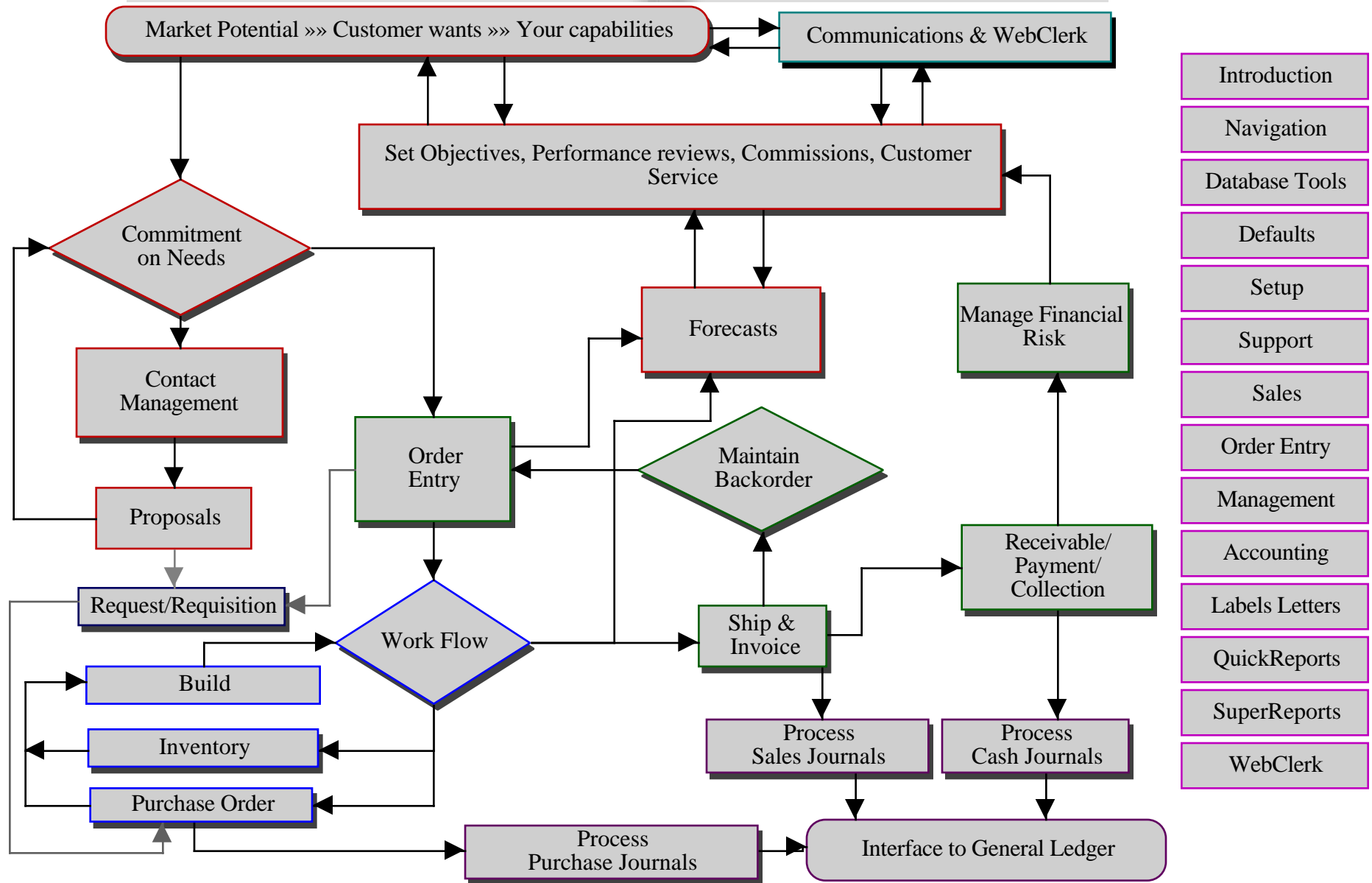
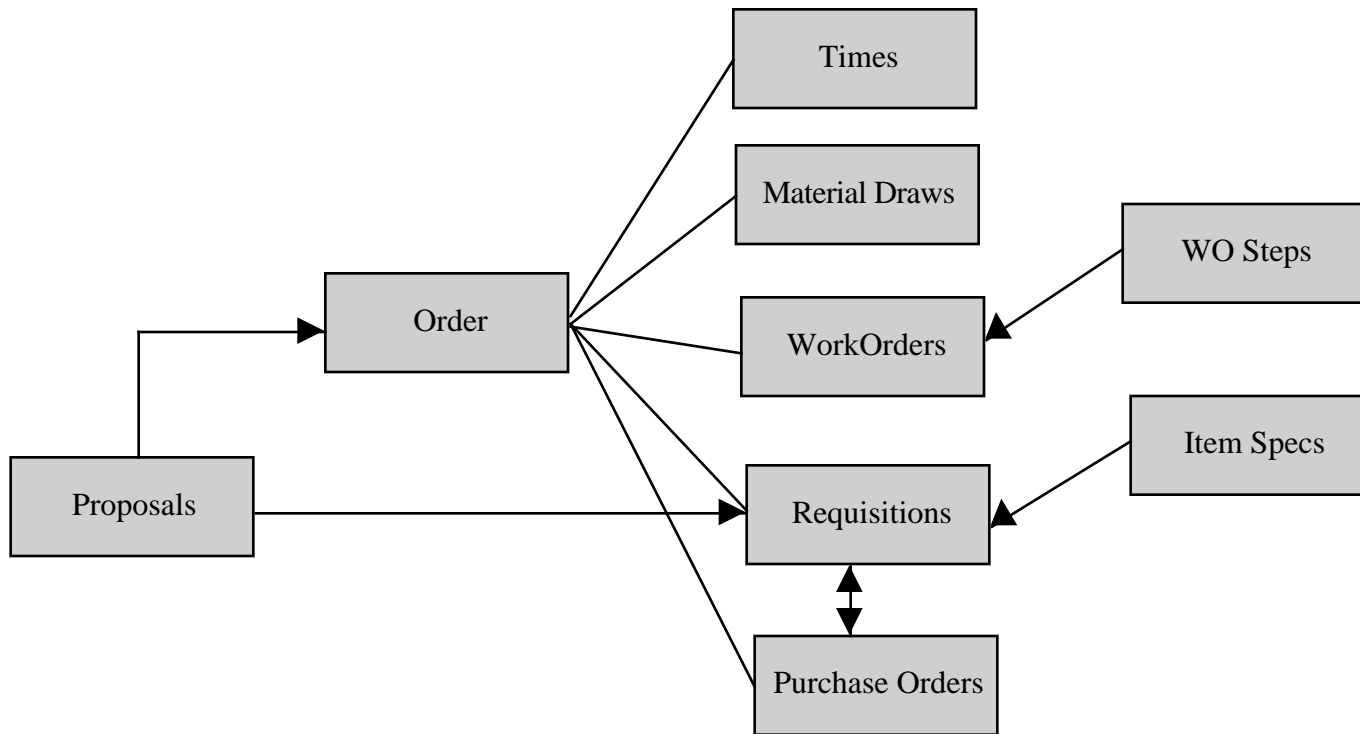
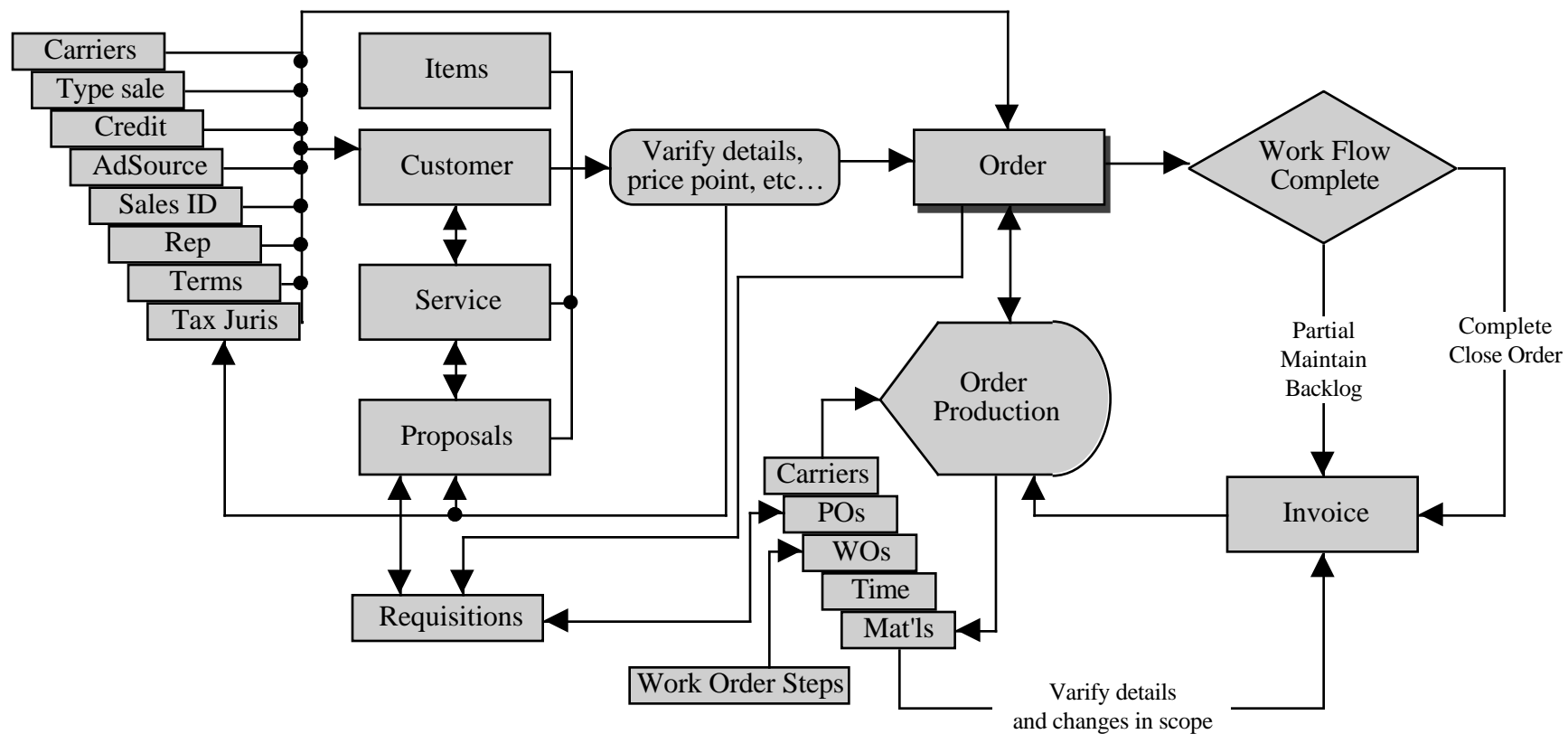
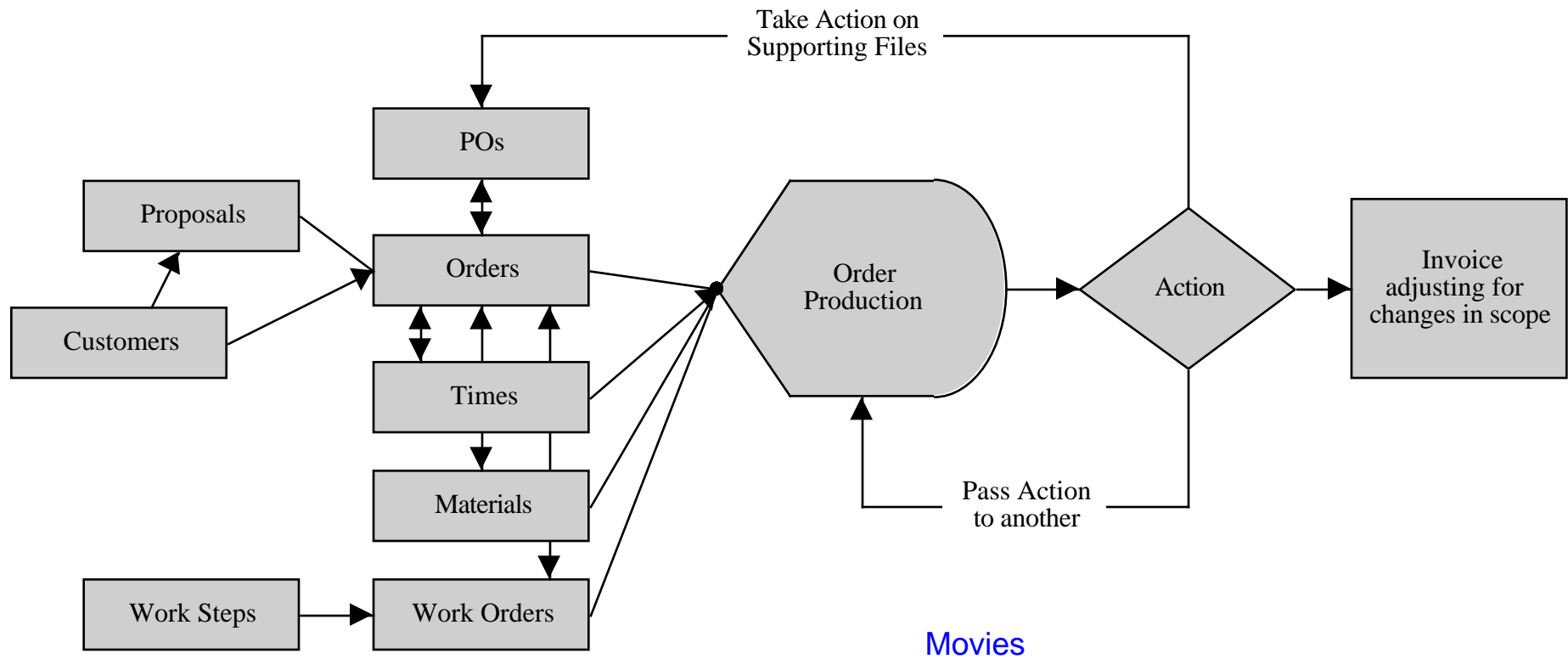


