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Tech Talk

Advanced File Management for Domino: Service Opportunities and Real Value

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There is one technology that your customers interact with more than any other, that is an integral part of every user's computing experience, and that has not been a top priority for anyone in over 10 years -- file management.

Despite its widespread use, file management technology has not kept up with the computing needs of users that are increasingly dependent on electronic files for their day-to-day work. It certainly doesn't meet the requirements of today's networked and mobile computing environment.

Common problems include hunting for lost files, using files with out-of-date information, recreating files that already exist or have been deleted, duplicating files in different locations, insufficient collaboration capabilities, and poor coordination of review and approval cycles.

Document management systems have been presented as the way to tame document chaos. Indeed, the features found in a modern document management system address many of the needs of today's computer user. However, users looking to use one of these systems for general file management may be severely disappointed by a rigid approach and burdensome administration -- and might be shocked by their high prices.

Microsoft is touting its "abilities" in this area. Windows 2000 is now available with Office 2000, and the promise of Exchange 2000. Combined with SQL Server and IIS, these tools claim to offer better file management, but users must be willing to pay a very high price. Users will need to purchase licenses for all these tools, set up the tools and get them to work together, add key features such as review and approval workflow and encryption, and commit totally to the Microsoft platform.

As a Lotus Business Partner, how can you address these claims -- and keep your customers from moving to Microsoft as a "solution" to their file management problems?

There is now an answer for Domino -- Aviator. Aviator is an advanced file-management application that runs with Lotus Domino. Aviator combines the ease-of-use of traditional file management utilities with the rich functionality of document management systems. Aviator is designed from the ground up to use the Internet, support mobile workforces, and integrate with your customers' existing technology.

Aviator offers Lotus Business Partners numerous service opportunities, from initial project consulting and hardware and software technology analysis to deployment, training, and customization. So when you help

your customers prioritize their information technology projects this year, make sure you consider advanced file management and Aviator.

For More Information

Aviator Software, Inc. is currently looking for Lotus Business Partner resellers. For more information, call Marybeth Burnham at (520)325-8303 or contact her via e-mail at: marybeth@aviatorsoftware.com. Please visit our Web site at: <http://www.aviatorsoftware.com>