervals.

6. **Efficient data collection and data correction routines are second to none.**

iNfinite Answers clients should never be faced with having to hire people with the primary responsibility of correcting other people's mistakes. It makes no sense whatsoever. Doing it right the first time, every time, means that all the detail is always there when you need it. Little or no cost is ever expended in correcting mistakes.

7. **We save our clients countless dollars in terms of time normally expended in simply looking for things because iNfinite Answers data is always on line, always pristine, and always very fast to access.**

In the typical ERP environment, looking for things is the primary activity of just about every person who has any kind of decision making responsibilities. Looking for things can eat up more than 90 percent of their time. Having the right information at the right time is the foundation of making good business decisions which in turn lead to increased revenues and greater profit margins.

8. **Whenever a client makes the decision to transition to our system, the data transition itself should always be relatively smooth and efficient.**

Transitioning from a traditional accounting system or ERP to another ERP is moving from an existing highly fractured corporate data set, with or without integration, into a new but also a highly fractured data set, it too with a new set of challenges in integration.

However in the unERP environment the move is from your old highly fractured corporate data set (with or without integration), into a seamlessly integrated database file complete with tested and proven processing methodologies. The benefits of the having made the transition begin almost immediately - instead of months or years hence because the new system should become a paying proposition almost at once.

9. **By default, absolutely everyone in the company works from the exact same transaction file.**

Getting more consolidated than single point consolidation is impossible. Because everyone knows everyone else works from the same information, there is an instant understanding that we are all in this together and, as a result, everything done is also critical to everyone else`s job. "I had better do my very best!" Amazingly this simple philosophy has tremendous truth and impact on how our clients begin to

run their businesses. Savings achieved through the implementation of single point consolidation are monumental.

10. iNfinite Answers features Highly efficient screen designs.

There are none of those painful successive-screen, data-entry programs. Multiuse programs are far more common than not, and audit trails are bi-directional, and vertical as well as horizontal. Our iNfinite Answers user tools perform at newfound levels of practicality and accuracy paying huge dividends. Reducing complexity and introducing simplicity are key considerations of every programming decision we make.

11. Simultaneous ram centric data and ram centric user tools provide the ultimate in speed and efficiency.

When business owners really want to save money, really want to become aggressive in productivity, really want to become super innovative, that`s when ram centric data, ram centric user tools, natural seamless workflow, dynamic user mapping and ageless data storage really pay off. These features make simplicity and ease of use real, not just something we love talk about. When our clients truly want improvements and are prepared to live up to that objective, we work toward a common objective – creating better bottom lines and far better lifestyles - even in a challenging economy.

Every company who uses iNfinite Answers will benefit in a different way. As human beings, as businesses, we are all different. One of our objectives is to help companies become truly different, not attempting to mould them all to fit into the same solution as competitive systems tend to do. Moving forward, progress always means different things to different people.

This system is designed and subscription priced so that it can be affordable for companies with a very low number of users as well companies with hundreds of users. When we extend our helping hand, we do it to help our customers become more profitable.
.
The number of modules has very little, if any, bearing on our primarily user based pricing formula.

iNfinite Answers
Eliminating the Disadvantages of ERP Systems

Few would contest the fact that in most business environments the most effective information system is going to be an ERP model, even for very small companies. Not only for manufacturing but also for construction, service industry and just about any other type of business imaginable. Why? There are many reasons, but from a general systems perspective, it gets everyone working on the same page! Sadly, as we are all well aware, typical ERP systems are inundated with disadvantages.

But… What if we could eliminate all those disadvantages? Every one of them! That would certainly make a world of difference. Would it not? Would that kind of ERP not become the ideal solution!

The primary advantage of the iNfinite Answers ERP system over the traditional ERP systems is that iNfinite Answers **eliminates virtually all the disadvantages of traditional ERP systems** – all except one. But, even to that one, we have reduced the pain.

What does this all mean? What are the disadvantages we have eliminated with our unERP technologies? The Internet provided us an un-biased list of the disadvantages (*in italics*) of traditional ERP systems. We have made comment on each (**in bold hi-light**) along with a short explanation.

(1) *The first one is that "Customization of ERP software is limited."*

The iNfinite Answers unERP is not only customizable, but its "single-point consolidation" architecture encourages customization, an absolute essential for innovation. The potential for imaginative program customization is virtually unlimited requiring far less time and resources to achieve. The unERP can also be customized without inflicting damage to existing programs or data structures.

Does every module in the unERP require customization? No, not by a long shot! The unERP system is loaded with business rules for unique, easy customization. However, if and whenever customization is required, it is welcomed because someone has a new idea and new ideas represent change and a new opportunities for success.

(2) *Re-engineering of business processes to fit the "industry standard" prescribed by the ERP system may lead to a loss of competitive advantage.*

In the unERP, re-engineering of business processes are in fact new functions, not replacement functions. New functions do not override existing processes so they are never cause for loss of existing competitive advantage.

We recognize that modification of process and changed behavior promotes increased efficiency and productivity. The unERP, through flexible business rules, its ability to plug in new functionality wherever required in its natural workflow environment and its ability to support an almost indefinite number of simultaneously active modules provides an environment that is always open to re-engineering whenever required in order to take on new ventures or adapt to new standards.

 (3) *ERP systems can be very expensive. (This has led to a new category of "ERP light" solutions.)*

Virtually every aspect of every enhancement iNfinite Answers features also results in an opportunity for achieving increased affordability. Its user based subscription pricing model also tends to be considerably less expensive than traditional ERP systems, particularly for SMB clients.

