

Electronic-Type



About Electronic-Type



Prepared by:

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About Electronic-Type

What We Do

Electronic-Type has been producing programmed database solutions and providing database analysis and training since 1985. In fact, since the Macintosh/laserwriter combination first appeared which also coincided with the first release of FileMaker, a database developed by a company called Nashoba. By 1988 we were providing database analysis, programming and training on a full time bases. As newer versions of FileMaker Pro have appeared we have eagerly incorporated the improved feature sets in both our own solutions as well as being able to provide the customer with an ever increasing range of capabilities

Why FileMaker Pro?

Electronic-Type specializes in FileMaker Pro database development (currently version v8.5) for the following reasons:

- FMPPro is the fastest selling database (not currently bundled with any computer system).
- In FMPPro it is relatively easy to create simple databases solutions, but can be programmed to provide the most complex database solutions imaginable.
- FMPPro is the most popular X-platform database solution currently available on the Mac OSX, Linux and Windows XP, 2003. The latest version 9.0 is Vista compatible.
- FMPPro can be used as a stand alone database or as a Server hosted system for up to 250 users with up to 125 files), single user Runtime solutions, or, as a Web hosted solutions.
- FMPPro now has the ability to integrate and exchange data with Palm Pilots and Compaq PC hand held devices as well as SQL.
- FMP can store documents / files from other sources – MS Word, Excel, QuarkXPress sound, movies etc.
- Each FMP file can now stores up to 8 terabytes of data.
- Each file can store up to one million layouts
- Ease of reporting/summarising capability.
- ODBC / JDBC connectivity
- XML and the ability to integrate and format documents (Word) from FMPPro

We are able to create databases from the simple “telephone directory” type to the exceedingly complex fully functional Customer/Contact/Calendar tracking, Accounting, Human Resources (pay & equity) & School tracking databases. We also provide database publishing solutions, easing the load of the long (directory type) publications.

We have provided (and are providing) solutions and training for companies such as:

Waterloo Hydrogeologic (A schlumberger subsidiary) in the areas of quoting, sales tracking, invoicing, CRM management and report analysis.

Sony of Canada in the areas of Human Resources and Advertising departments.

Intermatrix Corporate Interiors complete sales tracking and report analysis.

Davis & Associates providing Ford of Canada solution and in-house print tracking.

Retention Marketing Systems In-house development and contracted development for *Volvo* and *BMW* (Mini) as well as:

Mazda Canada providing total customer and VIN analysis.

Honda Canada providing web based in-house employee recognition system.

IMI Norgren providing sales tracking and product creation, quote and email capabilities

Avion Films providing an in-house film tracking and use database.

References are available upon request.

In addition, we have provided, or, are in the process of developing database solutions for the following business areas:

- Flying Schools
- The Film Industry
- Advertising Agencies
- Construction Companies
- Web Hosting Services
- Convention Organizers &
- General Business

Database Development

Database development follows a concise schedule and procedure, covered in greater detail in our Design.pdf available at our website: <http://www.electronic-type.com>.

The Initial Consultation

The initial consultation, is for us to meet, greet and discuss what you do in general terms. This process usually takes an hour or two, but sometimes as long as 10 or 12. At the end of this meeting we should have an overall idea of what is required from your database.

Design and Analysis

This stage is where we discuss in detail what the project('s) needs are; what you would like to achieve. It is always a good idea to make a list of requirements beforehand, it saves time and will be the foundation on which the design and development is based.

Upon the D&A completion, we write and present a proposal and quotation. This will outline both the job as well as more detailed information such as screen layouts, fields, files and the programming involved. We also present our invoice for the D&A time. If you choose to move forward with the project, we have the blueprint, if not, you can merely pay the D&A invoice.

Programming Stage

This is the stage where all the D&A material is molded into the programming and development that will become your solution. The solution will be verified by/with you at various stages and tested with live data to insure the system works as required.

On completion of the programming phase, the final database installation is completed, the latest working data entered and checked. At this stage staff training is undertaken and the database development is considered complete.

Costs and schedules are as follows:

The D&A and Programming stages are charged at \$85.00 p/h.

All jobs – irrespective of value: 40% of the development fee as down payment.

Work in progress will be invoiced on a weekly basis.

N.B. We invoice on time actually spent on the development of a project, not anticipated time based on our quotation.

Training

Our training courses cover solution training as well as introductory, intermediate and advanced courses with additional ‘bespoke’ courses provided as required. We provide in-house training as well as regular monthly courses in the Southern Ontario area.

We provide training manuals for all regular courses and normally limit class size for regular courses to 15 people. We also provide on site trouble shooting, to solve those in-house developed solutions which have gone awry.

Training may be conducted on either PC's or Macs, advanced notice is required to prepare in sufficient time to allow users the choice.

Course costs are:

Introductory	\$395.00 per day
Intermediate	\$395.00 per day
Advanced	\$495 per day
Bespoke	\$495 per day
Scripting	\$995 per 2 days
On Site Trouble Shooting	\$100 per hour

FileMaker Business Alliance

As a member of the FileMaker Business Alliance (FSA) – Formerly FileMaker Solutions Alliance (FSA) since 1995, we have been accepted as having met the strict criteria and standards as required by FileMaker Inc.

We are also members of the Southern Ontario FileMaker Association (SOFA).

For complete information on the design process read our Design Standards file (Design.pdf) or telephone, email, write or fax to discuss your needs to:

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