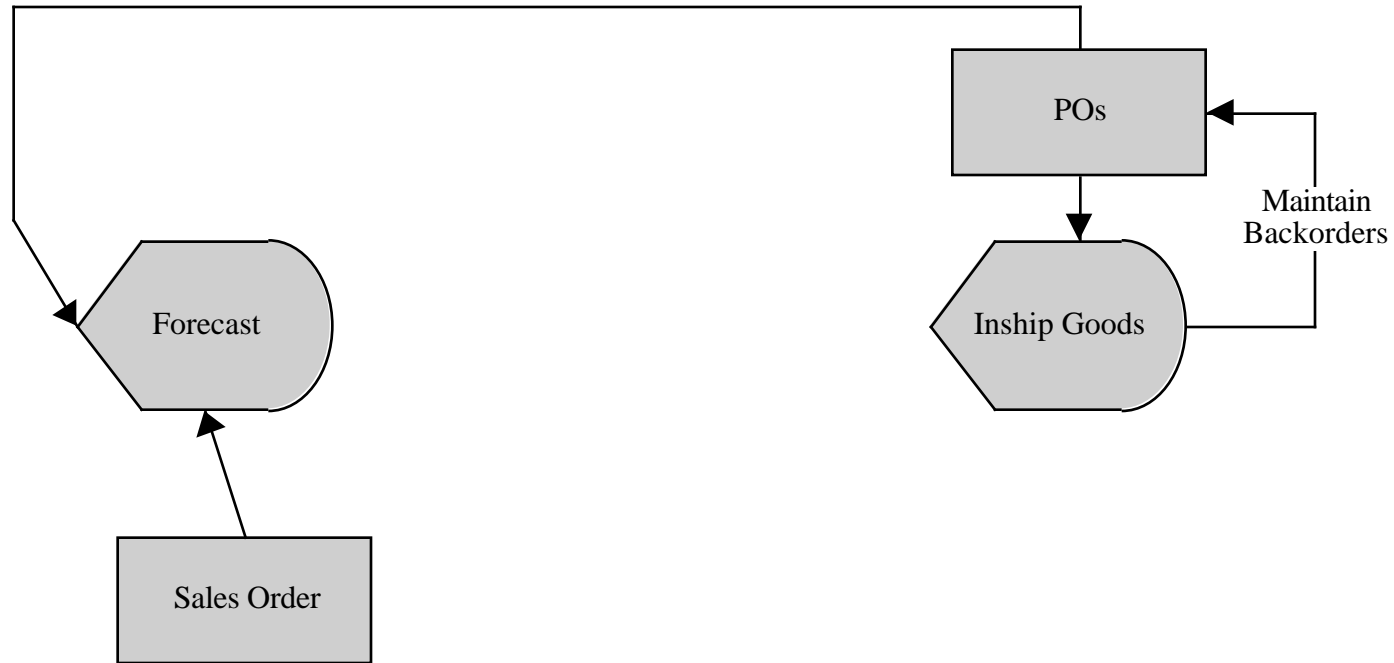
the Customer WebClerk

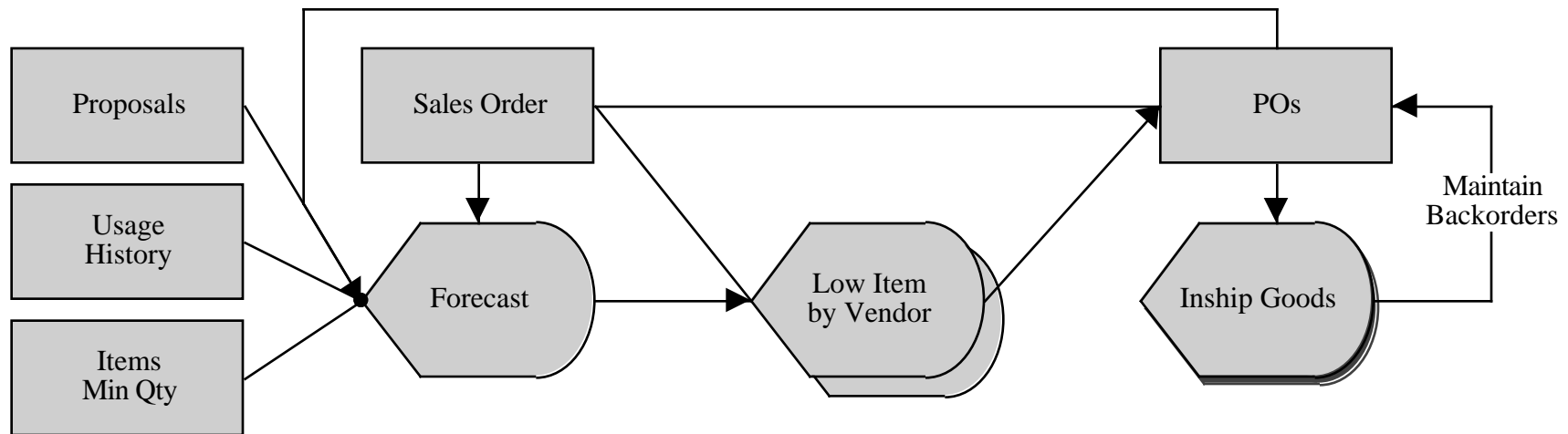


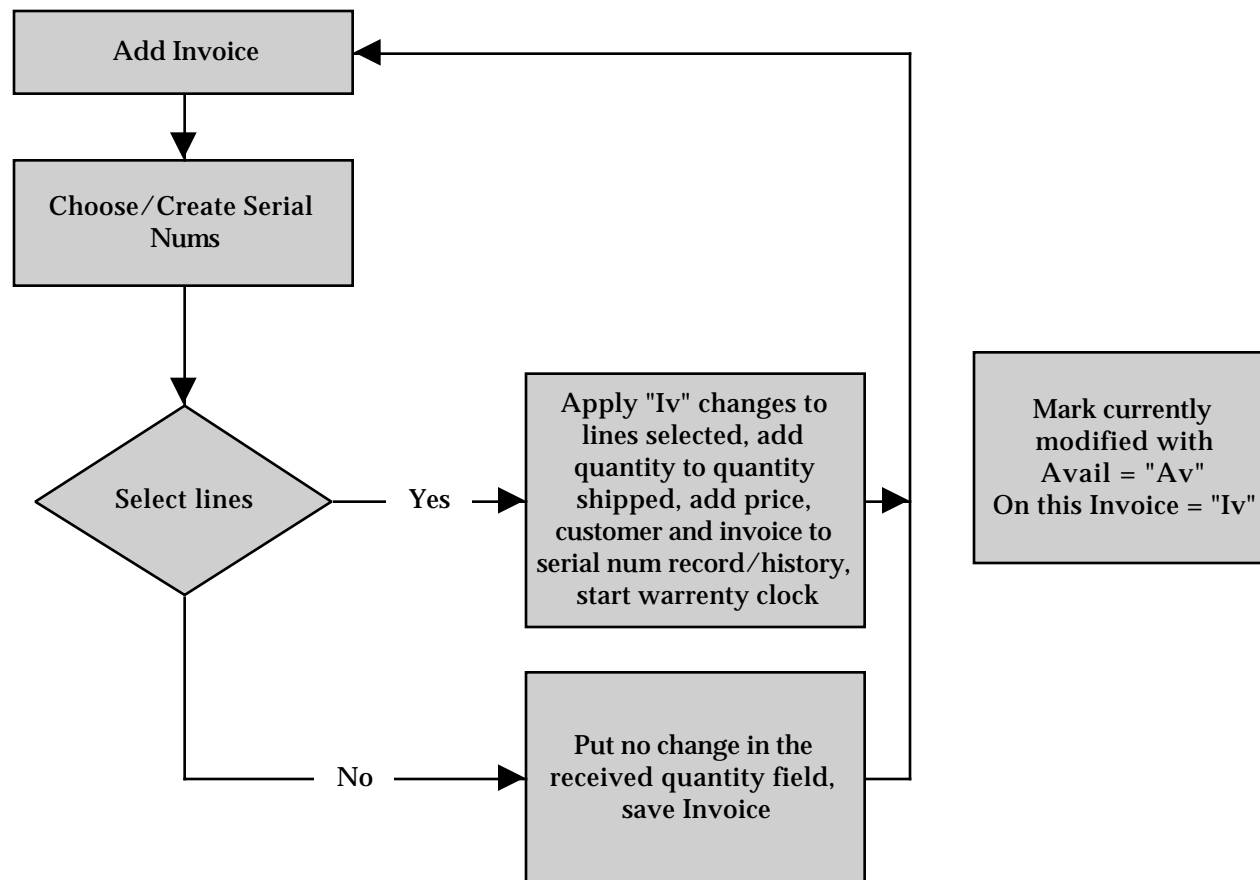


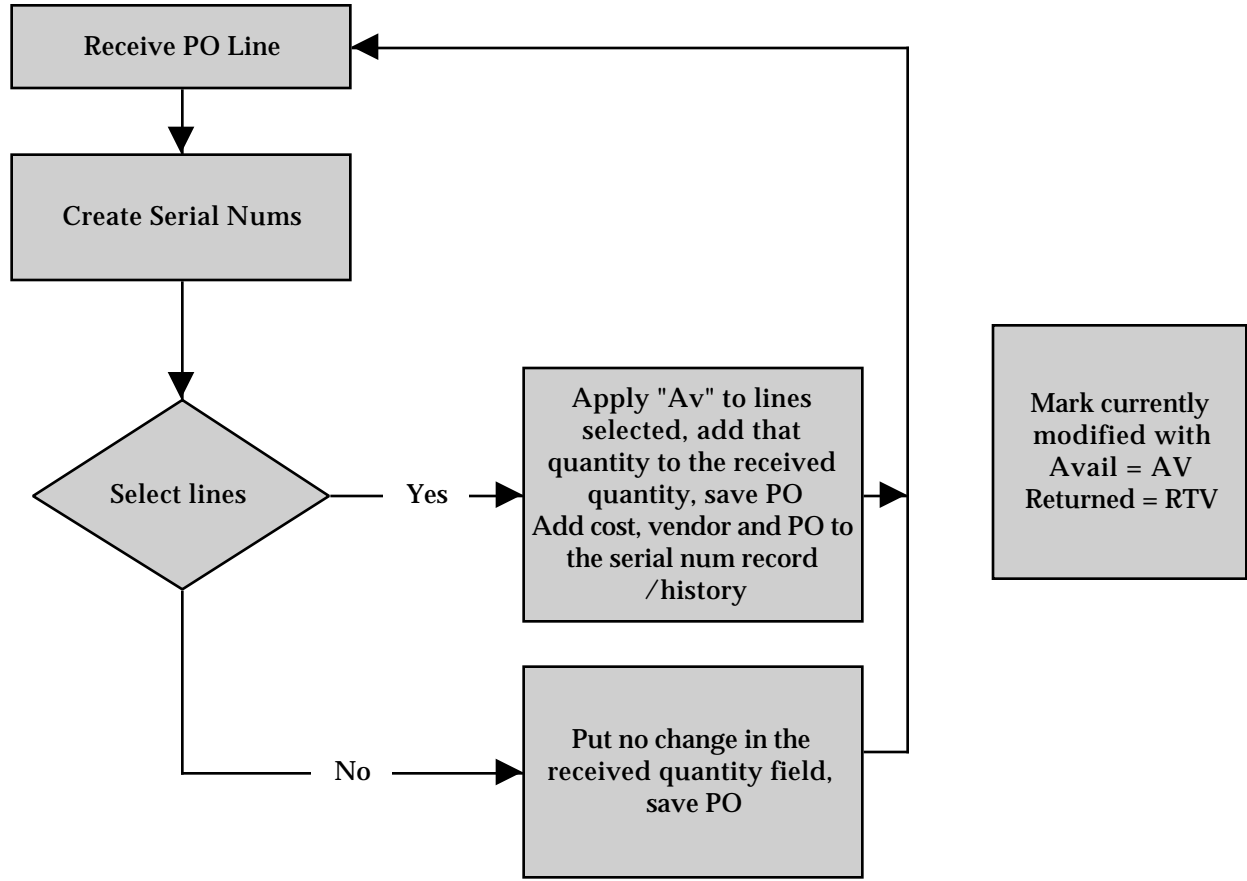


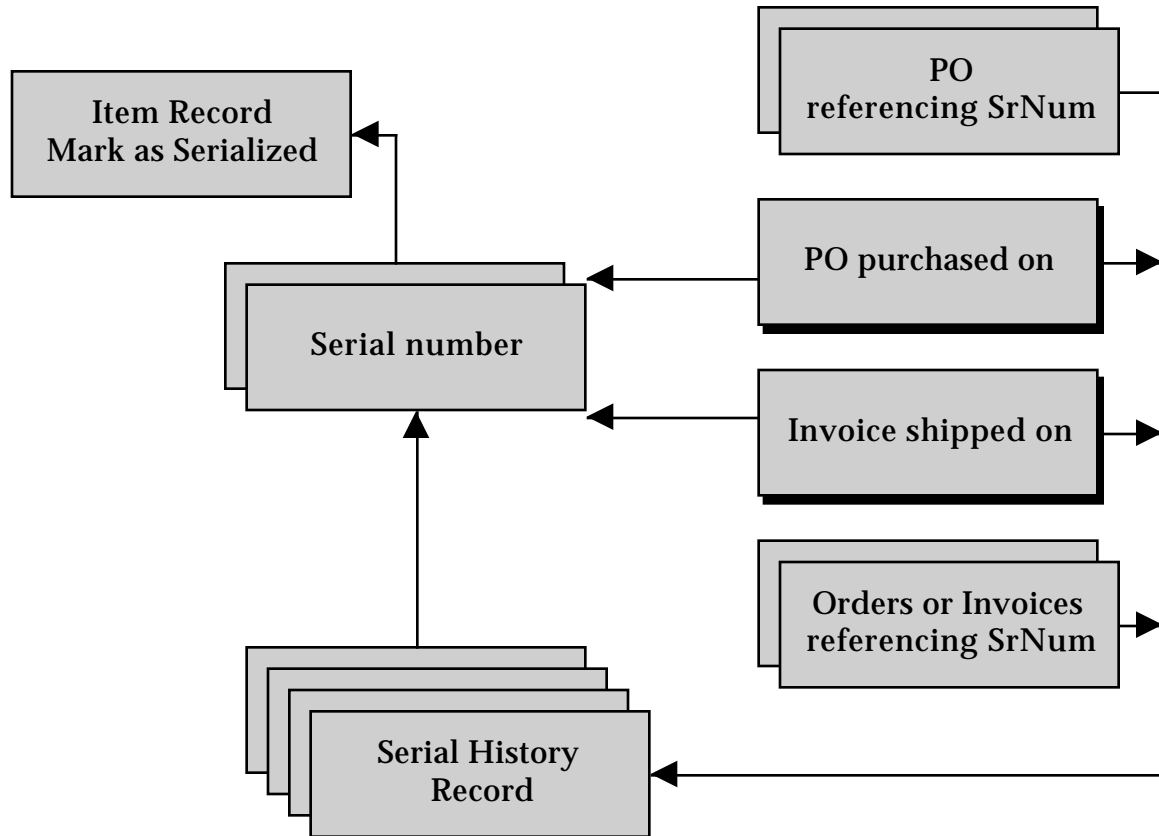


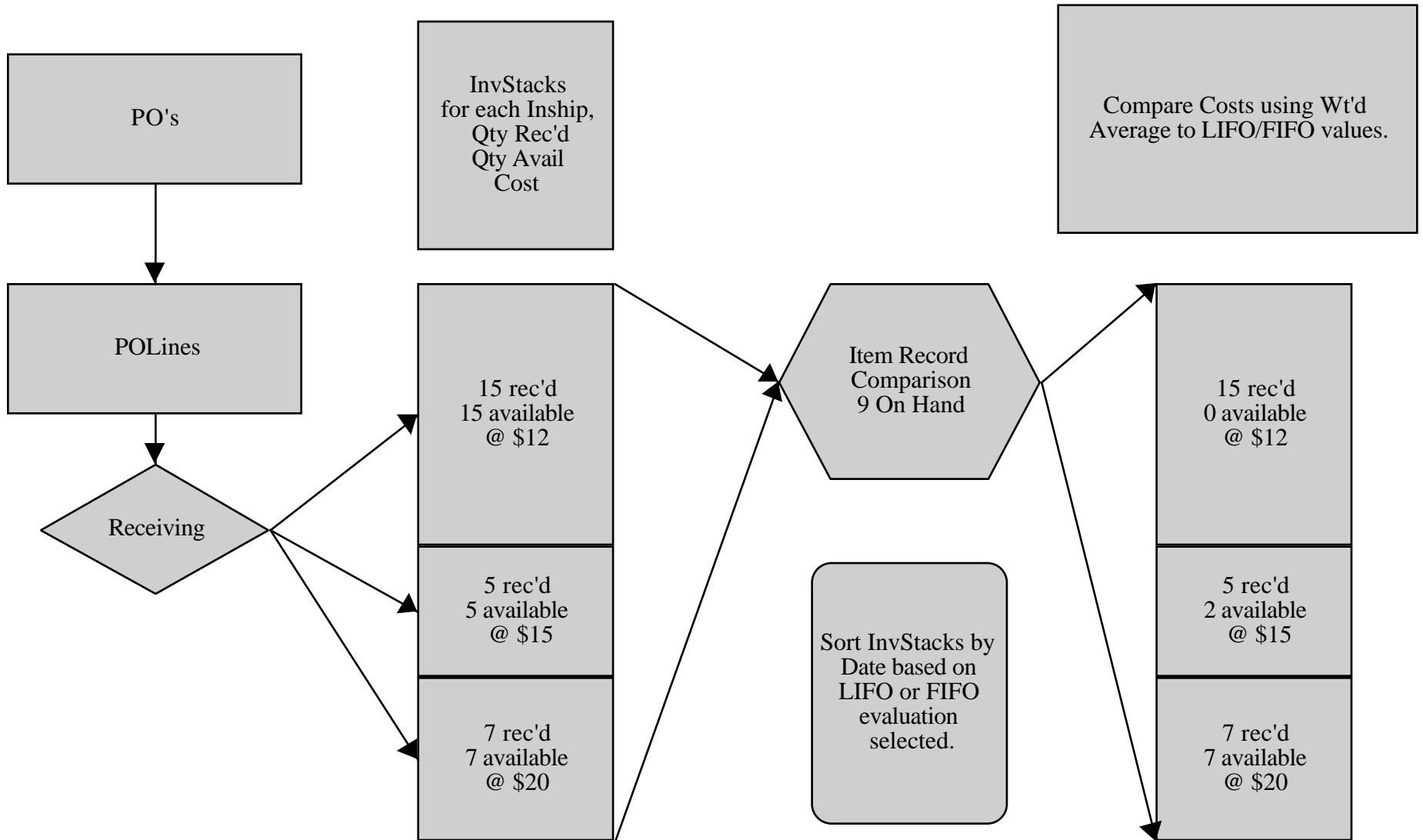


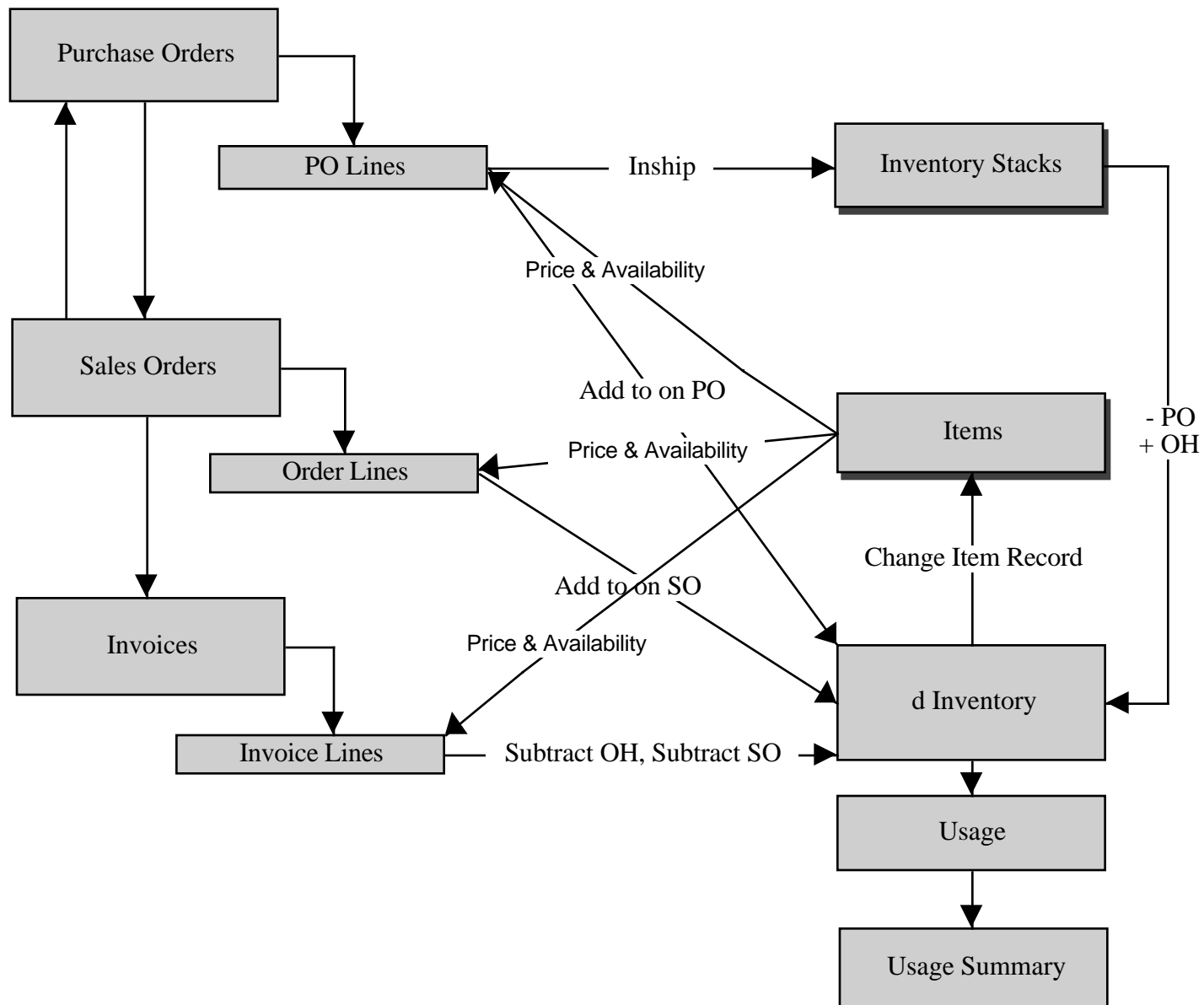