Yes, there is no doubt that the iNfinite Answers is an "ERP Lite", not because it is a scaled back, or stripped down, but because it is engineered to be simple, simple to install, simple to use and easy to learn. It does not require a huge staff of technical engineers nor an army supporting IT staff. Consider that there are only about 20 to 25 percent of the programs required in an entire unERP as compared to traditional ERP systems. Perhaps is should be called the "Ultra Lite"!

It is not always possible to prove as a definite certainty, at least not at the outset of an installation, but our goal is to assist our clients in achieving a net negative installation. This simply means that the unERP may not only be less expensive, but the benefits we eventually hope to achieve through new efficiencies gained and or increases in contribution margins exceed the entire cost of all our services. Viewed from this perspective, as compared to a competitive ERP model, the unERP may have the net effect of actually costing something less than nothing. Understandably, this is probably true with all the other suppliers of ERP software as well, but we are far more concerned with client profit margins than we are the number of modules they need and the amount of integration services being purchased.

 (4) *ERPs are often seen as too rigid and too difficult to adapt to the specific [workflow] and business process of some companies—this is cited as one of the main causes of their failure*

The natural workflow, seamless data structure, ability to handle so many virtual modules, the ability to run parallel processes, the ability to store transactions perpetually – these are all factors among many others which eliminate rigidity of process.

When traditionally integrated modules of existing ERP models are replaced by seamlessly integrated data in a file having virtually no limitations on what can be captured as a transaction, the rigidity and complexity of the traditional ERP model simply melts into oblivion. This is where the iNfinite Answers is truly light years ahead of the traditional ERP model. In as much as this is the main cause for failure in traditional ERP systems, conversely, this is where the unERP ERP will be cause for success.

(5) *Many of the integrated links need high accuracy in other applications to work effectively. A company can achieve minimum standards, then, over time, "dirty data" will reduce the reliability of some applications.*

iNfinite Answers is different because the unERP, iNfinite Answers, neither removes nor moves details of the originally recorded data nor are the details of the original data ever summarized as the data is moved upward. The fact that every transaction always contains the values of who, what, when and where, and the fact that data is always recorded to the lowest common denominator, means that changes in standards of procedural requirements do not pose as being a significant issue when they do occur. Extensive two dimensional, frequently bi-directional referencing links the relativity of integrated data so that there is never any reason for not being able to meet and exceed minimum standards, even if/and or when standards do change.

In a traditional ERP environment, when data is transitioned from file to file, little details tend to lose value in the moving process due to a changed perception of the usefulness of all those tiny details. As a result, tiny details wind up being left behind. There is an inherent tendency by systems developers and programmers alike to summarize data as part of the re-posting process. Both of these factors unknowingly contribute to the development of dirty data. Also a contributing factor are Inadequate data edit routines and overly complex error correction procedures.

In the iNfinite Answers environment, summary files are updated for payroll, general ledger, and Inventory balances - but only the amounts, dates and reference or audit trail points.

(6) *Once a system is established, switching costs are very high for any partner (reducing flexibility and strategic control at the corporate level).*

iNfinite Answers allows us to implant new procedures and or functionality, even an entire module, almost at a whim -, virtually anywhere along the natural workflow that it is logical to do so.

Adding a new module is not a monumental task nor does it alter the usefulness or purpose of existing transactions. In fact, switching in the unERP based system may in fact reduce costs, increase operation and system flexibility, and allow for better, even increased control at the corporate level.

(7) *The blurring of company boundaries can cause problems in accountability, lines of responsibility, and employee morale.*

The unERP is different in that there are no technical boundaries in the access path to information or in one's ability to manage data as stipulated by each users profile, security level and designated area of responsibility.

Accountability, responsibility and morale are all much more "people" or corporate policy related problems than they are "system" related. However, these problems are fueled by inadequate information systems.

In typical ERP environments, accounting module integration is almost always at the root of the problem due to the high levels of modular interaction required and the sheer complexity of the integration required. Managing who is in charge of what and in what capacity and at what level is a very real challenge in the typical ERP environment. People tend to get boxed into places in which they cannot be accountable due to lack of information and appropriate resources – even though it is supposed to be an ERP. Others find themselves in places of no value or interest to them or unable to perform simple supportive data maintenance which, were they able to perform effectively, would make their jobs far less strenuous.

The unERP environment eliminates these issues as a result of virtual modularization and ram centric dynamic user tools.

(8) *Resistance in sharing sensitive internal information between departments can reduce the effectiveness of the software.*

iNfinite Answers probably does everything humanly possible to help eliminate this problem by conditionally restricting access to specific files and by implementing a file read access methodology that allows users access to the insensitive portion or descriptive data but not necessarily the sensitive dollar amounts.

Resistance to sharing sensitive information is generally created by the fact that what is truly sensitive cannot be effectively separated from the in-sensitive. As a simple example, in iNfinite Answers, restrictions can be imposed to allow ac cess to viewing the general ledger chart of accounts while restricting dollar amounts.

Many other examples could be given but this is also a problem surrounding corporate policy in as much as technical. This is the only disadvantage listed that we cannot entirely overcome and probably no system ever will simply by the nature of what ERP systems are. However, we have made huge strides in increasing the effectiveness of ERP systems even when sensitive information is a concern.

(9) *Some large organizations may have multiple departments with separate, independent resources, missions, chains-of-command, etc., and consolidation into a single enterprise may yield limited benefits*.

