

## *Is your data in the right place at the right time?*

*Successful businesses today are experiencing an increase in the number of their offices and a spread of their geographic locations. Many companies are opening regional offices, and retail businesses are expanding the scope of their points of sale. Additionally, virtual officing continues to grow, and outsourcing takes on greater importance. Correspondingly the need for better access to data accelerates.*

### **The Impact**

Without an effective link to these disparate locations, businesses are faced with numerous challenges, including delays in distributing and receiving information, the inability to engage in real-time sharing, and a lack of data synchronization. As companies increase locations and focus on remote sites, they may be surprised to see a negative financial impact. When connectivity is poor, orders are processed late, sales are not documented in a timely manner and inventory is ineffectively maintained. All of these issues are overcome with an effective synchronization solution.

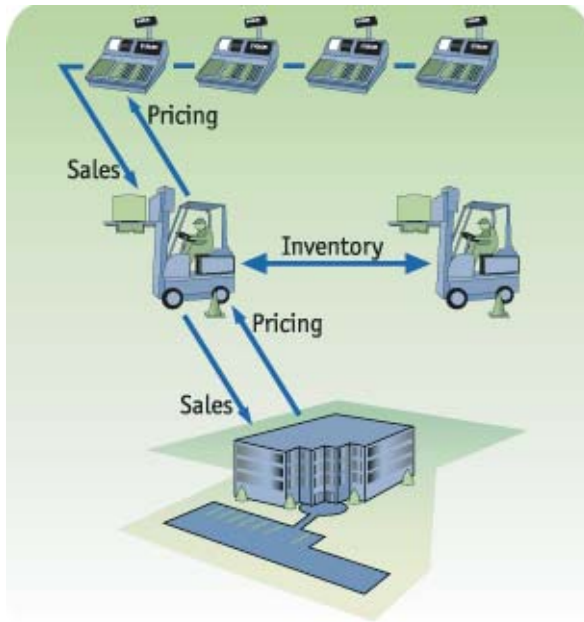
### **A Real World Implementation**

A Southwestern retail chain has one central office, two regional warehouses and four stores. Each store was served by one of the regional warehouses. Customers were frequently given incorrect information regarding shipment dates for their orders. Buyers overpurchased inventory as they could only access information at one warehouse.

Revenues remained static as specific regional information was lacking. Senior management believed that the company would operate more efficiently if:

- The central office could see real-time sales reports from the stores allowing customization of pricing at each store to maximize revenues.
- Buyers at each regional warehouse could see the inventory level at the other warehouse, allowing dynamic reallocation of orders so that overstocking and shortages were minimized.
- Store managers at each point of sale could see the inventory level at their warehouse, enabling them to provide customers with accurate stock information and correct shipment dates.

By working with Pervasive Software®, each of these objectives were realized. Using Pervasive DataExchange™, each of the stores can now connect directly to a warehouse to view inventory and to send sales information. To provide inventory visibility, the warehouses have the ability to access partitioned data at each location. And, the central office can connect to the regional warehouses to pull down the sales data from each of the stores and to upload new pricing data. *Figure 1 illustrates this dynamic.*



Three Levels:	Data Flows:
<ul style="list-style-type: none"> <li>• Stores (4)</li> <li>• Warehouses (2)</li> <li>• Home Office (1)</li> <li>• Clients at all levels</li> </ul>	<ul style="list-style-type: none"> <li>• Sales down from stores to home office</li> <li>• Inventory between warehouses</li> <li>• Pricing up from home office to stores</li> </ul>

**The Solution**

Businesses need to move their applications closer to their end users and place less reliance on the network or central office, thus greatly improving reliability and user satisfaction. To be effective, solutions must overcome the challenge of connecting distributed applications. The DataExchange Data Synchronization Solution incorporates components that allow you to share data between applications so that all users continually view fresh data. Additionally, you can restrict access to information to enhance security. The solution automates data sharing between Pervasive.SQL-powered applications. Pervasive DataExchange incorporates advanced capabilities, including:

- Encoding update packets using 128-bit encryption
- Detecting and resolving conflicts by continually reconciling changes between databases
- Supporting flexible sharing topologies like ring, hub and spoke, peer to peer, and hierarchical
- Allowing tight control over what content is replicated through fine-grained data segmenting and routing rules.

Pervasive Software delivers complete solutions by working with our service consultants or through one of our partners. The total solution includes: an analysis that will document the sources and uses of your data; implementation services where the solution is customized for your environment; and deployment where the components are installed at the appropriate locations

**About Pervasive Software**

Pervasive Software, a leading provider of embedded and Web database management solutions for small and medium-size enterprises, serves a channel of more than 10,000 independent software vendors, developers, value-added resellers and partners. Pervasive Software's flagship product, Pervasive.SQL™ is a leading application development database, combining low-cost, reliable, resource-efficient operations with world-class performance and usability. Founded in 1994, Pervasive is based in Austin, Texas, and also has offices in Europe and distributors covering 100 countries.

**For more information**

If you would like to learn more about DataExchange, please visit our Web site at [www.pervasive.com](http://www.pervasive.com). To reach the North American sales office, call **1.800.287.4383, extension 2**. In Europe, for Belgium, France, Germany, Italy, Luxembourg, The Netherlands, Spain, Sweden, Switzerland and the United Kingdom, call **+800.12.12.34.34**. For any other European, Middle Eastern, African or Asian countries (excluding Japan), call **+32.70.23.37.61**.