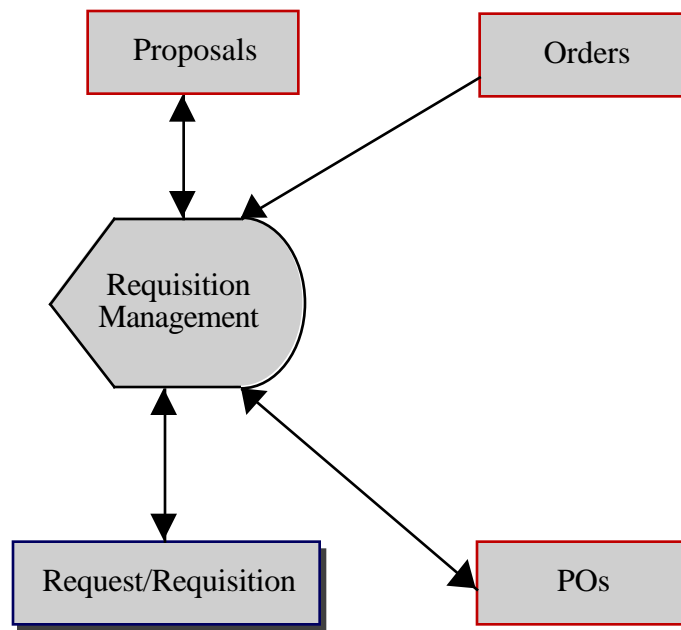


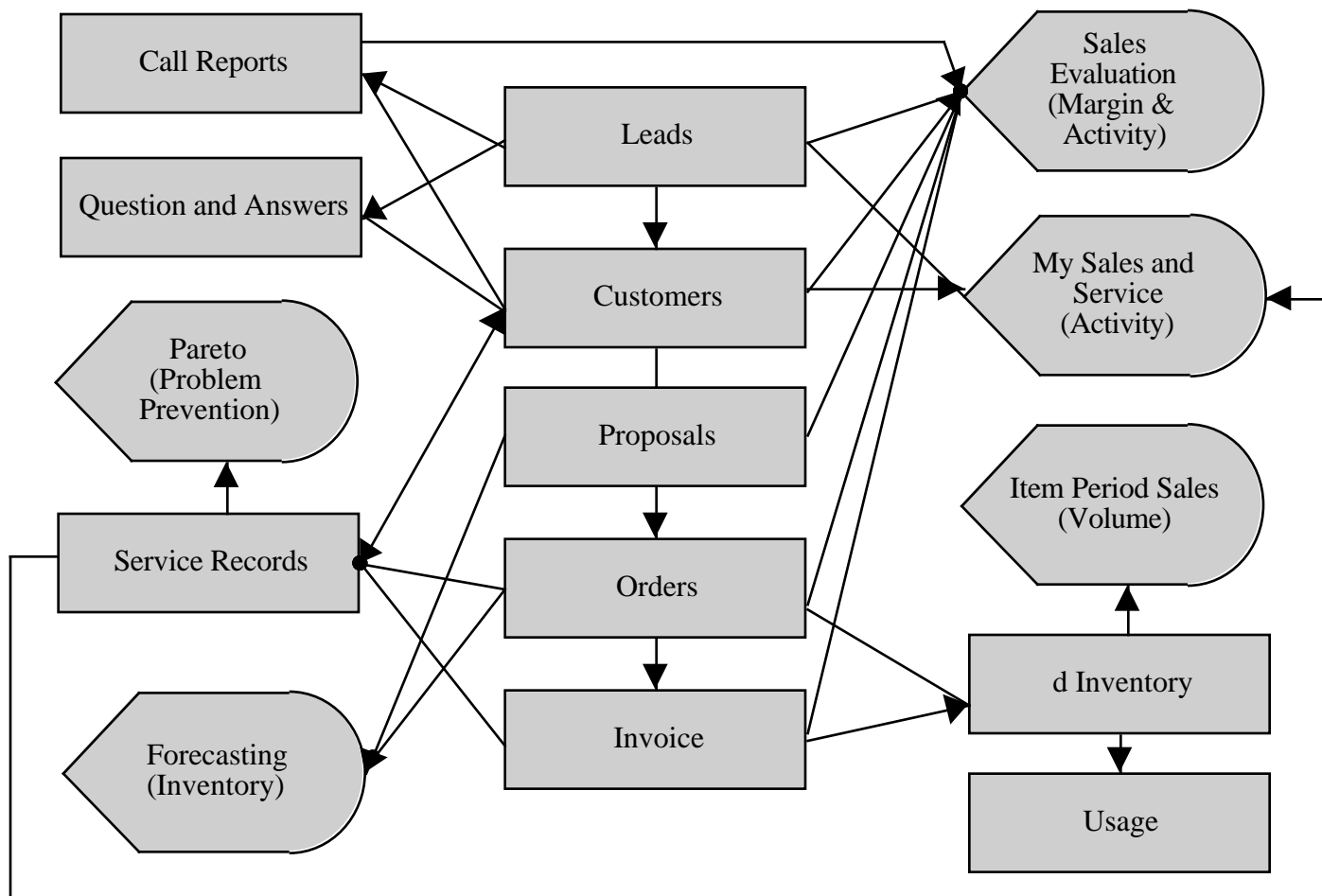


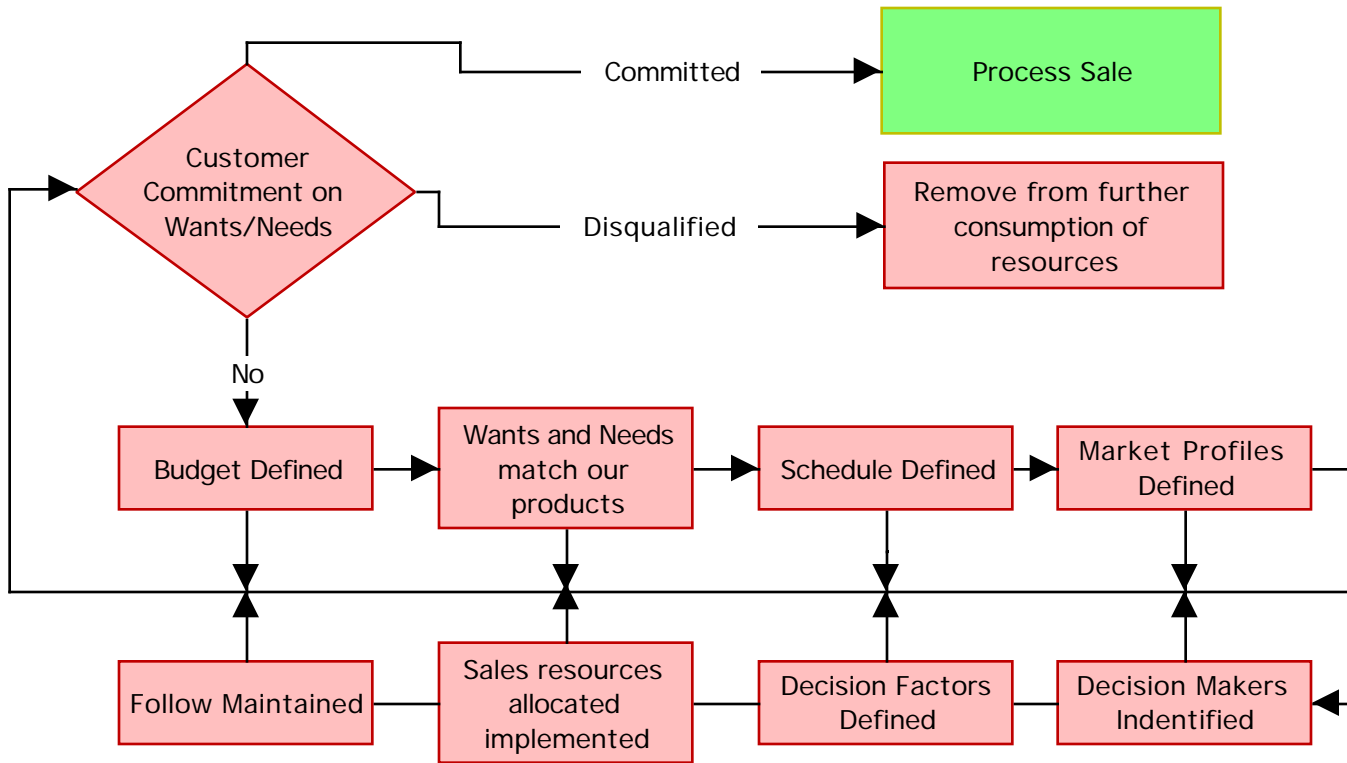


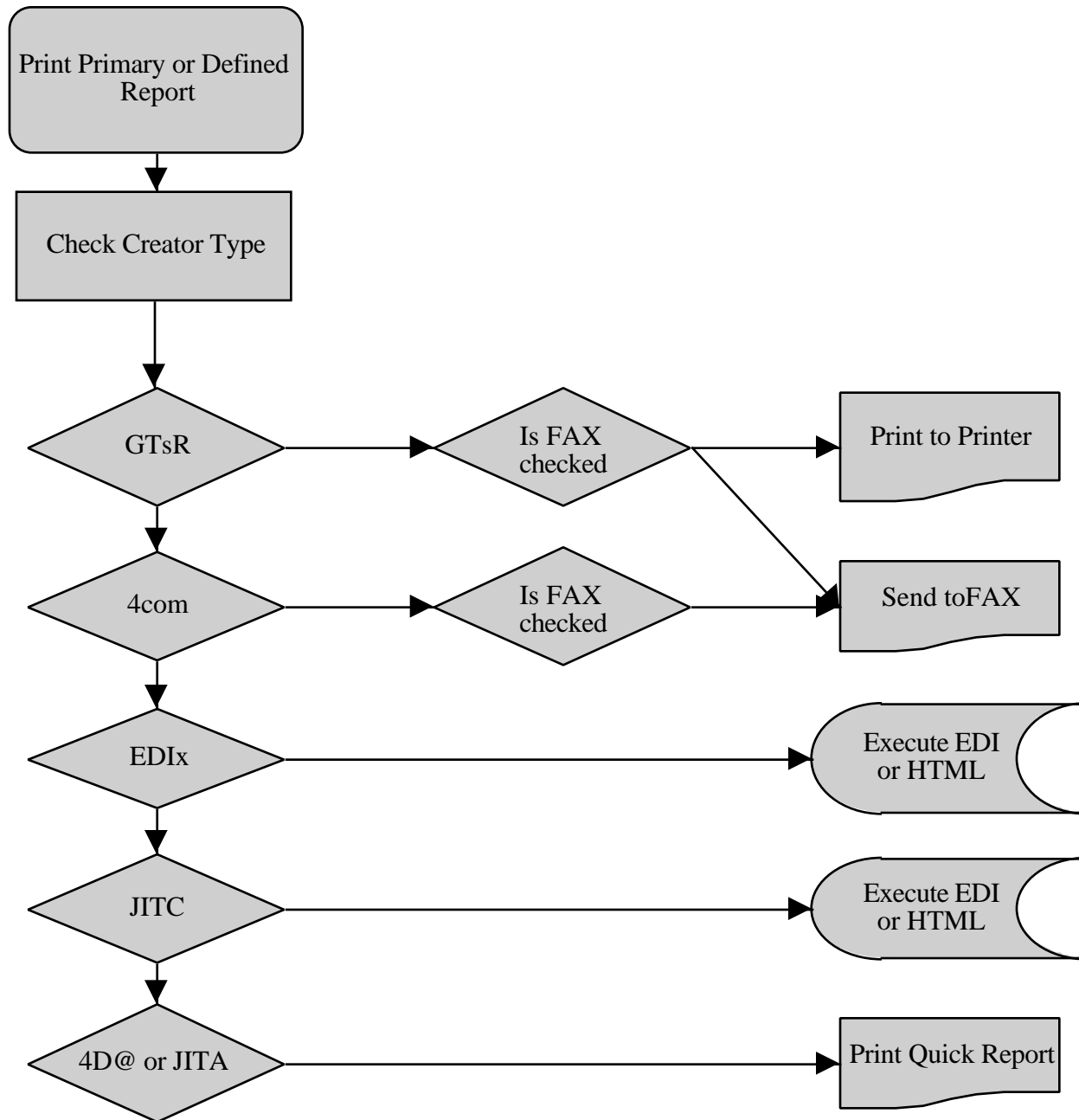


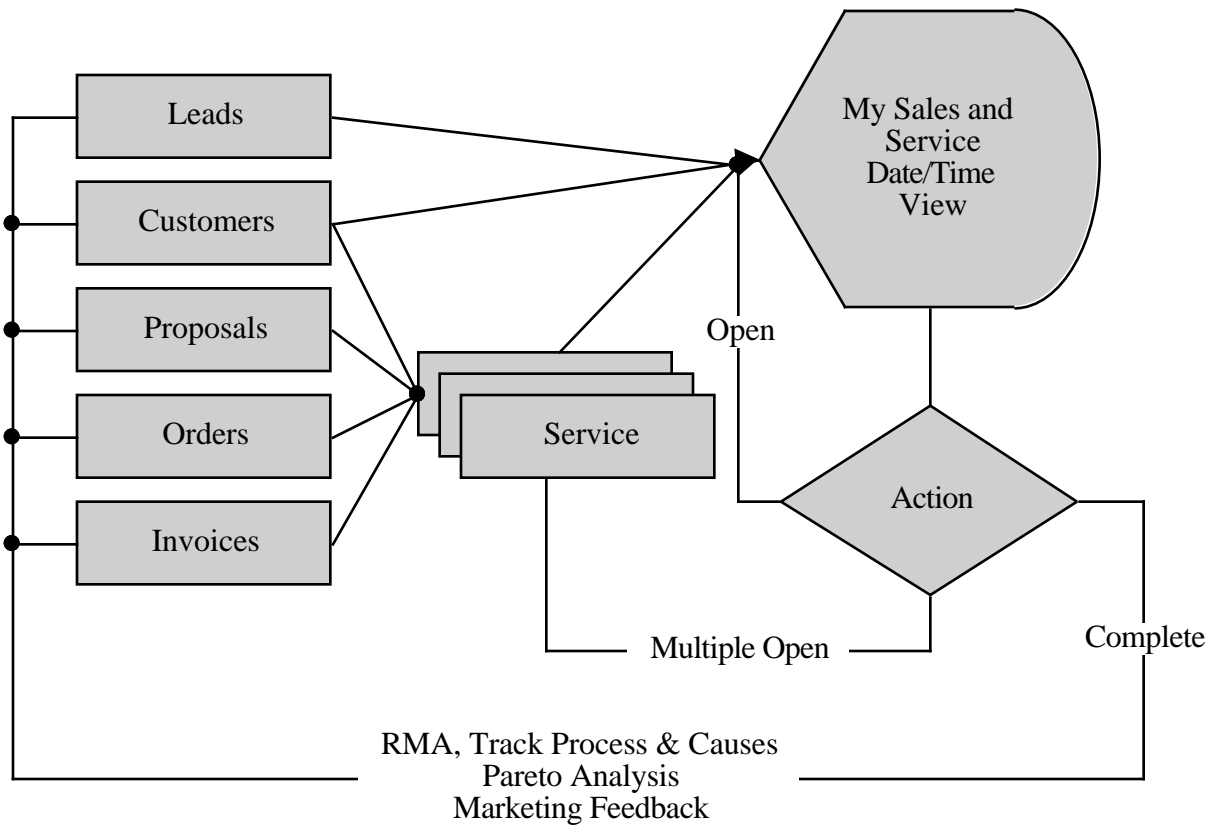








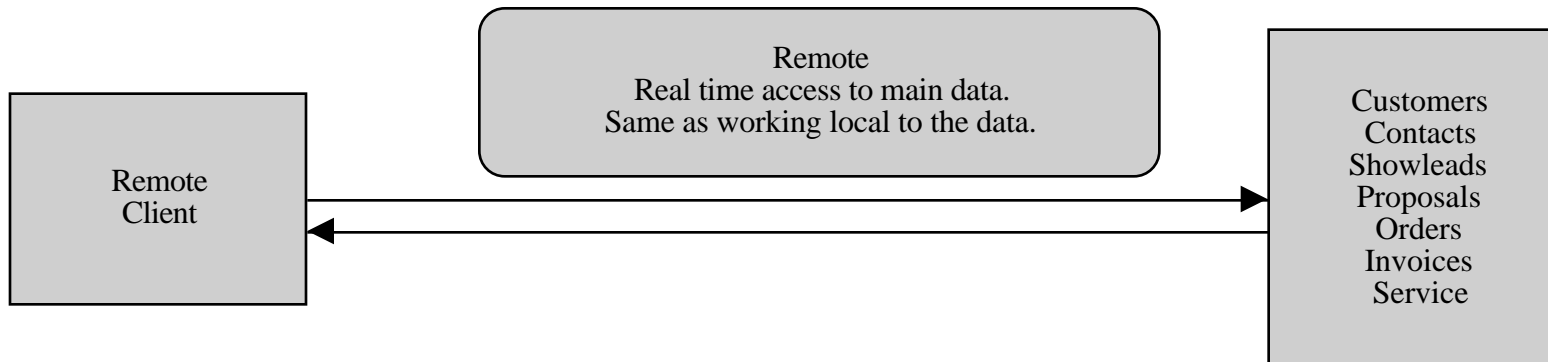
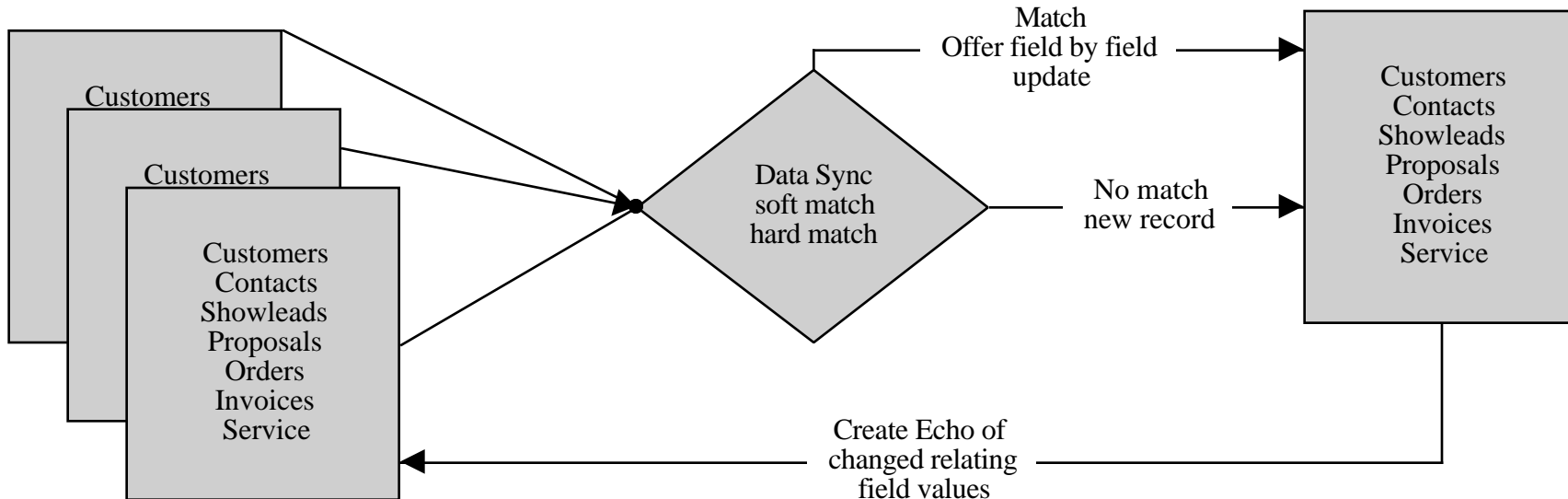