In the iNfinite Answers unERP, there are theoretically no limitations on the number of like modules which can be defined within any given company. Even multiple instances of "exact same" modules can be run, each under unique business rules. In other words, specific business rules procedures can be profiled to specific users for specific purposes.

All transactions, every line of every transaction, shares the same database file by default and the concept of having what could be described as "limited results" due to consolidation are removed. Because modules are virtual, rather than physical, departments, resources and chains of command, etc., are not subject to the normal restrictions as is so evident in typical ERP systems.

So, there it is.

The disadvantages of ERP systems are ALL BUT eliminated!

Results as simple as the solution itself!

<h1 align="center">iNfinite Answers</h1>
<h1 align="center">Accentuating All the Differences</h1>

To understand all the differences between traditional ERP systems and iNfinite Answers is to understand a whole new world of innovative functionality and unprecedented information potential. It is not difficult to understand, in fact, very easy!

iNfinite Answers is really just a much more integrated ERP than any other ERP in the marketplace. iNfinite Answers is so much more, so seamlessly integrated, that we even tried to disassociate ourselves from the traditional ERP world by calling iNfinite Answers the first "unERP" for System i. However, it is still an ERP in the truest sense of what an ERP really is. Even so, it is very different in structure and very different in how it does … well… just about everything - simpler, easier and, in most cases, , much more efficiently.

Because the engineering and processing methodologies are so different from traditional ERP systems there are literally dozens of things which are no longer the same. We present the following list of points in order to help you begin to understand the importance of this exciting new technology.

All these differences either result is savings or lead to increased revenues, frequently both. Many of the items in this list are also pointed out in previous articles but done so as to accentuate the specific point of the article itself. The purpose of this list is simply to accentuate the vast number of differences in addition to making an attempt to cover all the important ones not previously mentioned.

- **Integration as we have traditionally known it has fundamentally disappeared -** taking with it integration's complexity and excessively high cost.

- **The anticipated timeframe for a complete ERP installation, start to finish, is now "weeks to months" rather than the accustomed to "months to years",** resulting in not only reduced start-up costs, but also producing operational and financial benefits much sooner thereby positively influencing corporate efficiency and productivity.

- **Adding subsequent or new modules or new functionality into your existing ERP is no longer measured in weeks and months but rather in hours or days.**

- **Users can try new ideas, almost on a whim. If deemed successful, continue, if not, quickly go and try something else thus fulfilling the basic principle of innovation.** You will even continue

to use the exact same database for your new transactions. In many cases, pre-existing update and reports will also be employed in your new venture.

- **Innovation is highly encouraged rather than discouraged thereby promoting an unprecedented level of corporate diversity and frequently growth.**

- **iNfinite Answers continued emphasis on improvement of process and behaviour** the system is a key factor in sustaining efficiency and profitability as well as previously mentioned innovation.

- **Ram Centric data access means that the data required to compile the information you need is always instantly at your disposal.** This system features Ram Centric data access, designed such that everything that happens within the business is recorded as a transaction, every transaction is in a common file, no source record files, no history record files, and nothing ever removed, not even at month end or at the fiscal year end – at least not for a very long time (Forget-Me-Not Data Storage).

- **This system also features Ram Centric Dynamic User Tools.** There is very little of the traditional movement from menu to menu we have all traditionally become so accustomed to in order to get tasks accomplished. Based on each user's personal profile, job description, security level and current activity (at each specific moment), the system continually dynamically presents his or her options either as a function key, click tab or single character option selection. User menus are used sparingly and generally only for non-linear tasks.

- **Featuring Ram Centric Data Access <u>combined </u>with Ram Centric User Tools represents exclusivity unparalleled anywhere in the ERP software industry.** The benefit being that everything that ever happened in the corporation is always instantly accessible to the user whether it took place 15 seconds or 15 or more years ago. In an article titled Memory-Centric Data Management, written by Curt A. Monash, Ph.D., published May 2006, the following statement was made: "***The ideal solution would extend transparent DBMS caching across server boundaries, covering both database and application servers. Unfortunately no conventional DBMS vendor has yet found a way to make this strategy work. Oracle seemed to be heading that way for a while but gave up. IBM, which is a leader in both DBMS and app servers, doesn't seem to have tried."***   The iNfinite Answers ERP, assisted by the use of IBM advanced Power Server capabilities has been instrumental in conquering this issue.

- **Hundreds of programs required in traditional ERP systems in order to move data forward to subsequent levels and update related modules no longer exist as they are no longer required.** There is nothing quite so effective in increasing corporate efficiency and productivity as the elimination of redundant tasks.

- **Fewer programs to learn, fewer to maintain and far fewer operational activities to routinely execute means reduced complexity, reduced cost, and results in a system whereby the entire system can be readily managed by people with a much broader range of education and experience levels than those traditionally required in typical ERP environments**, hence the term ERP Lite is appropriate.

- **The iNfinite Answers ERP is "designed" as a natural workflow process.** As it is a natural workflow, workflow is controlled exclusively by the system, not the user. This simplicity in structured workflow virtually eliminates probability for error in transaction workflow process.

- **Transaction workflow process work as well in reverse motion as in forward motion.** As a result, virtually any workflow transaction can readily be rapidly reversed using minimal keystrokes – frequently less than a half dozen. The only exception at this point in time is with of accounts receivables monies being recorded as postings to customer accounts (for security reasons).

