



KEEPING PACE

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The Future

There is nothing new under the sun but there are lots of old things we don't know.

Ambrose Bierce, *The Devil's Dictionary*
US author and satirist (1842–1914)

This quote sums things up very nicely. When TVS went into business six years ago, it was with the intent of providing a new life for the VS operating system. At that point, the VS was still a stable, mature, and highly scalable platform. What it lacked was an equally stable hardware base that looked toward the future. That was the problem we at TVS set out to solve.

We're happy to say that TVS has delivered on that promise. The new generation of Dell servers provides full binary compatibility with legacy VS hardware, seamless transition, and huge jumps in performance. "But," you ask, "what have you done for me lately?"



Dell T710

"...users of the VS are able to add significant value and leverage to their existing legacy application investments."

This newsletter answers that. Through the use of the Virtual Device Interface—VDI—users of the VS are able to add significant value and leverage to their existing legacy application investments.

In our June 2008 release of *Keeping Pace*, we profiled the Funk Gruppe, who quickly recognized value in the ability to integrate VS legacy applications with the rich base of Linux functionality and took steps to exploit that capability to their advantage. Here's an excerpt from that interview:

"The transition has allowed certain innovations in the processing, transfer, and sharing of information....Because of the VS's ability to talk to its Linux host and thus the outside world, the extra and unreliable link in communication has been eliminated....The first project put into production was to fill in the blanks from the German License Plate authority for information necessary to complete the insuring process without admin input, entirely within two systems."

Since that time, a number of VS-Linux integration projects have been undertaken by our development team. This issue of *Keeping Pace* will show you what TVS has in store for you in 2011 and beyond.

VDI Yields Dividends

*“...the VDI...
[provides] a path
to a variety of
Linux-based
applications and
products.”*

For most VS users, legacy applications represent significant long-term investments. As with any investment, the ability to leverage existing assets for increased return is a prime objective. TVS recognizes the value of these legacy investments, and a feature of the VSGX — the Virtual Device Interface (VDI) — can yield significant dividends by providing VS users with the ability to enhance the value of their existing applications with access to the rich base of Linux functionality.

The VDI enables communications from the VS Environment to the world of Linux, providing a path to a variety of Linux-based applications and products. So...the first thing we have done for you is to provide some simple but necessary modules that interface VS to the Linux world, significantly enhancing the VS-Linux integration process.

Next, we’re positioned to assist our users in addressing the resource issue, a common concern in today’s environment. TVS, in conjunction with



CompuCom HQ

CompuCom (formerly Getronics and Wang Global), is pleased to announce the availability of consulting, contract programming, and IT management services to assist with integration and application development projects. As this offering develops, we will provide more information, but for now, you know that you will have an answer to a variety of programming and support requirements, should you need them.

*“Take a look at
what [our
engineering teams
have] been doing
to assist VSGX
users...”*

Recently, there have been increased inquiries about the VDI and its capability. So, our engineering teams have responded! Take a look at what they’ve been doing to assist VSGX users in expanding the effectiveness of legacy applications.

Projects completed or in process:

- Integration of legacy applications with Postal Service bar code routines.
- Automated FTP activity with current generation protocols.
- High-speed transfer of data to external systems.
- Interface to Oracle

Projects under review by request:

- Automated Email activity based on user-defined parameters.
- High-level integration of VS applications with wireless order fulfillment and inventory control systems.

Projects under consideration for general development and release:

- Output to PDF.
- Output to fax.
- Interface to SQL.
- Voice enablement including query, text to speech, and speech recognition.

As stated previously, our goal is to assist users in adding value to their legacy applications. A number of these projects are expected to yield functionality that will be offered to the installed base, while others are client-specific in nature. Do *you* believe that exploring the VDI and Linux integration will add value to your operations? TVS offers general consulting services as well as programming support for both VS and Linux-based application integration. Support is available on a fixed-cost or a T&M basis, but it costs nothing to ask!

If any of these products or projects are of interest to you, or if you have ideas on development projects to suit your specific needs, let us know. Contact TVS sales at 1-888-796-0601 x111, or email at vsinfo@transvirtualsystems.com

We want to hear from you!

TVS Talks with... CAPITAL DRUG

For this issue of *Keeping Pace*, TVS interviewed Brian Oles at **Capital Wholesale Drug Company**, a family-owned pharmaceutical wholesaler since 1950. Capital Drug recently upgraded to a TVS system. We wanted to hear about their experience.

TVS Tell us a little bit about Capital Drug and its customer base. How has your market changed over the past five years? What changes do you anticipate?

Capital services customers of all sizes, but its primary customer base is independent retail pharmacies. Capital separates itself from competitors by providing exceptional customer service and attention to detail. It is very important to Capital to be a responsible member of the supply chain. As such, Capital only purchases pharmaceuticals directly from the manufacturers.

The pharmaceutical wholesale industry has experienced a large amount of consolidation throughout the last 20 years. To illustrate the amount of consolidation, at the time that Capital began its operation, more than 300 wholesalers competed in the industry. Today there are fewer than 25 wholesalers who purchase directly from pharmaceutical manufacturers.

TVS What made you decide to make a change in your system? What made you choose TVS?

Capital Wholesale Drug Company utilizes a legacy operating system. This legacy software runs on the Wang VS platform. Since the original purchase of the software in the 1980s, there has been and continues to be a significant amount of customization to the legacy system. This customization has been performed to meet organization-wide needs as well as individual user needs. In the late 2000s, the legacy system was still being maintained on Wang hardware. The primary difficulty in continuing to use the Wang hardware was the availability of parts, and knowledgeable service technicians became very sparse. Capital still found the legacy software adequate to perform the day-to-day business operations and searched for a path to update the hardware without having to rewrite software. TVS offered a solution that allowed Capital to only make changes to some of the configuration files and migrate to a current hardware configuration.

“Capital...searched for a path to update the hardware without having to rewrite software. TVS offered a solution...”

TVS How would you summarize your experience in moving to the TVS platform?

Overall, our experience with TVS was positive. They required the new hardware be shipped directly to their offices in New York to configure the emulation software and install our operating system prior to sending us the new system.

“TVS worked remotely on the phone...and they were able to solve the problem...in a timely manner.”

Our conversion occurred on holiday weekend in order to allow our internal system analyst time to perform various tests, validations, and setups. The only issue we experienced in the conversion was difficulty in setting up the printers to accept and understand print files. These files were items such as pick tickets, customer invoices, customer credit memos, and customer month-end statements. TVS worked remotely on the phone with our system analyst and they were able to solve the problem with our printers in a timely manner.

TVS How is the system applied?

Capital Wholesale’s legacy system is an enterprise-wide system that covers all aspects of the business.

TVS What adaptations has Capital Drug made to the system? How will this help you work more efficiently and/or better serve your customers?

Capital Wholesale continues to modify the legacy software in order to meet ever-changing user and customer needs. The most recent project involves creating gateway software that will allow for file transfers directly to and from the Linux operating system, our legacy operating system, and other corporate databases. This gateway software and the ability to transfer files quickly will facilitate more “real-time” integration with corporate databases that support applications used daily by the sales force.

In Conclusion...

TVS is at the ready, installing VSGX systems, improving the experience of the dedicated Wang VS user, and creating happy customers.

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