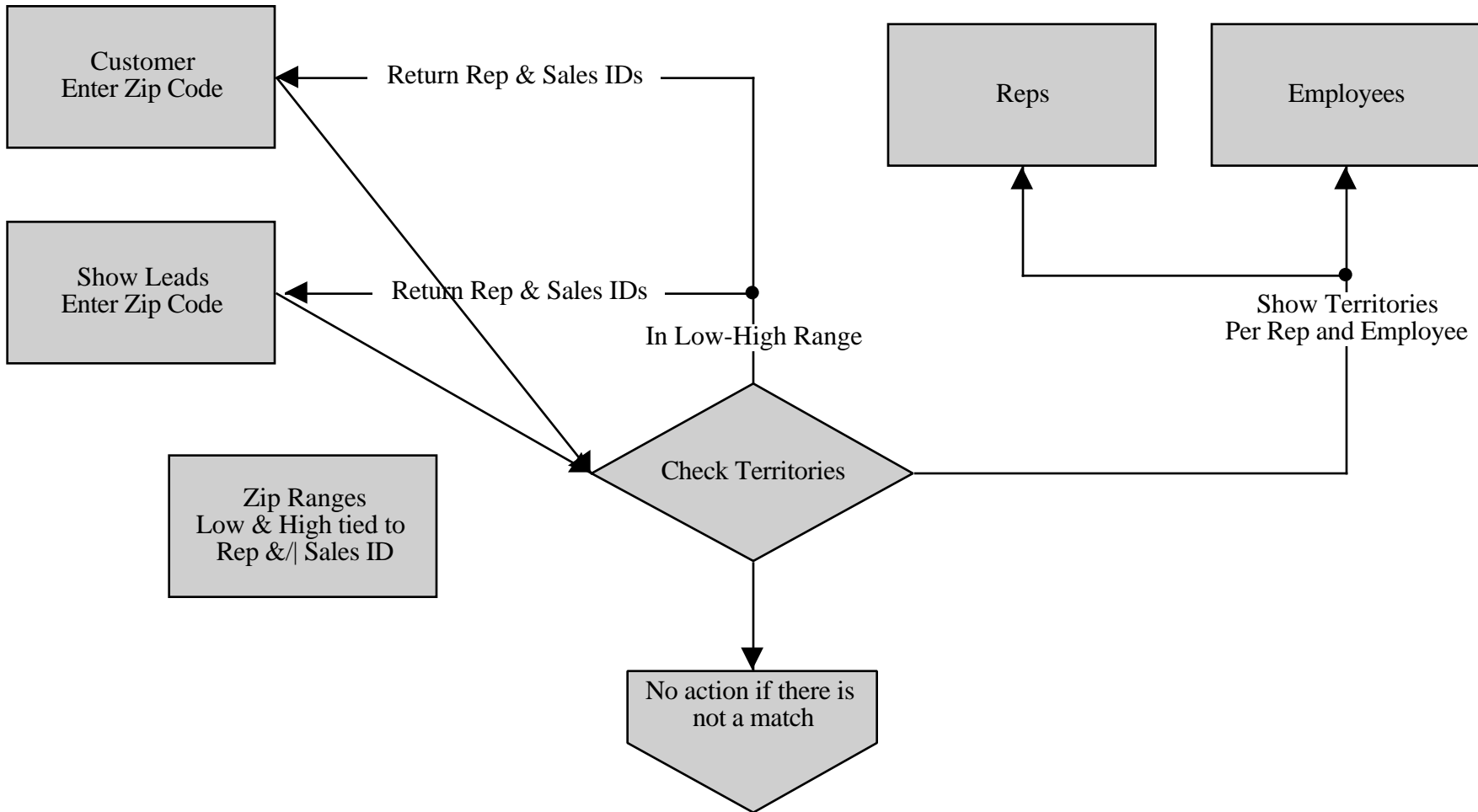


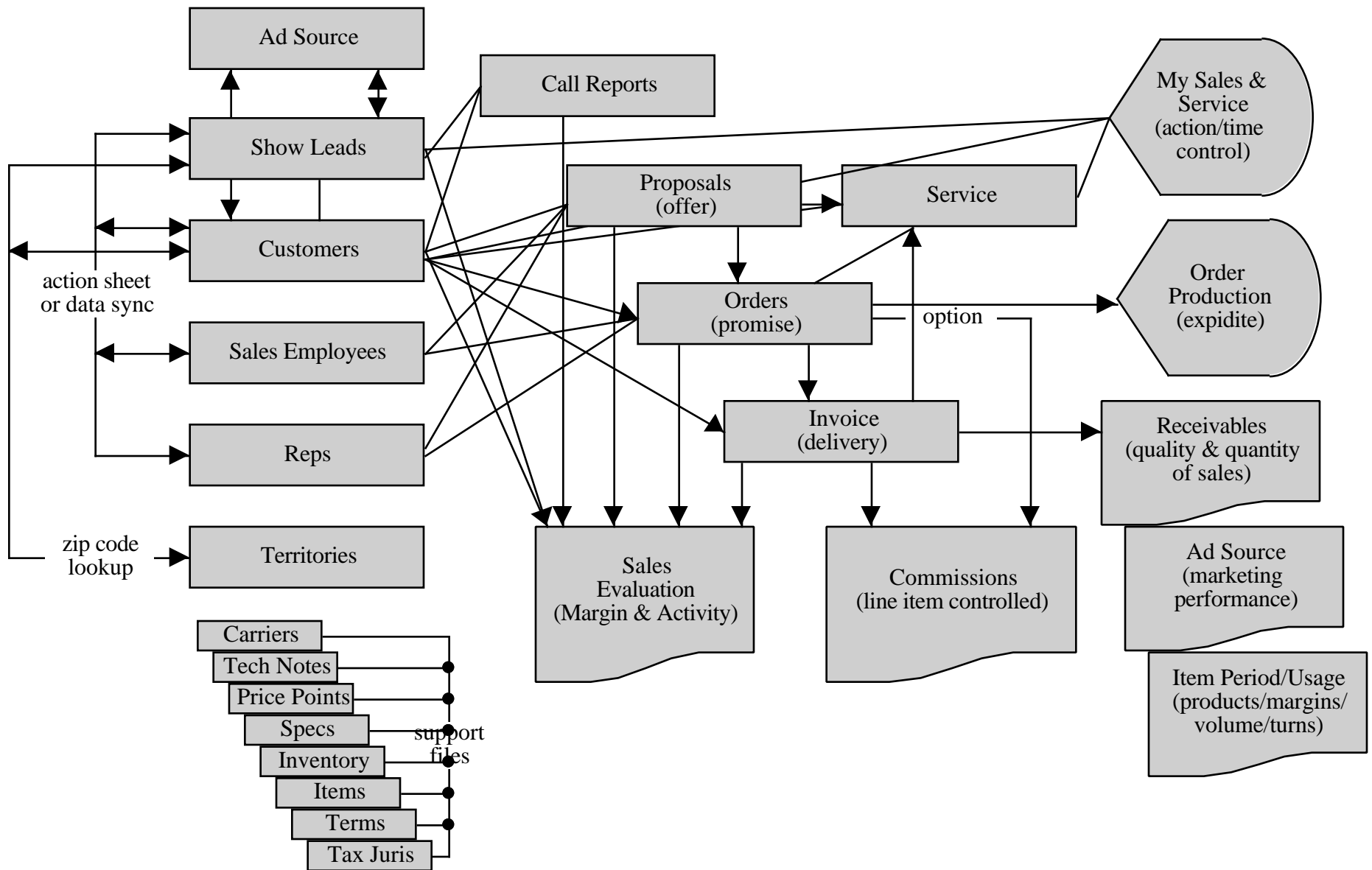
Defaults
Site IDs
Alpha
Numeric

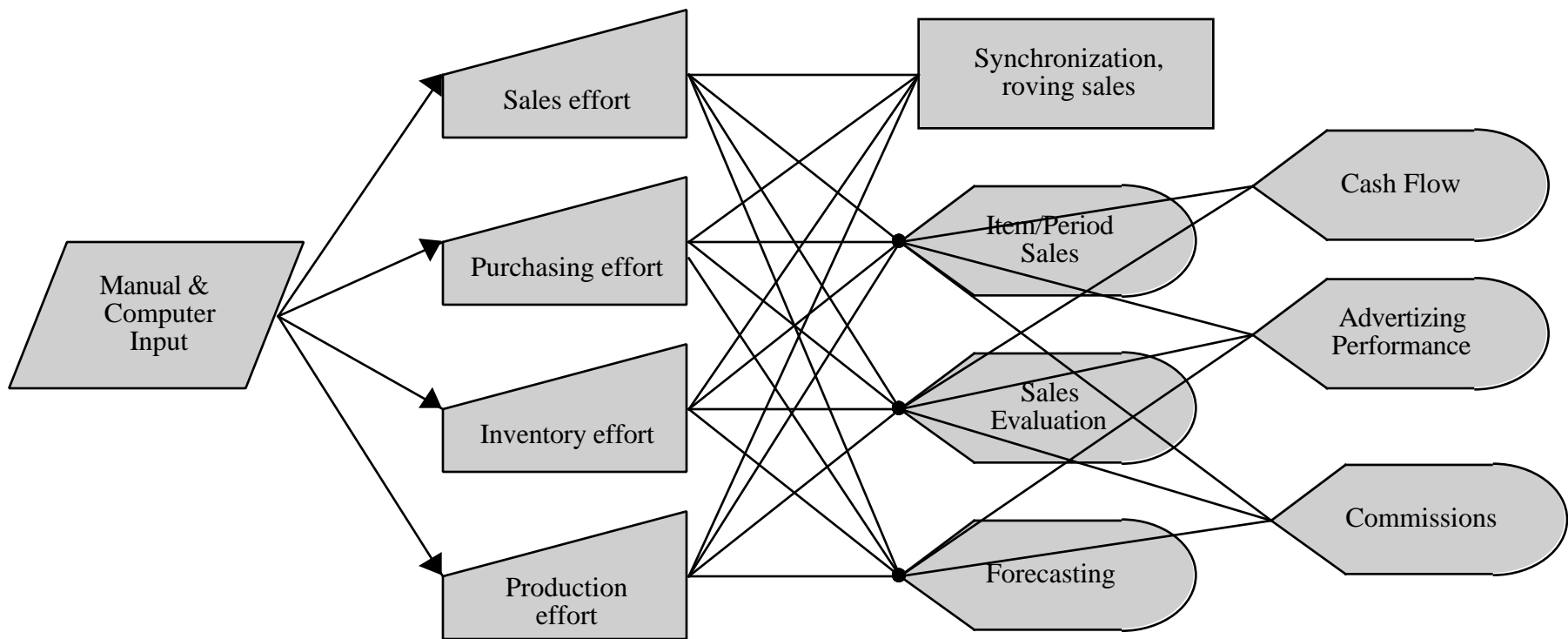
Site ID's reduce the number of unique
field collisions.
Synchronization may travel in either
direction.