- **Due to its ardent ease of use and unsophisticated data design, this new ERP is highly practical for very small companies**, even as small as two or three users, thereby creating a viable and affordable alternative for a marketplace in need of highly integrated, flexible information systems.

- **The complexity of month ends and year ends is replaced by simple, flexible reporting procedures, easy to learn and easy to live with.** iNfinite Answers tends to offer a working environment of relative calm and serenity rather than supporting a perpetual tense urgency or stress.

- **There is no annual close-out of expense accounts at the close of the fiscal year as is the case in traditional ERP systems.** We simply calculate new general ledger balances forwarded into the new fiscal year (including retained earnings adjustment), a task which takes only seconds to execute, can be done at any time and can be redone as many times as desired – even for large companies.

- **The presentation of detailed general ledger reports are not dependant on data captured and moved into a general ledger detail file** as is typically done in traditional ERP systems. We always return to the original data as the source of information to print all detailed general ledger reports. As a result everything that ever supported any given transaction in the general ledger is always available for detailed general ledger reports. It is no longer a question of what you as a user can get but rather a question of "how much detail do you want to see?"

- **Data capture edit routines are consistently present in all our data capture programs and always active due to our unfailing template for screen design, ensuring consistency in program**

layout. As a result, we have also succeeded in making the collection of pristine data the only accepted standard rather than an exception to the rule. Data cleansing will or should never be a requirement.

- **Typically expensive annual or semi-annual updates to be installed do not exist.** This is not because we develop perfect programs but rather because we attempt to be abreast of whatever our clients are doing at all times. Our clients are consistently using the very latest development in whatever software tools are required fit their specific needs.

- **Multiple or like (similar function) modules can be defined.** For example, there might be multiple accounts payable ledgers - for a variety of reasons. Very useful, presenting a simple approach to the separation of responsibility and also in segregating security of resources.

- **Multiple modules can be ``separate modules running in parallel``** and then you can have the data merged into a common module or process in a subsequent step in the workflow. For example, transactions coming from multiple accounts payable modules could be resolved for payment through a singular or "common" payment process.

- **Unlike typical ERP systems, the only limitation on the number of modules a company can have is whatever number is practical to do all the tasks required.** Our highest number of modules experienced to date is 47 for a very diverse organization and the fact that there are 47 modules, handling a full ten years of data for that company, has no apparent effect on the speed or utilitarian use of the system. It runs every bit as effectively and as fast with 47 active modules as it does with one. It is noted that typical ERP systems consist of approximately 12 modules, sometimes as few as five, sometimes as many as twenty. At twenty modules, a typical ERP is by all definitions astoundingly complex. iNfinite Answers is not!

- **Single point consolidation is so well structured that it is also this structure which also provides the perfect back-bone for unstructured data.** Unstructured data may be optionally captured in the form of imaged documents and other digital media such as spreadsheets. This means that all that previously so elusive or unstructured data, historically so difficult to catalogue and retrieve, is now also highly structured when it is now recorded and stored with our new desk-top imaging process which are accessible to every document in the system. Our unique process for recording unstructured objects uses the system to control and record all referencing links rather than relying on user keyed values. In addition, the point of reference is always visually verified by the person recording the digital image.

- **Due to simplicity of process and flexibility of management rules built into the system, as well as the system being fully "web" compliant, it is extremely well suited to even very small companies wanting both cloud computing and software as a service (SAAS) environments.**

- **iNfinite Answers is designed such that every transaction is a unique batch unto itself.** Whenever a transaction is moved from one point to another, the source and destination is recorded. This means there are never summary postings and that the original uniqueness of the source of the information is never lost due to having been somehow summarized.

- **Descriptive coding is always visually verified by the user.**

- **No data can be written to disk under any circumstances unless it conforms to the business rules** and format for that particular record type, thus fulfilling the first principle employed for assurance of pristine data collection.

The iNfinite Answers ERP is designed to be what could readily be referred to as an ``ERP Lite`` system. It is noticeably different in that when a comparison is made with typical ERP models, the differences in the level of complexity between the two environments is huge. Undoubtedly and logically every ERP vendor likes to portray their system as being simple and easy to use. In that respect we are no different. However, we do believe in absolute simplicity. The highest level in detailed information capture is always brought to the lowest possible level and lowest common denominator.

When the lowest possible level of detail is the consistent standard in data capture, and the four essential elements of knowledge are present in every item recorded (who, what, when, where), there is virtually no kind of information which cannot be retrieved at any point in time, now or many years hence. In addition, the retrieval process itself is exceeding fast and very simple. Taking all detail to the lowest common denominator means there is no complexity, nor can it, or should it ever, be infiltrated. To do so would instantly destroy the effectiveness of the entire database.

The above list by no means includes all of the differences we have in iNfinite Answers when we compare it with typical ERP systems. The list doesn't talk about the IBM Power 6 or Power 7 server we use and the advantages of using it in exclusively. It doesn't talk about the benefits of being able to extract information from a consistent data structure. It doesn't talk about the benefits of the ease of service we help provide to our customers or our ability to help our clients view their data in new perspectives. The reason we have not is that these things may not necessarily be unique. But these items and more are definitely major contributors to the bottom line for our clients. They all add additional value to the solution, even if the competitive ERP system happens to run on the exact same server.

As an ERP lite, one could appreciate the possibility of the concept of ERP Lite also meaning we may not provide many of the add-on offerings such as SCM, HRM and CRM. In fact we do but in a very different way, but very likely not quite as sophisticated. Our "lite" version of these add-on products is made up of two major sets of data maintained with very little effort whereas in traditional ERP systems these add-ons tend to add a uniquely separate database of information which has to be maintained on a repetitive, regular basis.