Defaults
Site IDs
Alpha
Numeric









Commissions

Territories

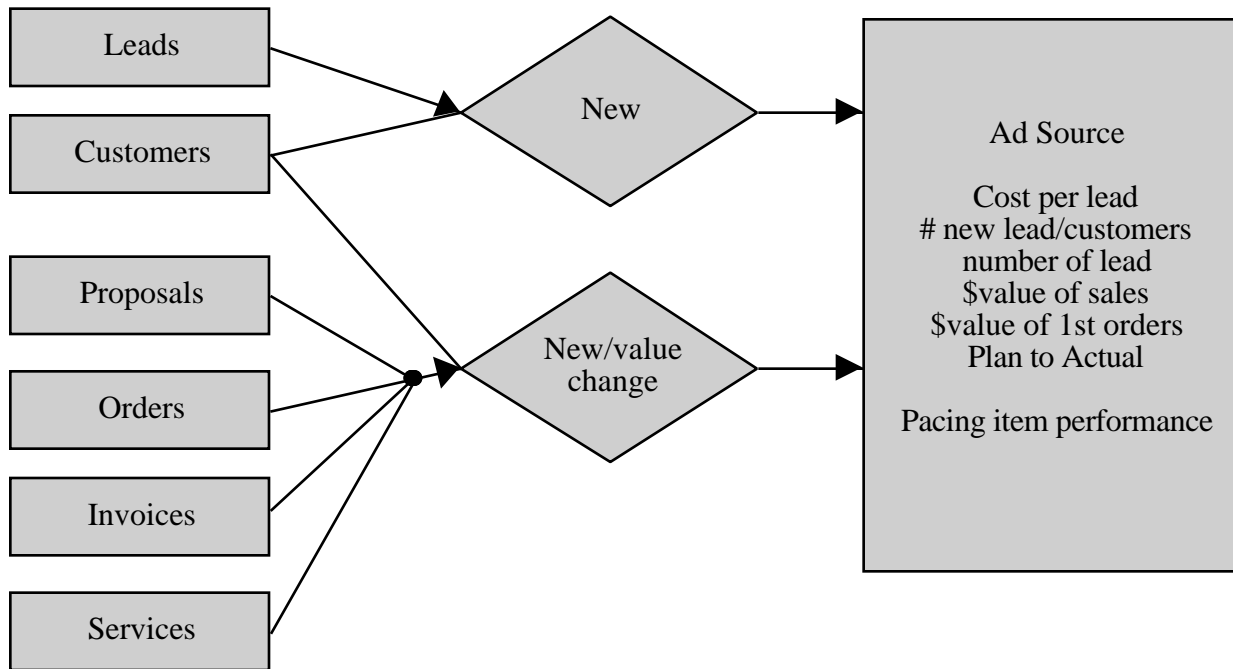
Performance

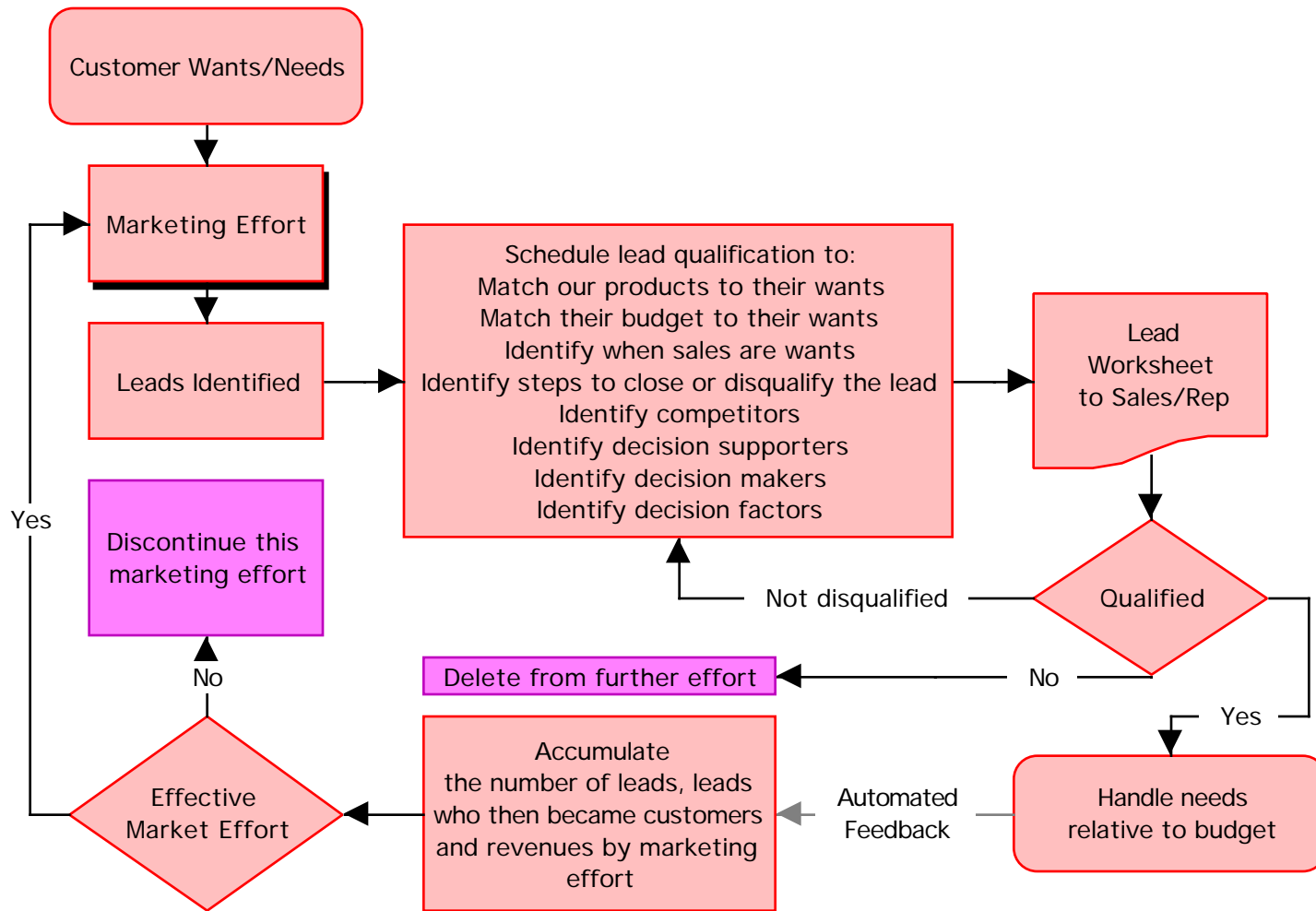
Data Synchronization

Manage Sales Objectives

Service

Printing User Reports





Integrate powerful communications capabilities

FAX

WebClerk

eMail

WebSalesForce

Startup
Procedures

jitWeb
Pages

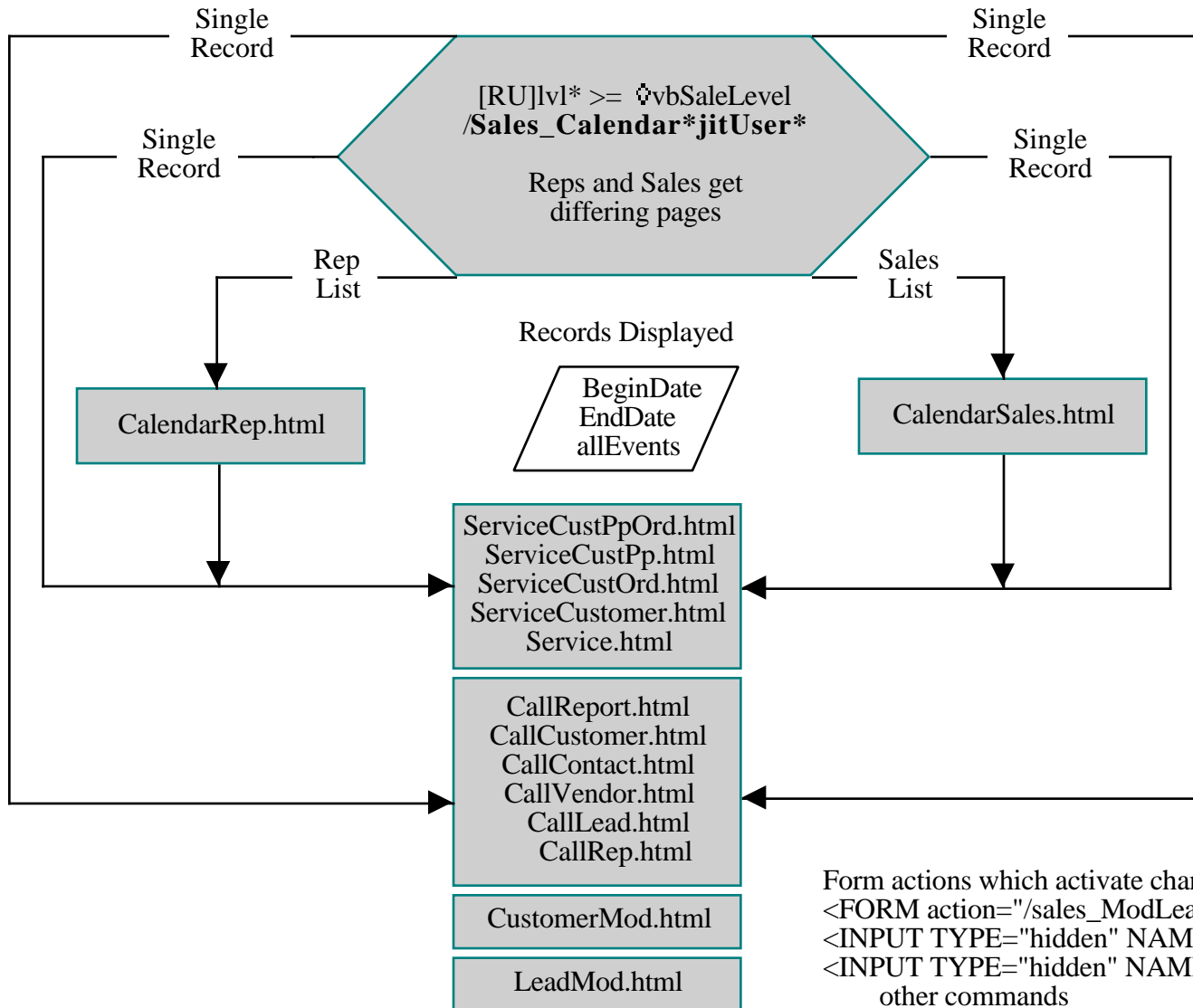
Search and
Page Flow

jitWeb
Security

Order Entry
Flow

Database &
Page Convert

Cedit Card
Secuity



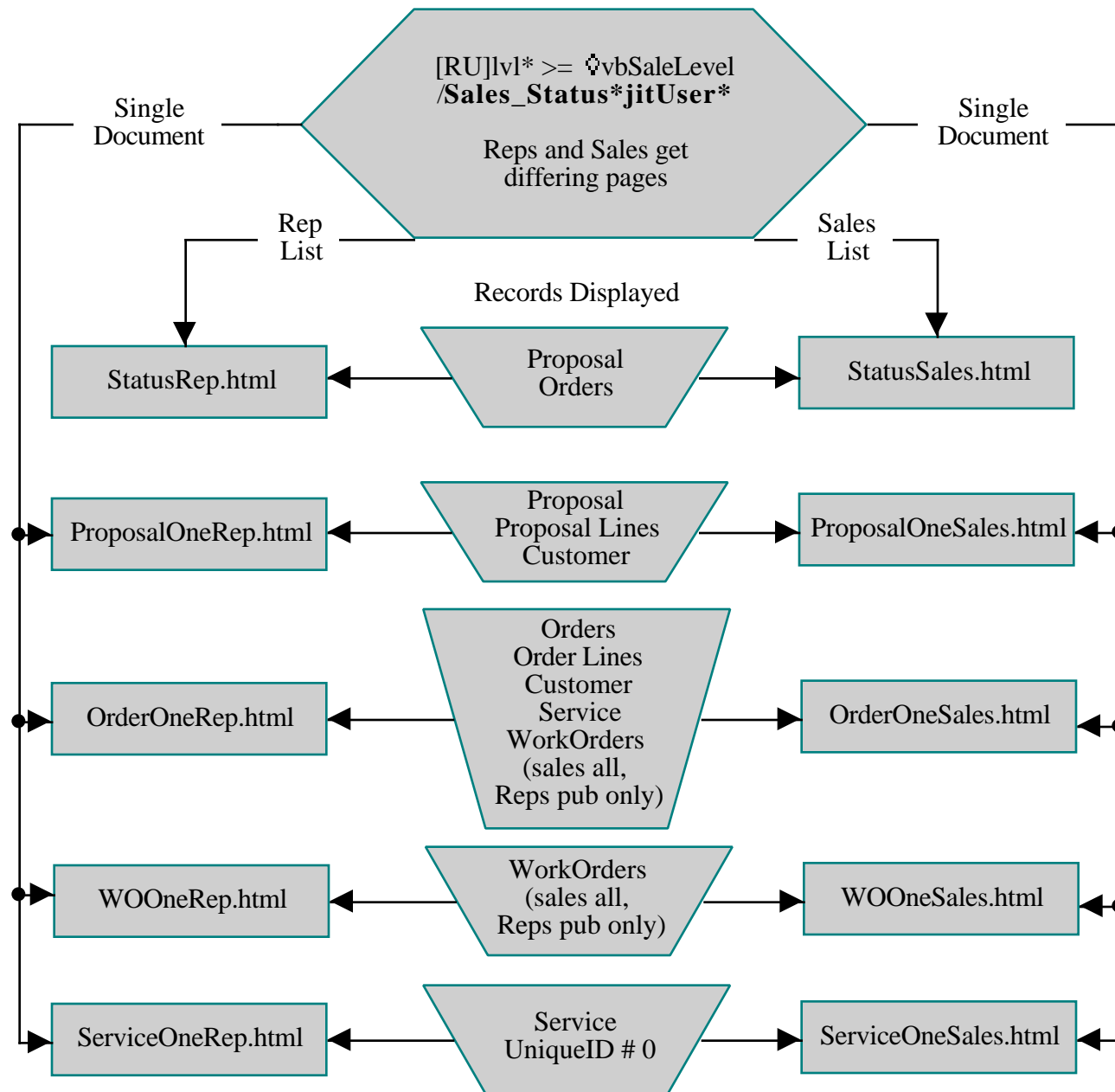
"/Sales_Calendar, without specifying the dates gives the past two days and next 5 days Service, WorkOrders and Call Reports

Form actions which activate changes from these pages

```

<FORM action="/sales_ModLead" method="Get">
<INPUT TYPE="hidden" NAME="RecNum" VALUE="!jit=48;32!">
<INPUT TYPE="hidden" NAME="jitUser" VALUE="!jit=0;vlEventID!">
  other commands
  "/sales_ModCall"
  "/sales_ModService"
  "/sales_ModCustomer"
the rest of the html page
<INPUT TYPE="submit" NAME="name" VALUE="Submit">
</FORM>

```



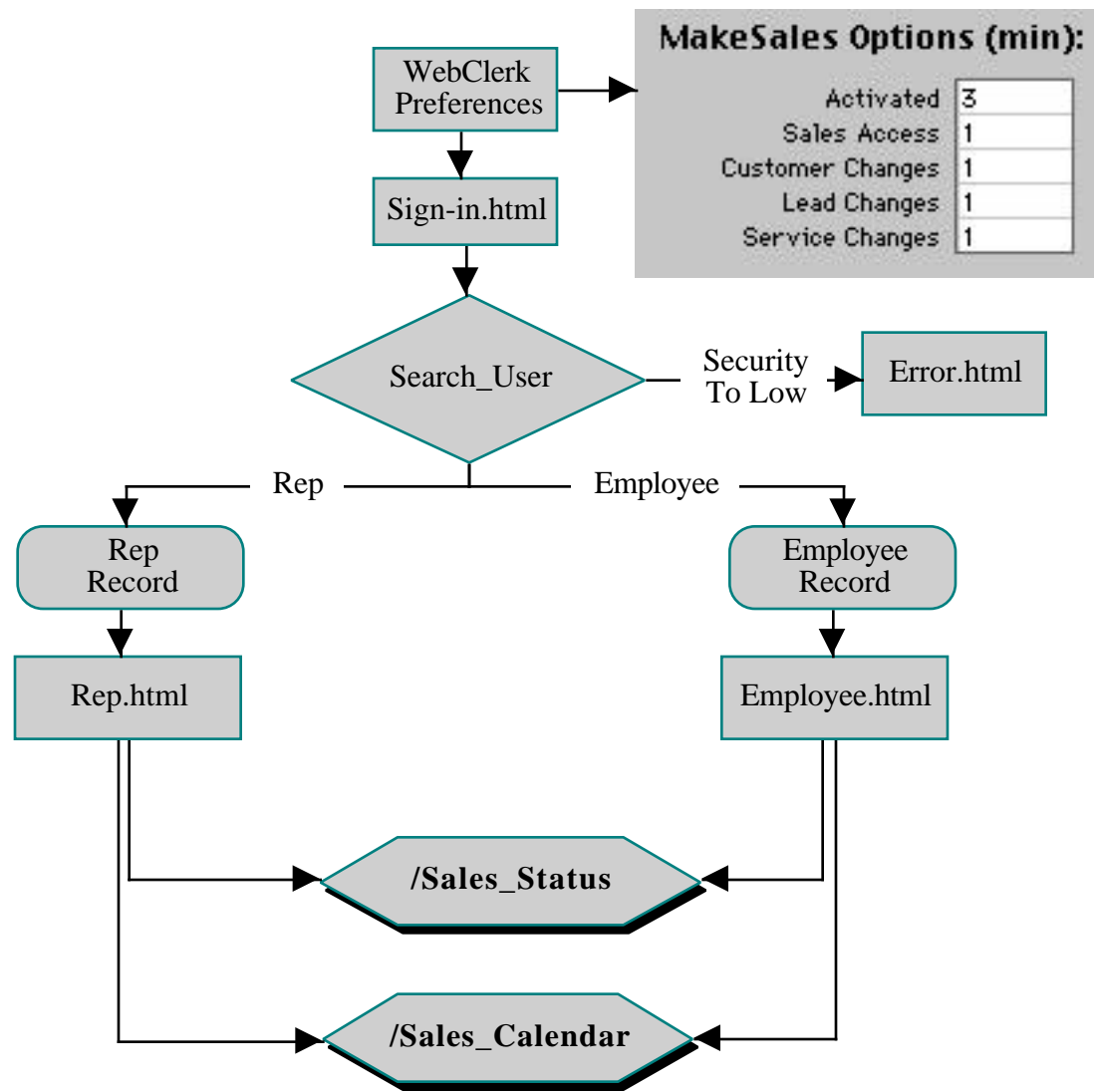
!jit=3;2!

or

!jit=42;5!

or

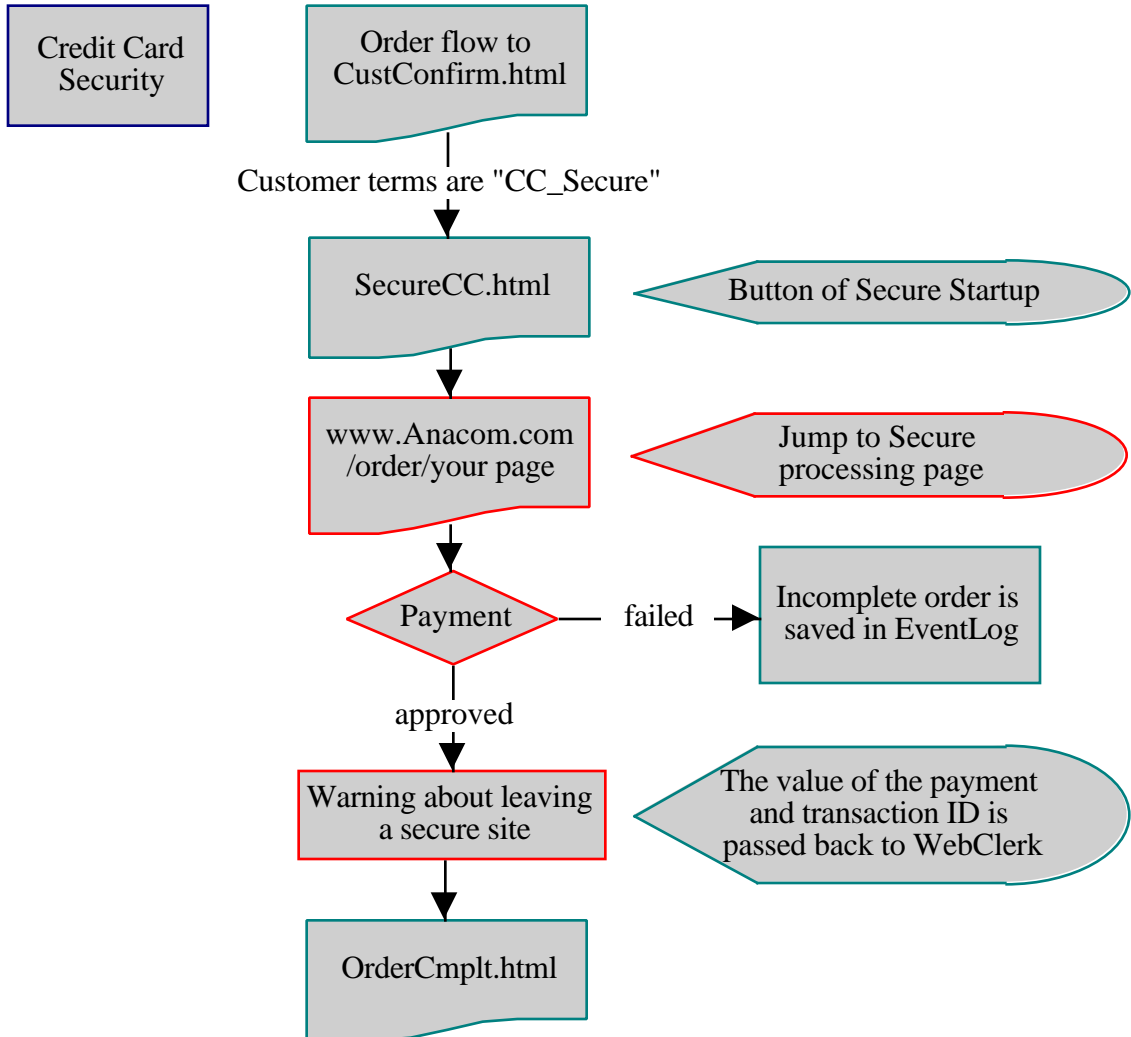
!jit=66;29!