The reason iNfinite Answers add-on solutions is less work is because we do not remove transaction data from the system for a very long time and can rely on transactions as the detail backing up sub-system information rather than relying data maintained on an Ad-hoc basis which may or may not be correct or up to date.. Not only is our solution easier or virtually no work to maintain but it is also far more accurate because the information in based on the fact that the transaction actually took place. As a simple example, a typical HR system will have a value in it with a value for "Last Raise Date?". Someone has to maintain that field every time the person gets a raise. In the iNfinite Answers system, we never remove the fact that a person received a raise on a specific date. We simply add a new record into the payroll stating that effective on a specific date, the person's pay rate will then be a specific amount. The HR system then accesses every pay rate the person ever had and when requested and no one had to maintain the values.

What it Looks Like

To this point we have made every effort possible to ensure your understanding that iNfinite Answers truly is a new ERP solution, quite unlike anything you have ever seen before. So, by now, you are probably wondering what this new system looks like if it really is so different.

The best way to get a good understanding is to simply request a one-on-one on-line demonstration. But, for the purposes of this document we are simply going to show you a half dozen screen shots along with a short explanation. But before we get started, there are some basic facts you probably will want to know.

Every file is supported by two different types of screens, a data entry/maintenance screen and what we call a sub-file screen. Our data maintenance screens are somewhat similar to everyone else's data entry screens except that ours are always 132 print characters wide and 27 lines deep.

This means we never need to take you to a second screen in order to complete the entire data entry process for a given record. You may need to prompt for access to supporting files but never to complete the actual entry of data field information.

Think of sub-file screens as being similar to drop-down boxes. The big difference in our drop-down boxes is that they always display a line the entire width of the screen which allows us to really give the user ample information for defining the contents of the record you are looking for.

The only other type of screen in the entire system is the selection screen which lets the user define a number of variables or ranges for viewing or printing records.

Every file in the entire system is designed to accommodate, from a programming perspective, 99.9 billion records. File sizes for virtually everything we do is really not a big issue. There are hardware and operating limitations in every system, even this one, but the upper limit for our software far exceeds those limitations as they stand to-day. «the last time I checked, the maximum number of records for a single database file was around 4.6 billion records but a number of factors have to be taken into consideration.

When a user wants to access a file for any reason whatsoever, the first screen displayed is almost always the sub-file, even if the intent is to simply add a new record.

Screen shot or panel number one displays the sub-file for transaction records for a single named account. This particular account is obviously both a customer and a supplier. In this particular example there are 7 incomplete records displayed. They are shown as being incomplete because something still has to be done with each one of them. There are three sales invoices shown but one of them, the one for $1,808.00 is not yet posted. There are two accounts payable invoices waiting to be paid and there is one cheque, cheque number A 6527, which has not yet cleared the bank. There is also an outstanding sales proposal indicating that there may be follow-up required in order to complete the sale. We can no longer see the invoice that was paid by cheque A 6527 because it is no longer an outstanding invoice or incomplete document.

If we wanted to see what invoice was paid on this cheque, we would simply place a "5" in the options box at the beginning of the line with the cheque in it and press the enter key. Whatever invoices were paid by the cheque would be shown.

If there is an invoice, payables or receivable, is shown as partial, that would indicate there were payments made or applied in which case we could key a "q" in the options box and get a listing of all the payments complete with dates and amounts.

Whatever is shown for available options across the top of a sub-file is what tasks the user can do with the records displayed in the sub-file box. The options and functions (across the top) are profiled to each user so what I am seeing and what I am allowed to do may not be what you are allowed to do so the options and functions keys will be different for both of us. They will even change for each user depending on what task is being executed.

The second screen shot or panel we have displayed was created by: when viewing the first panel, we pressed the function key "A/R totals" to display the Accounts receivable aging for all the outstanding invoices on the account. Note that the billing that is not yet posted is not included. Also note that the function key clicked on that read "A/R totals" now reads "End Totals. When the user clicks on what now reads "end totals", the original sub-file display will reappear.

The Third type of screen:

To demonstrate the third type of screen, I clicked on the options tab which took me to the options display screen. I changed the I (for incomplete documents – see lower right of first panel shown) and changed it to "A" so that I could view ALL the documents which now means I can also see the accounts payable document that was paid by cheque number A 6527.

Looking up Information:

Just to demonstrate, I then put a "q" in the options box for the invoice that was paid to view the payment details as shown in the next panel.

Notes:

I then put an "n" in the options box for the invoice that was not yet posted. I created a note as shown, pressed the enter key and can now see as shown, a sub-file started for notes on this particular client.

I then put an "h" in the options box for the un-posted invoice to put it on hold. Now it cannot be further processed until someone physically removes the hold flag with a ready flag.

When viewing the account now, please notice that the clients name shows up in REB print. Because the name is not displayed in a normal color, I know there is an outstanding issue with the account.

Notes can be used at will with virtually any document.

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	Top	Exit	Prompt	Refresh	Create	Proposal	Sales Inv
G/L Jrnl	Purchase	A/P Inv.	Cancel	Info	Acct Anl	Jobs	G/L	Top
Options	F19	Print Manager	F21	A/R Totals	A/P Totals	Next View	PageDown	PageUp

3B Dataservices Ltd.   (GSDOCM) Work with Documents

Position to......: [   ] [   ]   Metroworks   Go To Page......:
                                          123 Valentine Boulevard Current Page....:   1   of   1
                                          Littletown ON   M2K 1R8   555)345-3535

Type options, press Enter.
   2=(E)dit 5=(D)etails 6=(P)rint v=preView h=Hold r=Ready b=Bottom q=PmtHist #=DocHist n=Notes a=AcctInfo
   c=Copy x=Cancel m=Modify j=Docs/Job 4=Delete +=Adj$ t=Template

Opt	Document Description	Reference #	Posted Date	Sustem Date	Document $	Status
☐	Proposal 639 TAG Mill Yard Project	3B 20036	Nov 10 2010	Jan 7 2011	6780.00	o/s
☐	Pch Inv Inv # 8548262 TAG Project planning session	A/P 2000577	Nov 25 2010	Dec 25 2010	1641.25	o/s
☐	Invoice CstOrd# None TAG Progress Billing Number 1	Inv. 100261	Nov 30 2010	Dec 30 2010	3164.00	o/s
☐	Pch Inv Inv # 7340622 TAG Lumber and Panel Board	A/P 2000578	Dec 19 2010	Jan 19 2011	703.74	o/s
☐	Invoice CstOrd# 633980 TAG Contracted Services Charge Ba	Inv. 100262	Jan 7 2011	Feb 7 2011	841.85	o/s
☐	Invoice CstOrd# 568034 TAG Subcontracted Services	Inv. 100263	Jan 7 2011		1808.00	Ready
☐	Payment Batch # 1547 TAG 1 Documents Paid	A 6527	Jan 7 2011	Jan 7 2011	253.56	o/s

                                                    15192.40

	F7=Proposal	F8=Sales Inv	F9=G/L Jrnl	F14=Acct Anl
	F10=Purchase	F11=A/P Inv.		F15=Jobs
F6=Create	F22=A/R Totals	F23=A/P Totals	F24=Next View	F16=G/L

Incomplete Documents

Done   Internet | Protected Mode: Off   100%

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	Top	Exit	Prompt	Refresh	Create	Proposal	Sales Inv
G/L Jrnl	Purchase	A/P Inv.	Cancel	Info	Acct Anl	Jobs	G/L	Top
Options	F19	Print Manager	Prt Stmt	End Totals	F23	Payment	PageDown	PageUp

3B Dataservices Ltd.   (GSDOCM) Work with Documents

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                                          123 Valentine Boulevard Current Page....:   1   of   1
                                          Littletown ON   M2K 1R8   555)345-3535

Account		Total $	Current	1 Month	2 Months	3 Months	4+ Months
Accounts Receivable		4005.85	841.85	3164.00			

Opt	Document Description	Reference #	Posted Date	Sustem Date	Document $	Status
☐	Invoice CstOrd# None TAG Progress Billing Number 1	Inv. 100261	Nov 30 2010	Dec 30 2010	3164.00	o/s
☐	Invoice CstOrd# 633980 TAG Contracted Services Charge Ba	Inv. 100262	Jan 7 2011	Feb 7 2011	841.85	o/s

                                                    4005.85

	F7=Proposal	F8=Sales Inv	F9=G/L Jrnl	F14=Acct Anl
	F10=Purchase	F11=A/P Inv.	F21=Prt Stmt	F15=Jobs
F6=Create	F22=End Totals		F24=Payment	F16=G/L

Incomplete Documents

IBM
WebFacing

Done   Internet | Protected Mode: Off   100%

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	F2	Exit	Prompt	F5	F6	F7	F8
F9	F10	F11	Cancel	F13	F14	F15	F16	F17
F18	F19	Print Manager	F21	F22	F23	F24		

3B Dataservices Ltd.   (GSDOCM) Work with Documents

Select transactions based on..:

Document Status: A or I, or C F M R T *.........:   A
  *   A=All I=Incomplete C=Calendar Year F=Fiscal Year M=Current Month R=Recent T=Thirty Days

Only Levels from / to...........................:

Journal Type: (if security permits)
    Sales & Receivable............................:
    Purchase......................................:
    Payroll.......................................:
    General Ledger................................:
Search for:
    Document #....................................:
    Reference #...................................:
    Tag String....................................:

Date from......................................:
Date to..:

Date override for A/P cheques...................:

Done   Internet | Protected Mode: Off   100%

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	Top	Exit	Prompt	Refresh	Create	Proposal	Sales Inv
G/L Jrnl	Purchase	A/P Inv.	Cancel	Info	Acct Anl	Jobs	G/L	Top
Options	F19	Print Manager	F21	A/R Totals	A/P Totals	Next View	PageDown	PageUp

3B Dataservices Ltd.   (GSDOCM) Work with Documents

Position to......:   Metroworks   Go To Page......:
                                       123 Valentine Boulevard   Current Page....:   1   of   1
                                       Littletown ON   M2K 1R8   555)345-3535

Type options, press Enter.
    2=(E)dit 5=(D)etails 6=(P)rint v=preView h=Hold r=Ready b=Bottom q=PmtHist #=DocHist n=Notes a=AcctInfo
    c=Copy x=Cancel m=Modify j=Docs/Job 4=Delete +=Adj$ t=Template