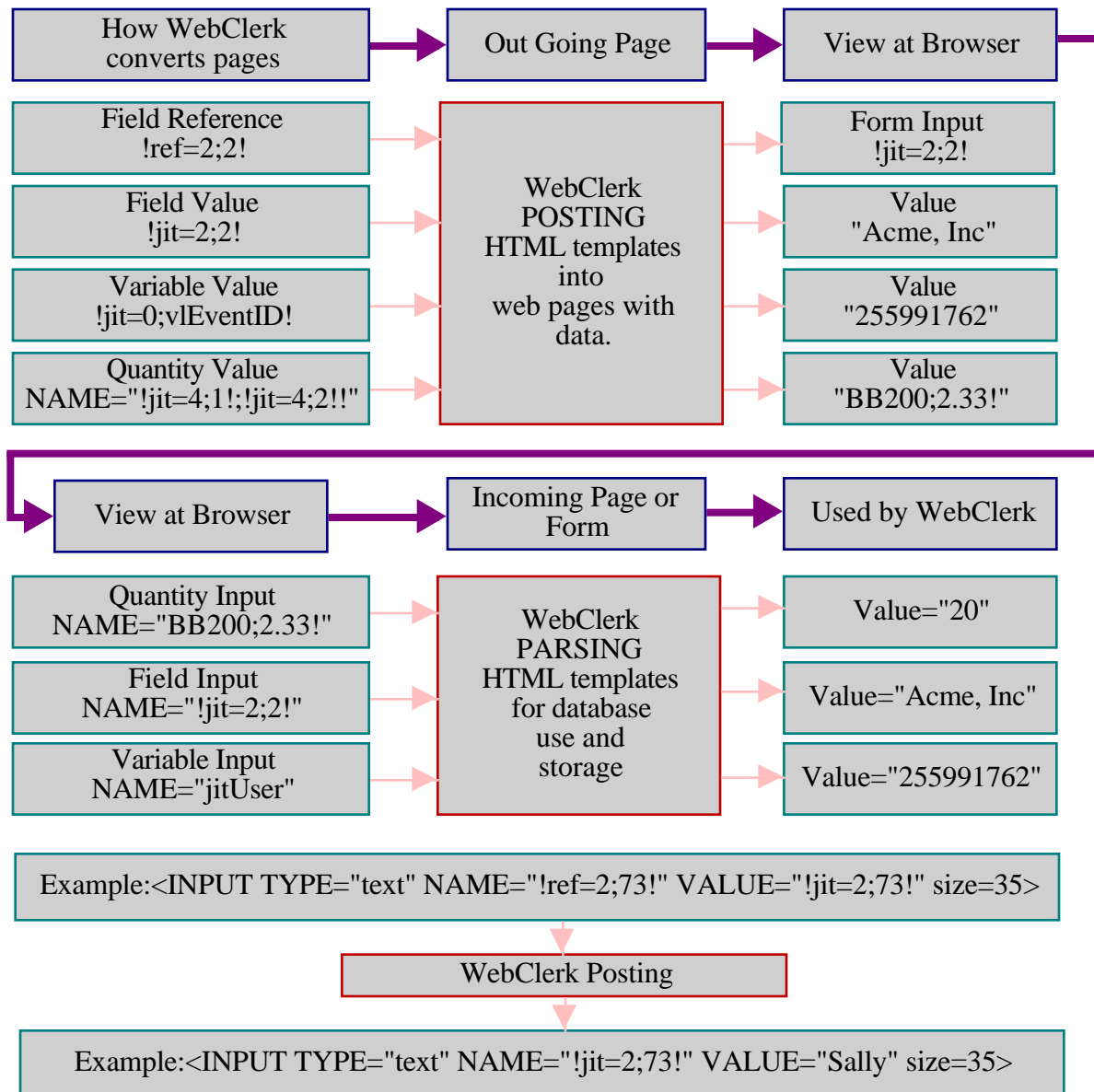


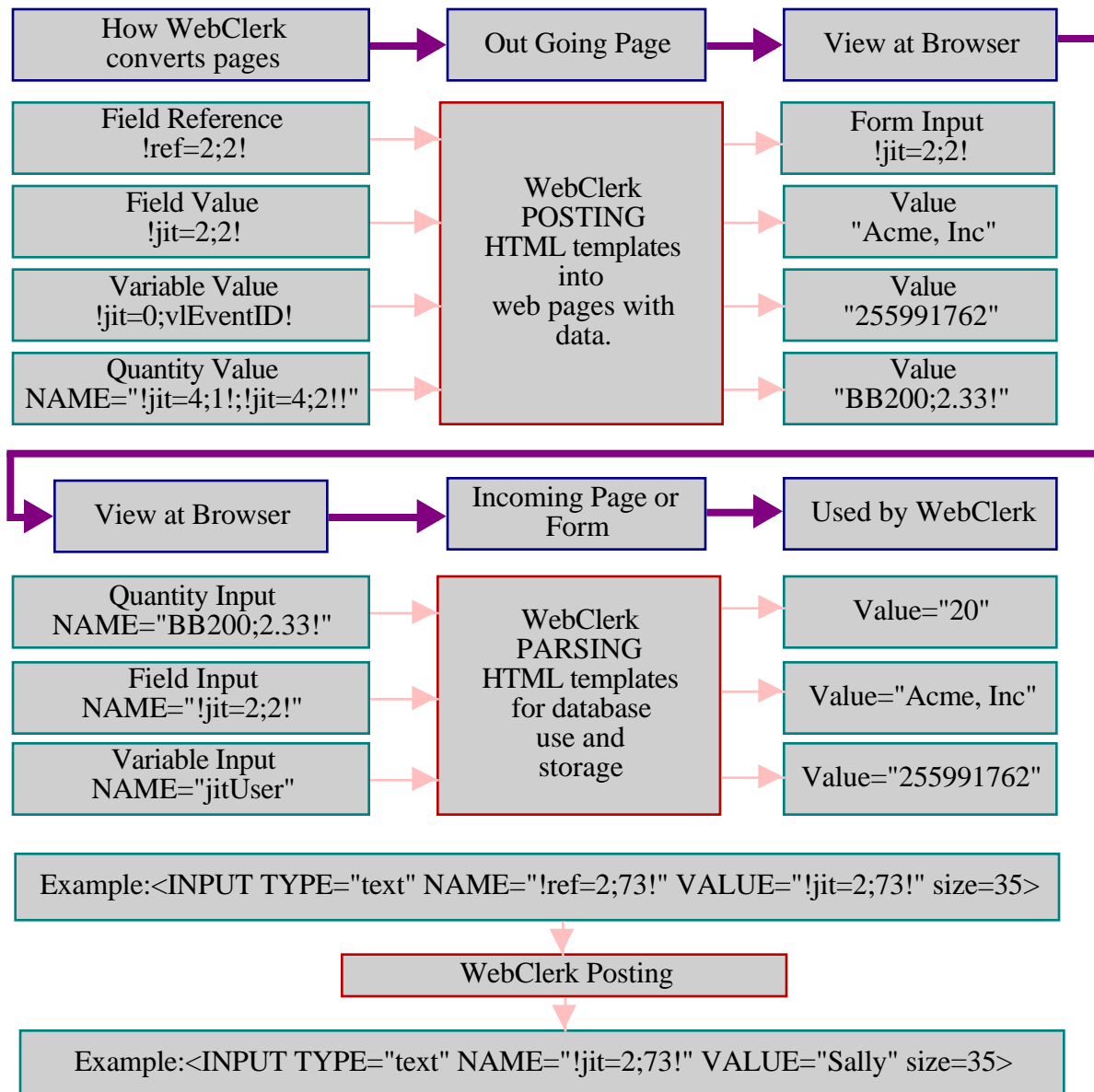
Example URL's

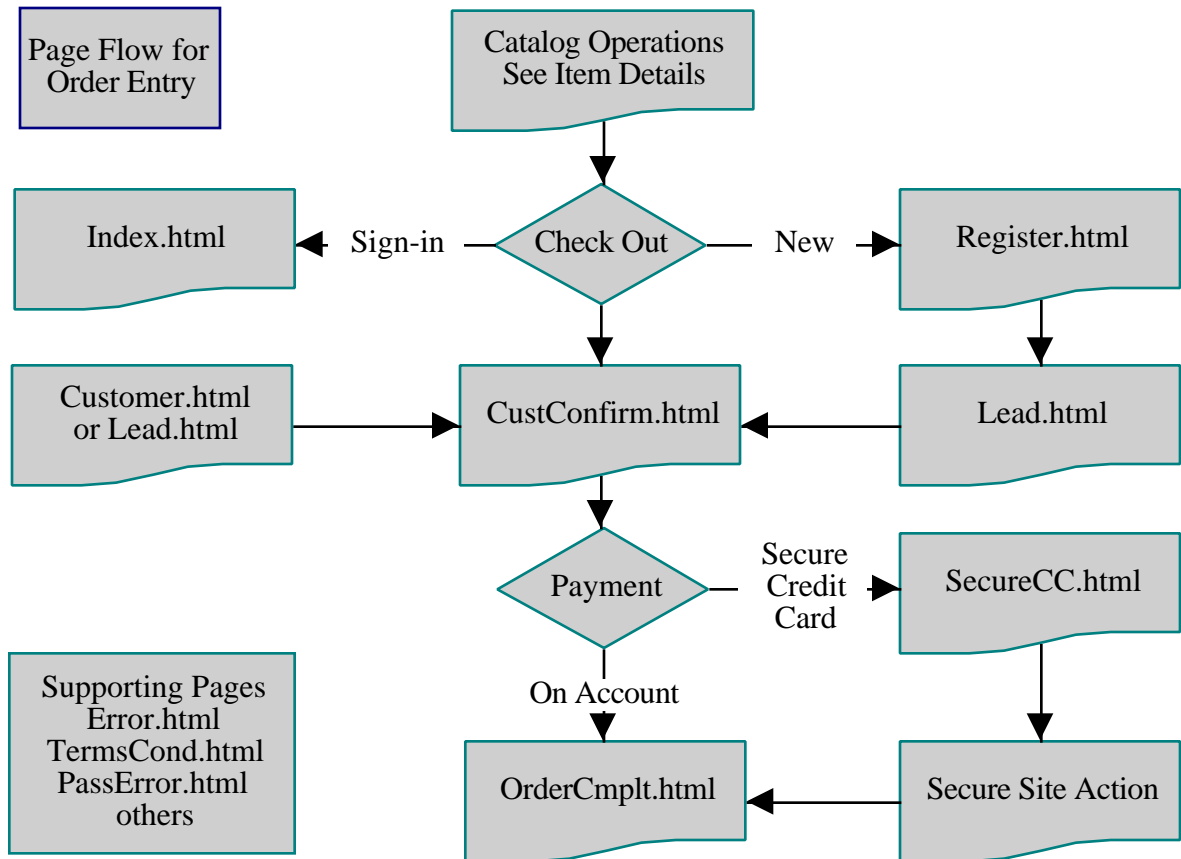
Sales Status
or call an html page for option control