Opt	Document Description	Reference #	Posted Date	Sustem Date	Document $	Status
	Proposal 639 TAG Mill Yard Project	3B 20036	Nov 10 2010	Jan 7 2011	6780.00	o/s
	Pch Inv Inv # 65646 TAG Supplies for River Road Project	A/P 2000579	Oct 12 2010	Nov 12 2010	253.56	Complete
	Pch Inv Inv # 8548262 TAG Project planning session	A/P 2000577	Nov 25 2010	Dec 25 2010	1641.25	o/s
	Invoice CstOrd# None TAG Progress Billing Number 1	Inv. 100261	Nov 30 2010	Dec 30 2010	3164.00	o/s
	Pch Inv Inv # 7340622 TAG Lumber and Panel Board	A/P 2000578	Dec 19 2010	Jan 19 2011	703.74	o/s
	Invoice CstOrd# 633980 TAG Contracted Services Charge Ba	Inv. 100262	Jan 7 2011	Feb 7 2011	841.85	o/s
	Invoice CstOrd# 568034 TAG Subcontracted Services	Inv. 100263	Jan 7 2011		1808.00	Ready
	Payment Batch # 1547 TAG 1 Documents Paid	A 6527	Jan 7 2011	Jan 7 2011	253.56	o/s

                                                                                15192.40

F7=Proposal   F8=Sales Inv   F9=G/L Jrnl   F14=Acct Anl
F10=Purchase   F11=A/P Inv.   F15=Jobs
F6=Create   F22=A/R Totals   F23=A/P Totals   F24=Next View   F16=G/L   All Documents

Done   Internet | Protected Mode: Off   100%

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	Top	Exit	Prompt	Refresh	Create	F7	F8
F9	F10	F11	F12	Info	F14	F15	F16	F17
Options	F19	Print Manager	F21	F22	F23	F24	PageDown	PageUp

3B Dataservices Ltd.   GSR$D File Maintenance

Payment History for..:   Metroworks   Supplies for River Road Project
                            123 Valentine Boulevard   Invoice #..:   A/P2000579
                            Littletown ON   M2K 1R8   Inv Date...:   Oct.   12 2010
                                                      Invoice $..:   253.56
                                                      $ Due......:

Type options, press Enter.
   1=(S)elect   2=(E)dit

Opt	Name	Reference	Payment Date	Inv Paid	Payment Amt
	Metroworks	A6527	Jan. 7 2011	253.56	253.56

IBM
WebFacing

Done   Internet | Protected Mode: Off   100%

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	F2	Exit	Prompt	Refresh	F6	F7	F8
F9	F10	F11	Cancel	F13	F14	F15	F16	F17
F18	F19	Print Manager	F21	F22	F23	F24	PageDown	PageUp

3B Dataservices Ltd.   Note #..........:   100106   CANOT File Maintenance

re Account.......:   **Metroworks - Accounts Receivable**

Subject..........:   Sub Contract Billings   Review Date......:   Jan   17   2011

Text.............:   Pease do not issue this invoice until the project Engineer has visited the site and signed off on the work. The client is very
                       concerned about this particular part of the project as it is a touchy environmental issue. I am going to place a hold on the
                       document until the inspection is done. Bob says he is going over there next Friday, a week from to-day.

Activated........:   JAN   7   2011
Terminated.......:

Internal/Public..:   Note Type........:   Note #...........:

Done   Internet | Protected Mode: Off   100%

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	F2	Exit	Prompt	Refresh	Create	F7	F8
F9	F10	F11	F12	F13	F14	F15	F16	F17
Options	F19	Print Manager	F21	F22	F23	F24	PageDown	PageUp

3B Dataservices Ltd.   CANOT File Maintenance

Notes for................:   **Metroworks - Accounts Receivable**   Go To Page......:
                                                                        Current Page....:   1   of   1

Type options, press Enter.
2=(E)dit 3=(C)opy t=(T)erminate 4=Delete

Opt	Ty	Review	Subject	Activate	Terminate	Seq #
		Jan 17 2011	**Sub Contract Billings**	Jan 7 2011		

IBM
WebFacing

Done   Internet | Protected Mode: Off   100%

Infinite Answers by 3B Dataservices Ltd.

Enter	Help	Top	Exit	Prompt	Refresh	Create	Proposal	Sales Inv
G/L Jrnl	Purchase	A/P Inv.	Cancel	Info	Acct Anl	Jobs	G/L	Top
Options	F19	Print Manager	F21	A/R Totals	A/P Totals	Next View	PageDown	PageUp

3B Dataservices Ltd.   (GSDOCM) Work with Documents

Position to......:   Metroworks   Go To Page......:
                                      123 Valentine Boulevard   Current Page....:   1   of   1
                                      Littletown ON   M2K 1R8   555)345-3535

Type options, press Enter.
2=(E)dit 5=(D)etails 6=(P)rint v=preView h=Hold r=Ready b=Bottom q=PmtHist #=DocHist n=Notes a=AcctInfo
c=Copy x=Cancel m=Modify j=Docs/Job 4=Delete +=Adj$ t=Template

Opt	Document Description	Reference #	Posted Date	Sustem Date	Document $	Status
	Proposal 639 TAG Mill Yard Project	3B 20036	Nov 10 2010	Jan 7 2011	6780.00	o/s
	Pch Inv Inv # 8548262 TAG Project planning session	A/P 2000577	Nov 25 2010	Dec 25 2010	1641.25	o/s
	Invoice CstOrd# None TAG Progress Billing Number 1	Inv. 100261	Nov 30 2010	Dec 30 2010	3164.00	o/s
	Pch Inv Inv # 7340622 TAG Lumber and Panel Board	A/P 2000578	Dec 19 2010	Jan 19 2011	703.74	o/s
	Invoice CstOrd# 633980 TAG Contracted Services Charge Ba	Inv. 100262	Jan 7 2011	Feb 7 2011	841.85	o/s
	Invoice CstOrd# 568034 TAG Subcontracted Services	Inv. 100263	Jan 7 2011		1808.00	Held
	Payment Batch # 1547 TAG 1 Documents Paid	A 6527	Jan 7 2011	Jan 7 2011	253.56	o/s