Sales Calendaror
call an html page for option control

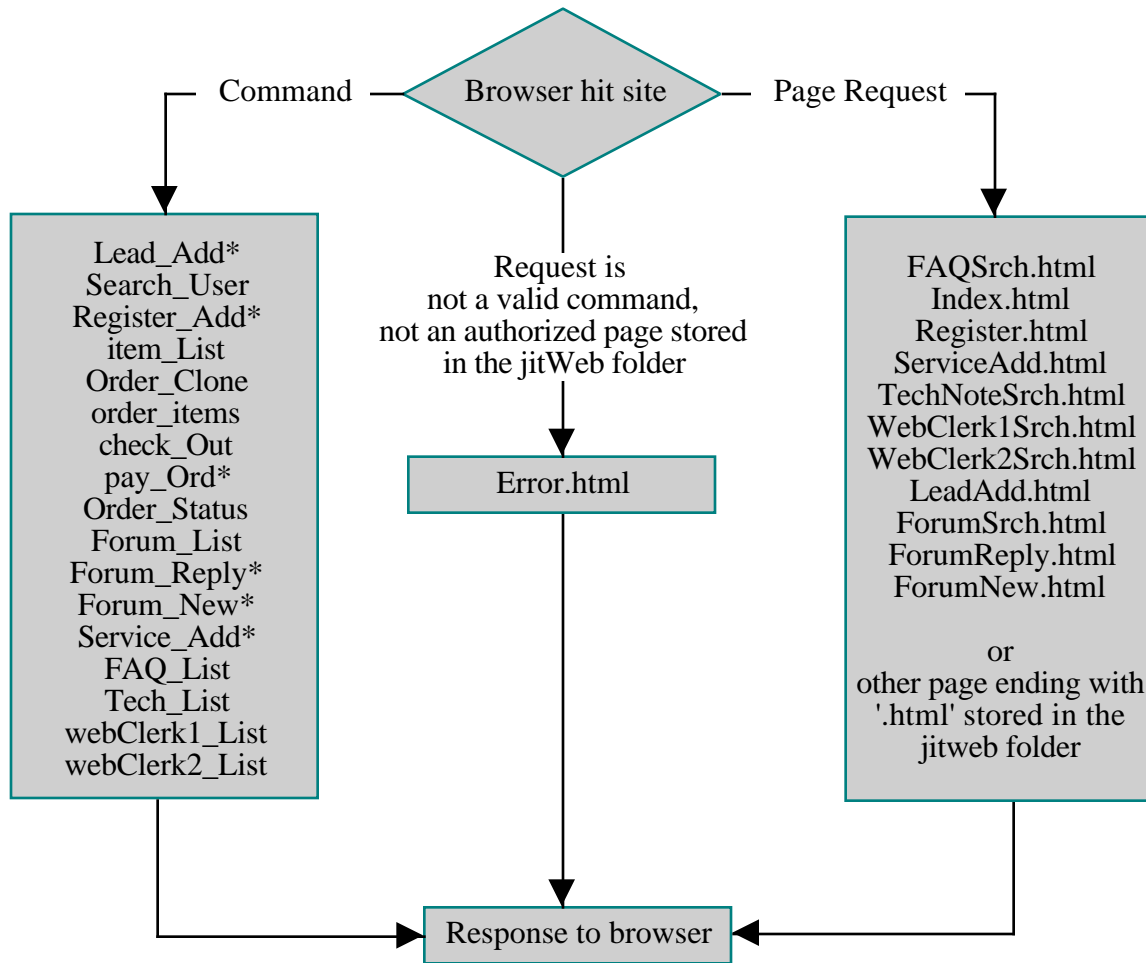




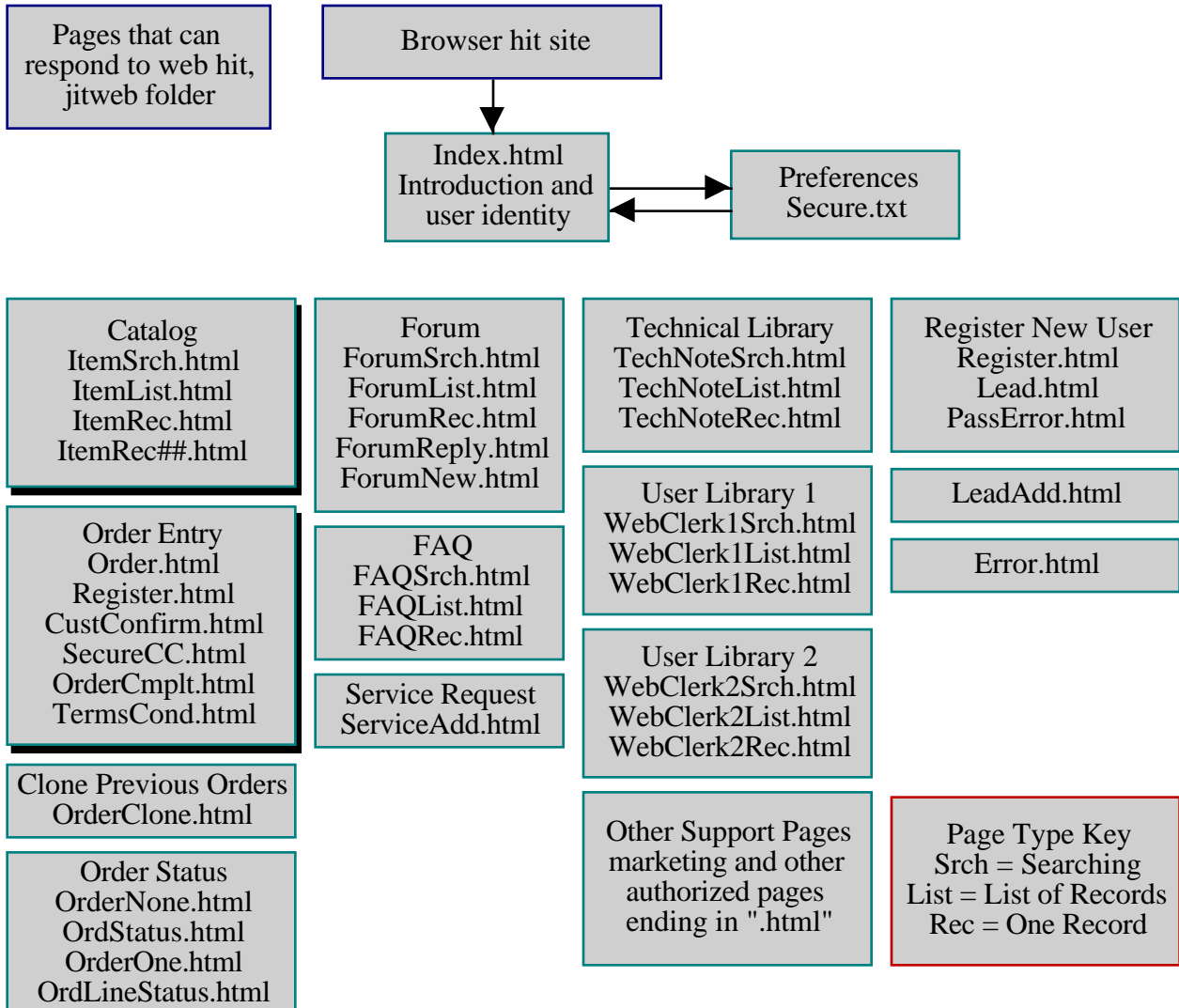


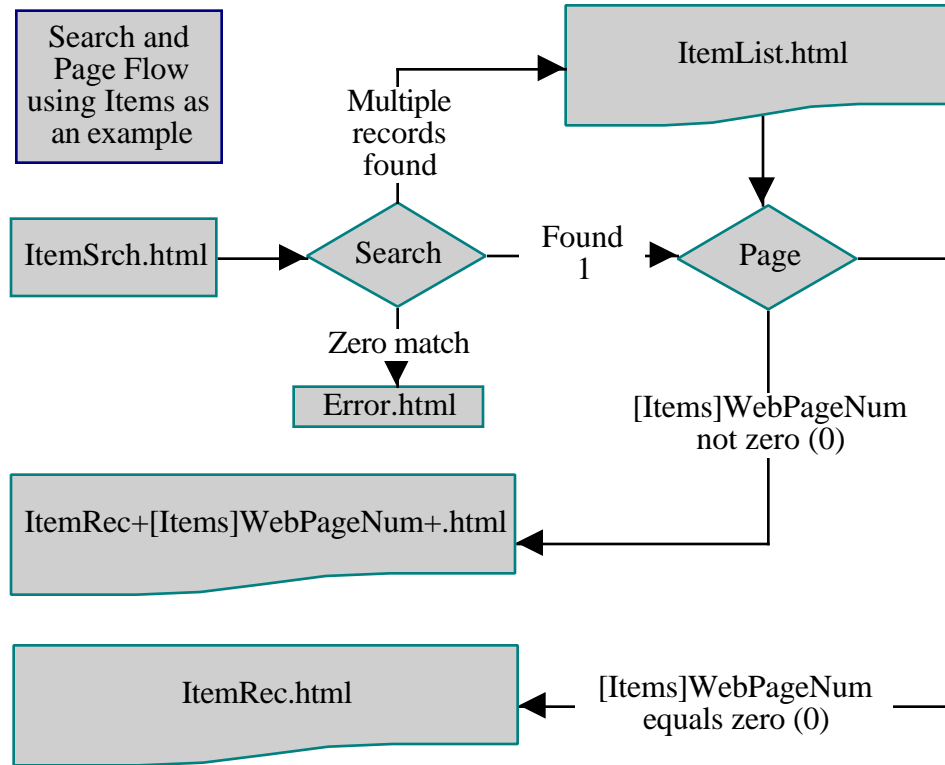


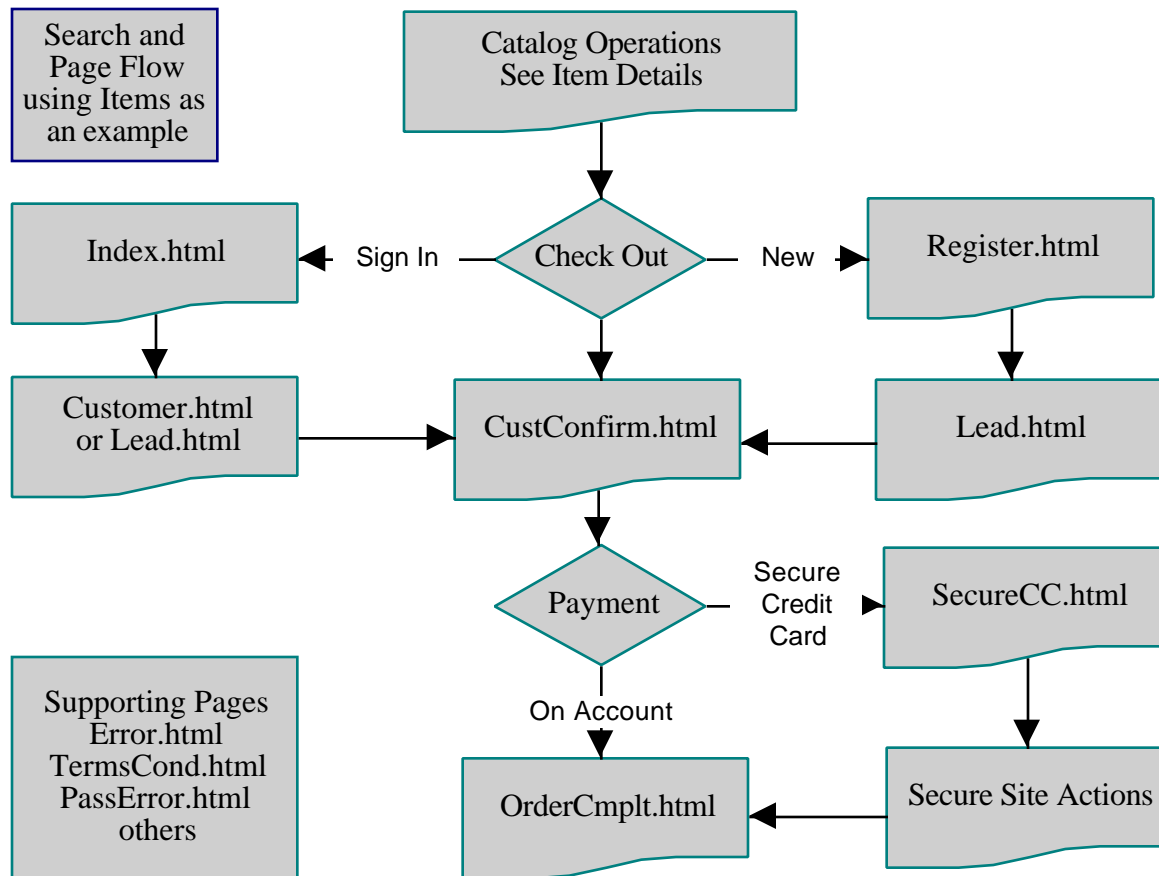
Security
Messages from a browser are handled in 3 ways, valid command, valid page, other.
Valid request are managed in specific and limit ways. There is no access to a programming language from the web.