15192.40

F7=Proposal	F8=Sales Inv	F9=G/L Jrnl	F14=Acct Anl
F10=Purchase	F11=A/P Inv.		F15=Jobs
F6=Create	F22=A/R Totals	F23=A/P Totals	F24=Next View	F16=G/L	Incomplete Documents

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iNfinite Answers
Client Base, History, Target Markets and Security

We have blended these three topics into the same page because the explanation of all three of these topics tend to support each other.

Client Base:

3B Dataservices client base consists of relatively small number of varied and highly valued clients, all whom have been instrumental in assisting us in the development of iNfinite Answers. Ranging from slightly less than $1 Million, to well in excess of $100 Million per annum in sales, our clients have all been using our iNfinite Answers concepts in data storage and retrieval.

All have accumulated in excess of eight years of live active data, some more than ten. The large volumes of data, one file for one of our clients now in excess of 30 million records, has had little or no effect on processing speeds or the ability to access desired information virtually instant.

Some clients have grown to the point whereby they daily activate and use many virtual modules simultaneously, one as many as 47. All modules, fully seamlessly integrated, continue to function exactly as they should without displaying any negative effects on either processing speeds or information retrieval.

iNfinite Answers, although still very much an unknown in the Canadian marketplace, has already proven itself in both stability and resourcefulness.

History:

The concepts on which the uniqueness of iNfinite Answers is built are not new. The basic idea has represented a personal challenge since the late 1970's, before PC's were even invented. But these concepts would and could not become reality until the 64 bit chip was invented. Actual development of iNfinite Answers began in earnest in 1992, the first trial version activated in 1997 and was then revised to its present form in the latter half of 1999. Except for lots of additional functionality and a minor tweaking, little has changed since. Our greatest asset has been our existing client base which has given us the opportunity to help in their growth and diversification thereby proving our original concepts which remain just as solid to-day as when originally conceived.

Our clients list is not only highly diversified but each client we have also tends to be highly diversified in functionality. Shop floor work order processing, construction, equipment rentals, health care claims processing, light retail, manufacturing, guard services and more are services provided by our existing client base, some multiples thereof. While it is important that software solutions help a company do

whatever it is they do and do it well, it is just as important that the opportunity to diversify and grow be ever present as well.

Target Market:

As a result, contrary to everything traditional ERP vendors try to tell you, our target market is not so much industry specific as it is desire specific. What is your desire? If you are of a mind that you really do want to simplify whatever it is you currently do, if you want to increase margins or be wide open to diversification, whatever comes along, you may well be our target market. The iNfinite Answers unERP may be your next ERP working for you rather than the reverse, so typical of competitive big business ERP systems.

Security:

First of all, iNfinite Answers "server-based", is not a client based solution, and the server it runs on, in fact the only server it will run on, is extremely particular about who has access. The access is so good that to the best of my knowledge, no one has yet been able to violate it. Neither has it ever been attacked by a virus. Unless someone predefines who you are, your passcode and gives you a pathway of entry, you simply don't get onto the system.

Once one does gain access, the iNfinite Answers software has many additional layers of security. Libraries are secured to specific users as well as specific menus, specific files, specific modules and specific levels of use and frequently even how the records may be used.

Pricing Policy

Our customers all pay the same price. Our price for 2011 onward will be $285.00 per month per user. Base Installation of the clients chosen applications (on our server or the client's), is typically $3,500 per user, plus a base server installation fee starting at $15,000 which typically, but not always, includes setup of printer configurations. Installation services include any communications software that may need to be loaded on the clients PC as well as loading iNfinite Answers software onto the main server and configuring it to personal profiles for security and user mapping.

When basic applications are all that are to be included, and the intent is firmly understood that the objective is to capture the basic information of who, what when and where of each transaction, there is generally no additional charge for whatever modules the client wants to use unless the modules required do not yet exist. If they do not exist, there may (or may not be) an additional charge levied depending upon the estimated amount of work required to develop the unwritten functionality that is required. Developing a function, testing and integrating it, is generally somewhat less than 10 percent of the cost of normal or typical integration services. Remember, in normal ERP circumstances, the client also has to purchase the new module.

Our new functionality is generally up-and-running is something less than 10 per cent of the time as well meaning that value is being realized far sooner.

Programming required to import or export data from other systems is always charged as an extra. All programming is typically done on a one-time set price so that there are no surprises for the client. It is rare that we charge for programming or management services on an hourly basis.

Monthly service fees include all help desk support, user training, after training consultations and minor program modifications taking an estimated four hours or less. We want to avoid heckling over minor charges and have been more than successful in doing so. The only comment we ever receive from our clients is: "We never charge enough!"

Price, especially for the initial software is simply something we talk about as a starting point.

Whereas competitive suppliers are dependent on the numbers of modules and the amount of integration they can offer, we are more concerned about achieving fair value for both parties.

When desktop imaging is also implemented, pricing policies may also be revised. This is due to the fact that, while we do have a unique means of structuring otherwise unstructured data, which is key to storage of imaged documents, we do not control the pricing on third party products and services.