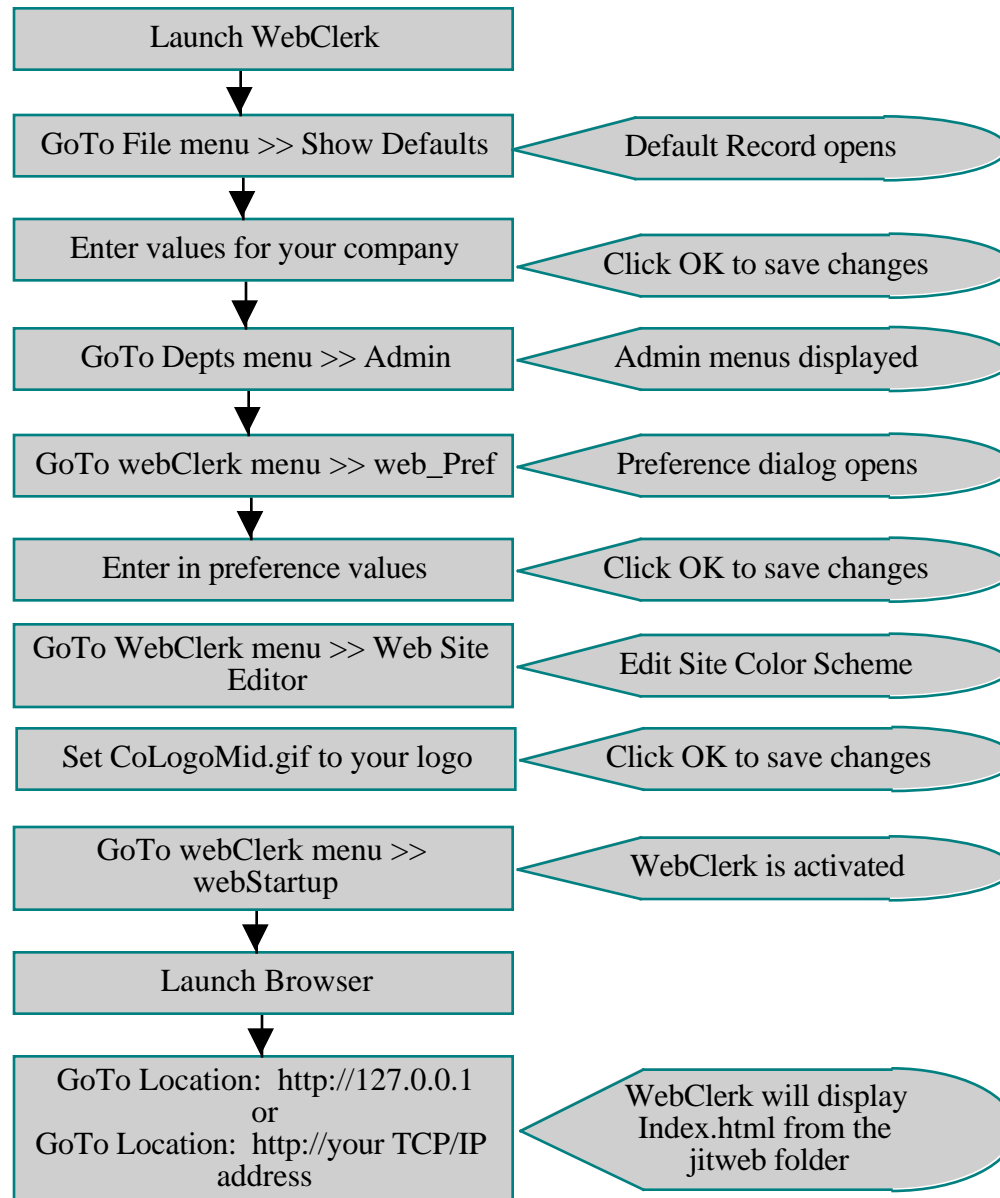
* = commands that save to WebClerk

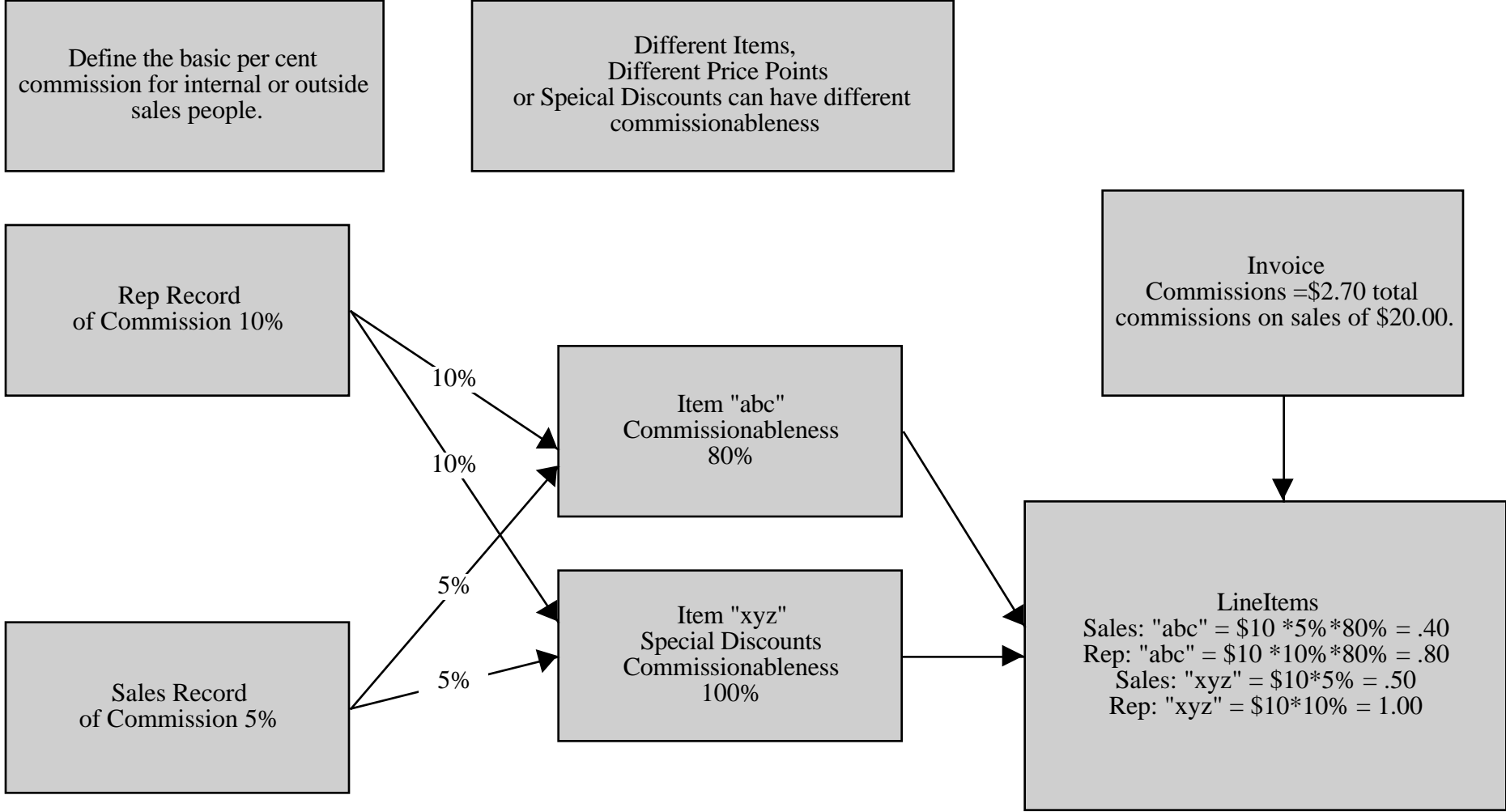


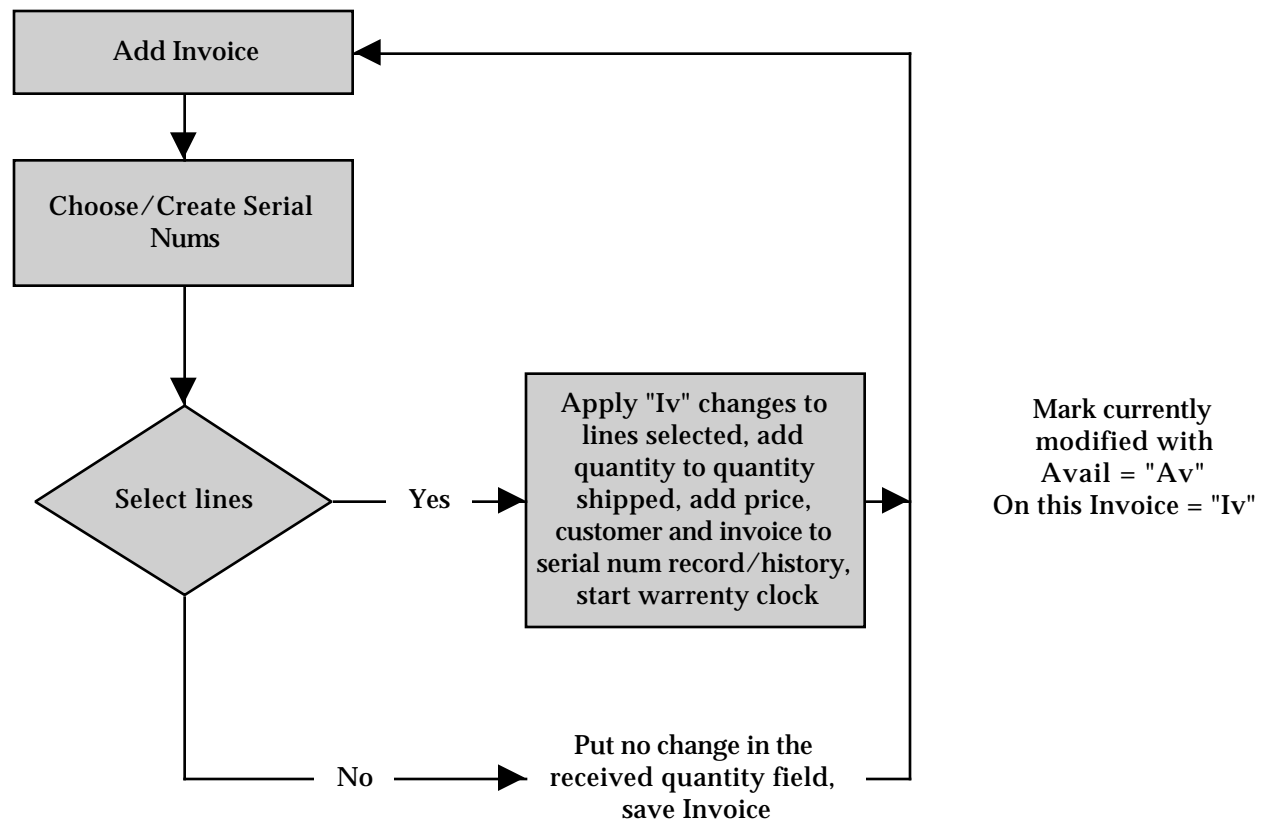


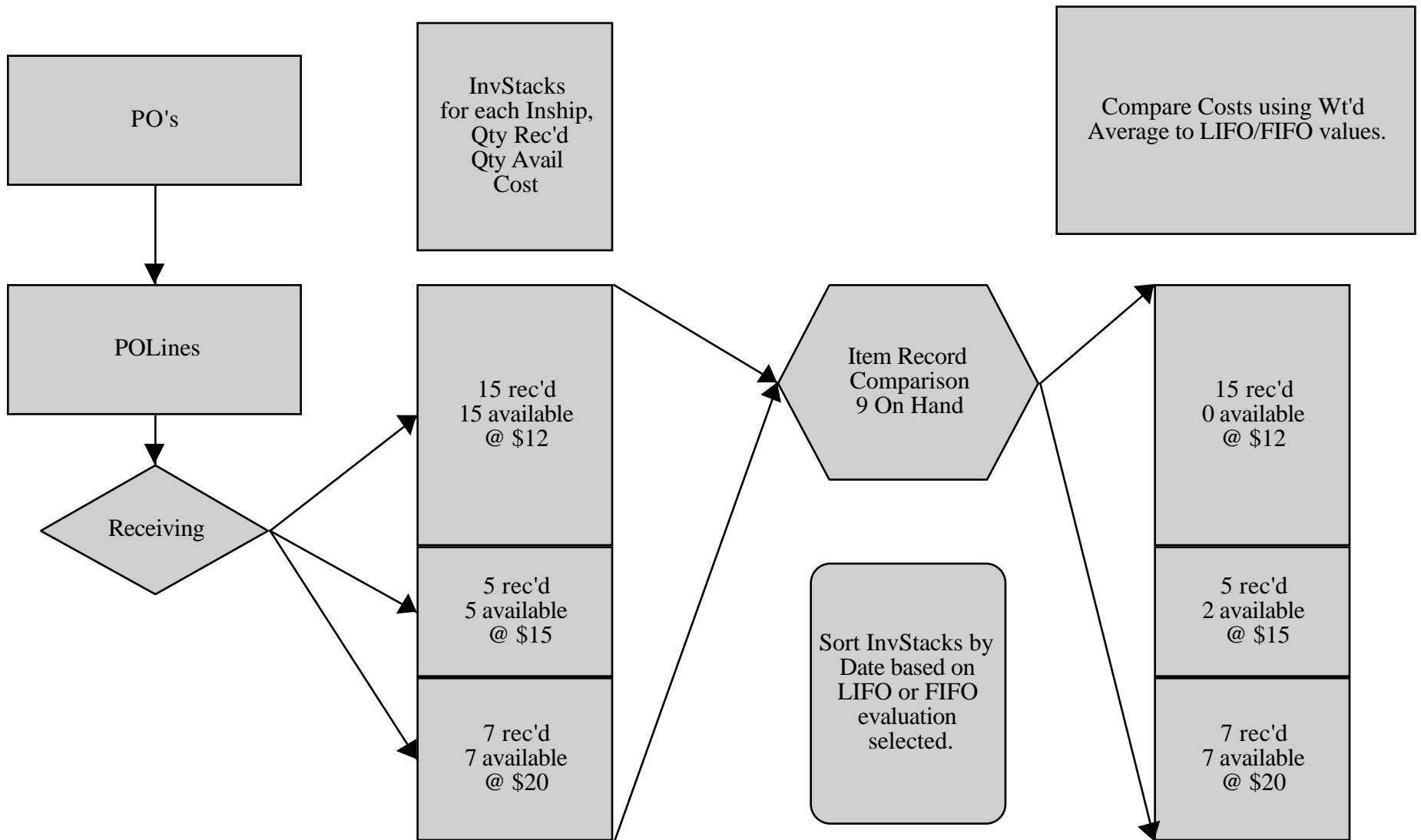


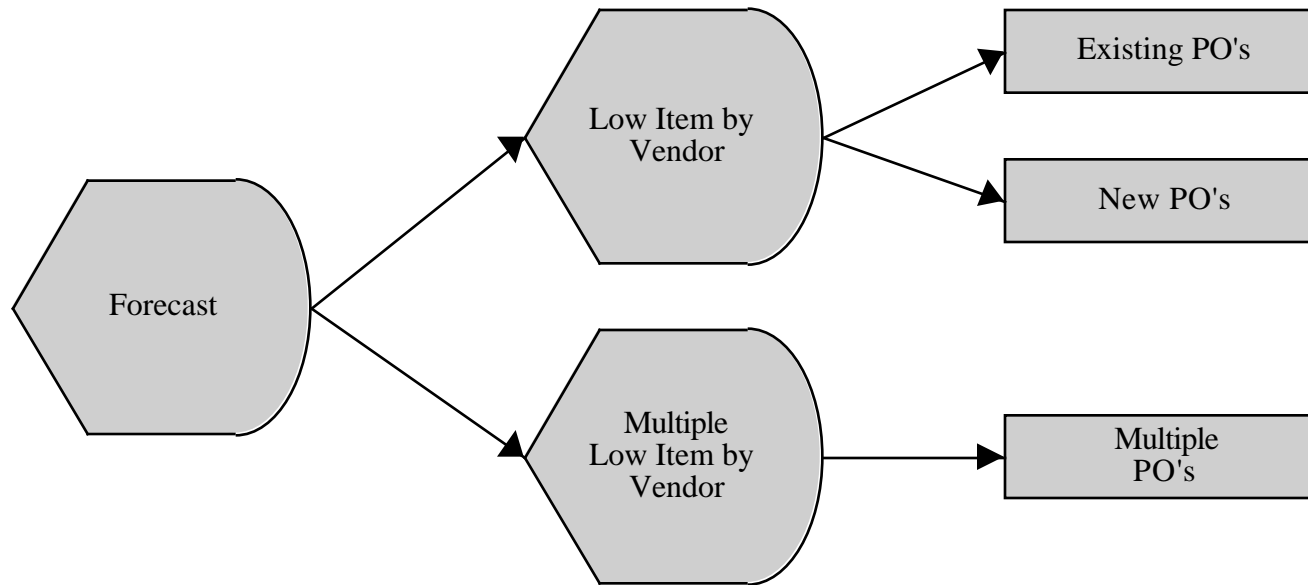
WebClerk
Startup
Procedures







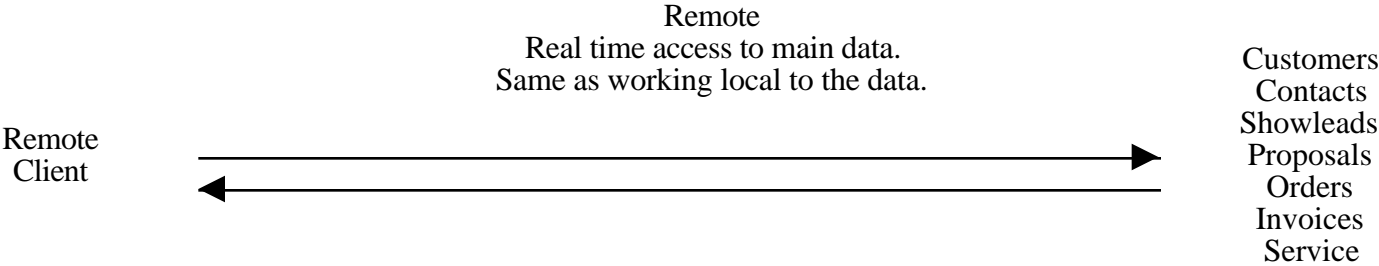
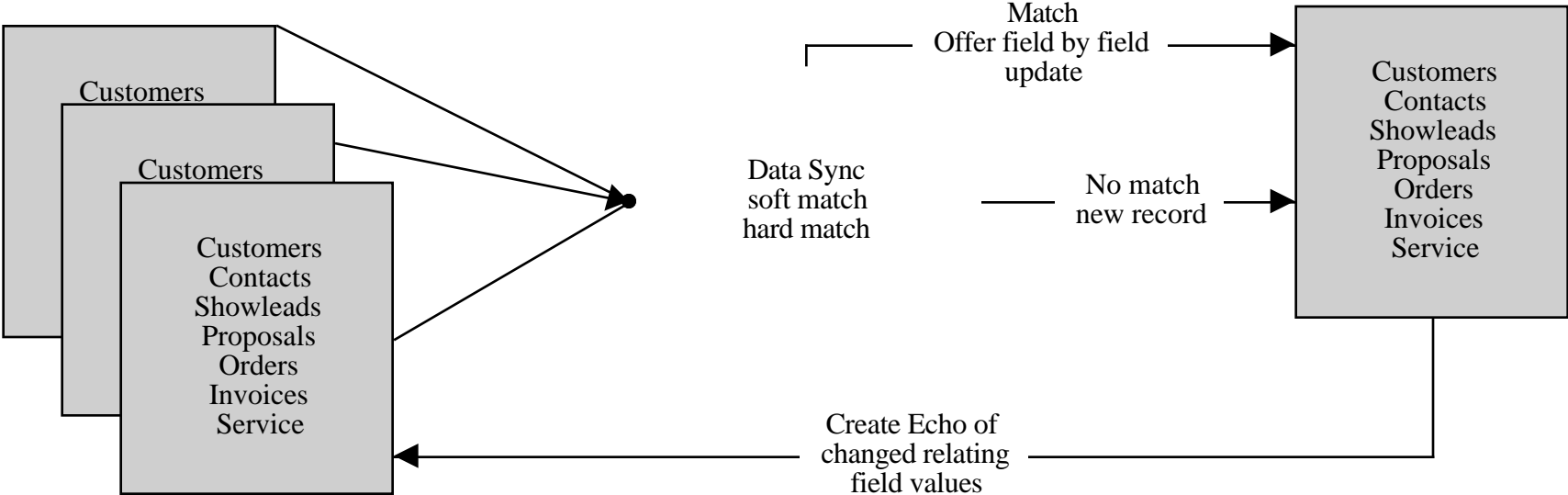


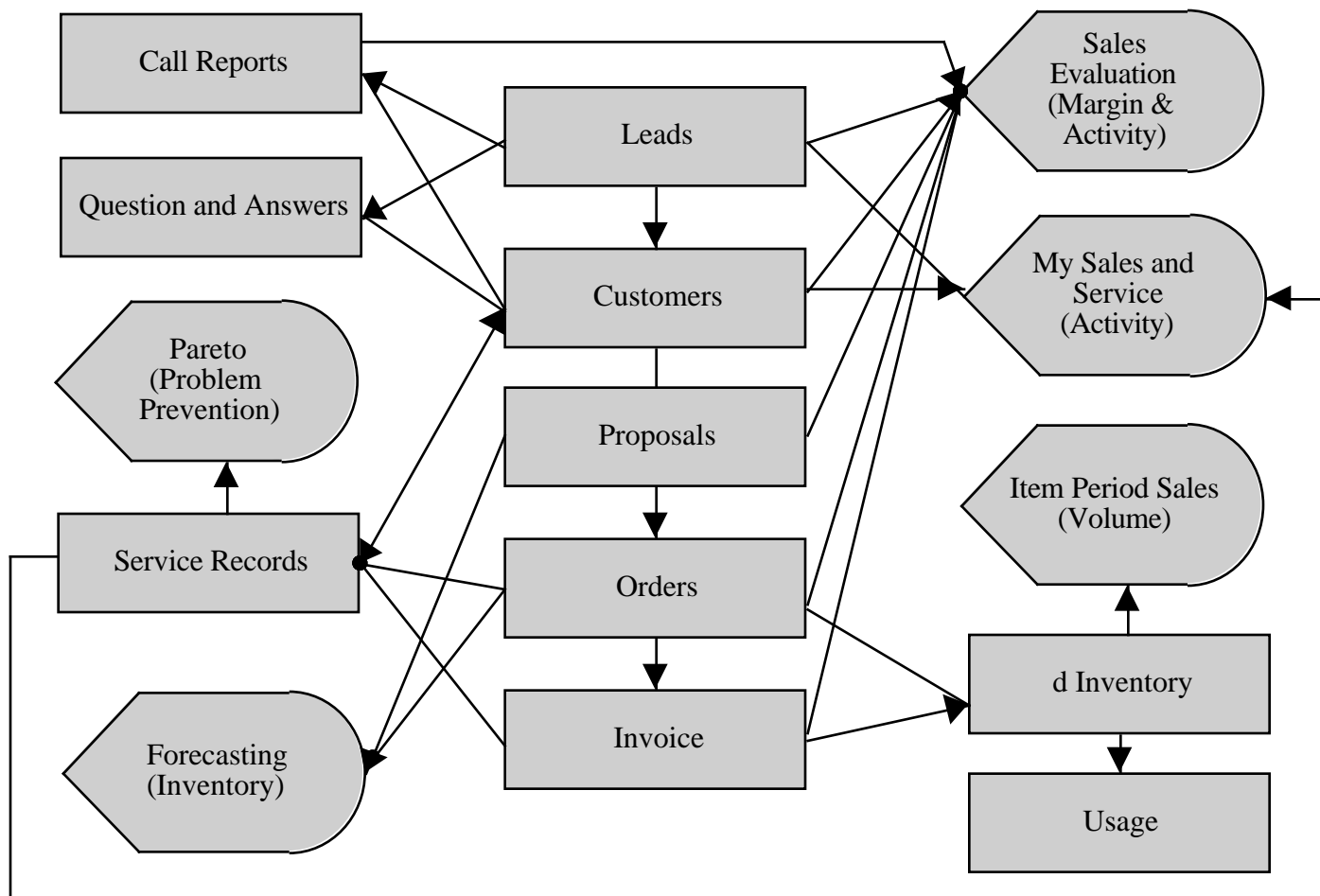


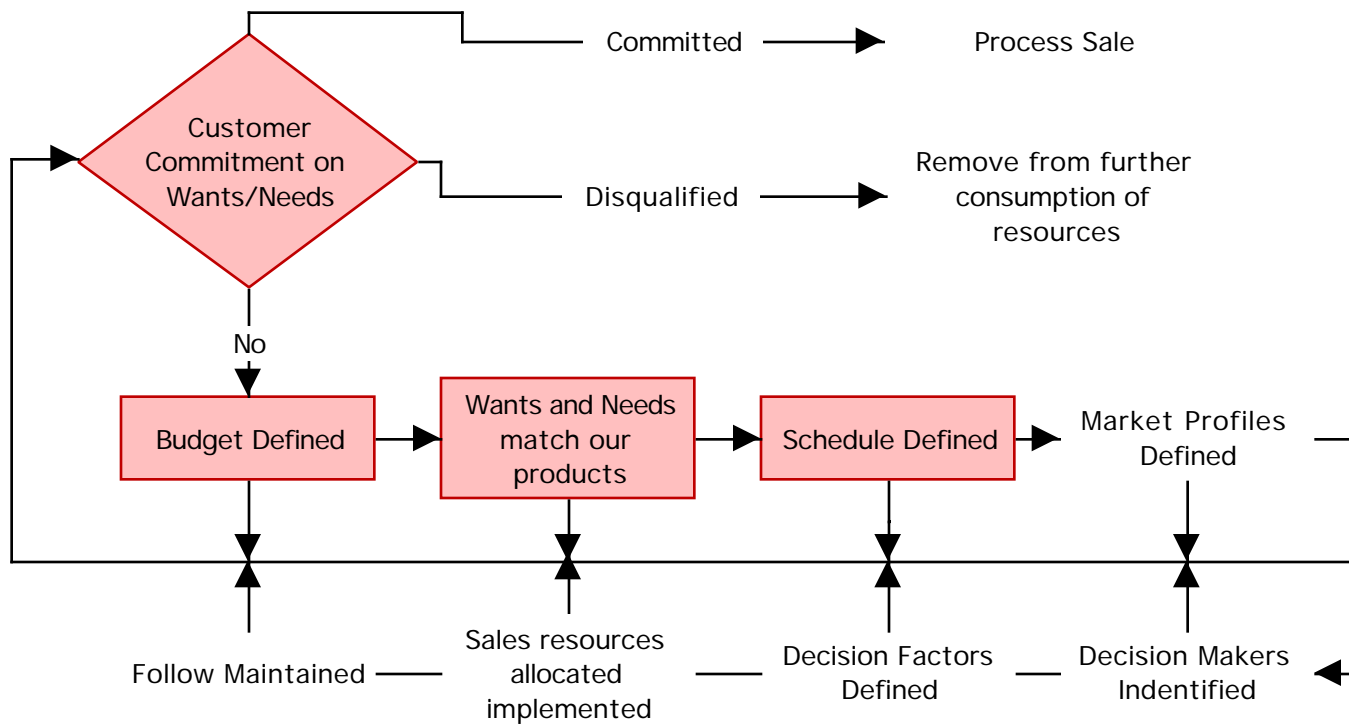
Defaults
Site IDs
Alpha
Numeric

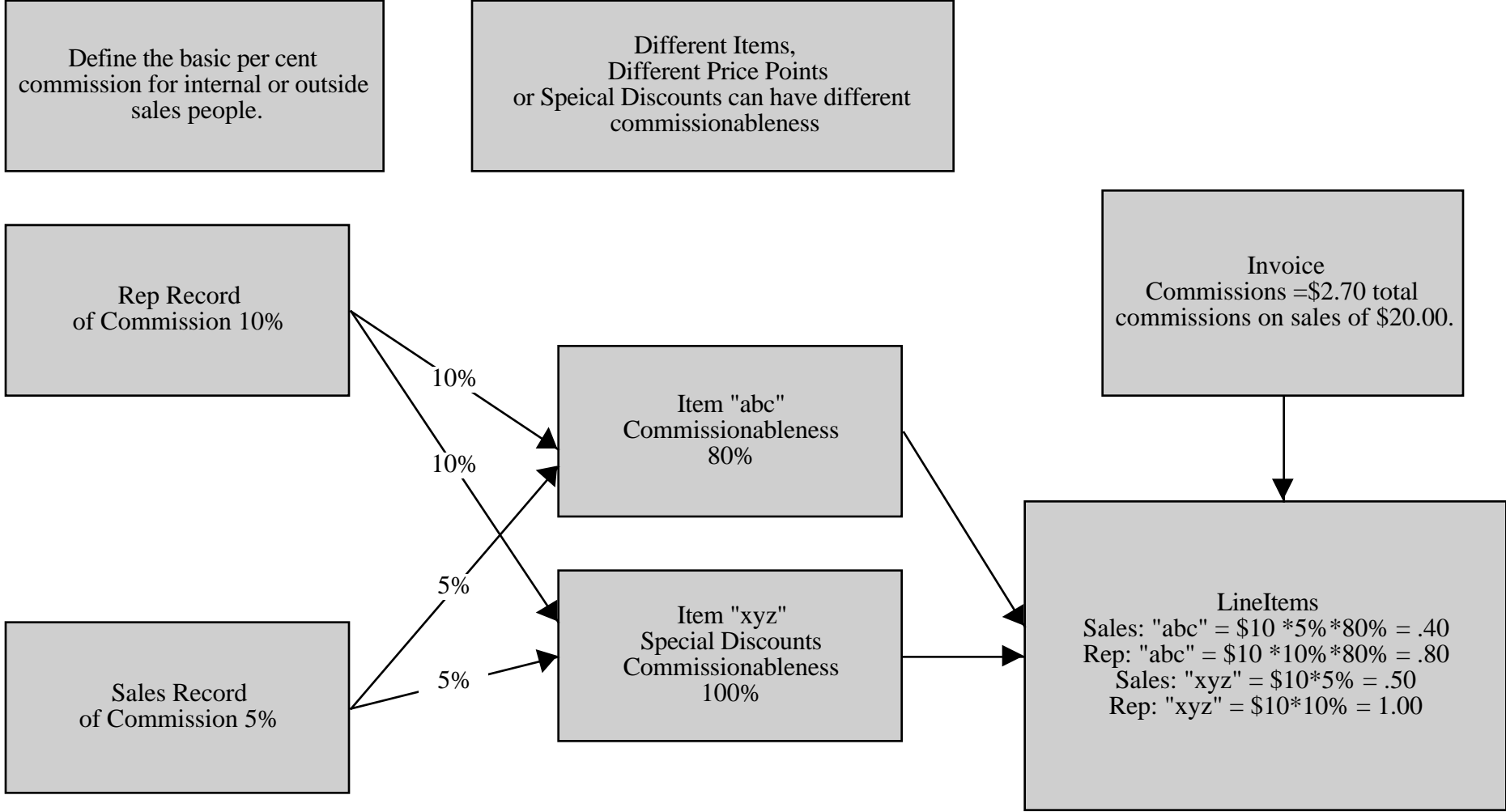
Site ID's reduce the number of unique
field collisions.
Synchronization may travel in either
direction.

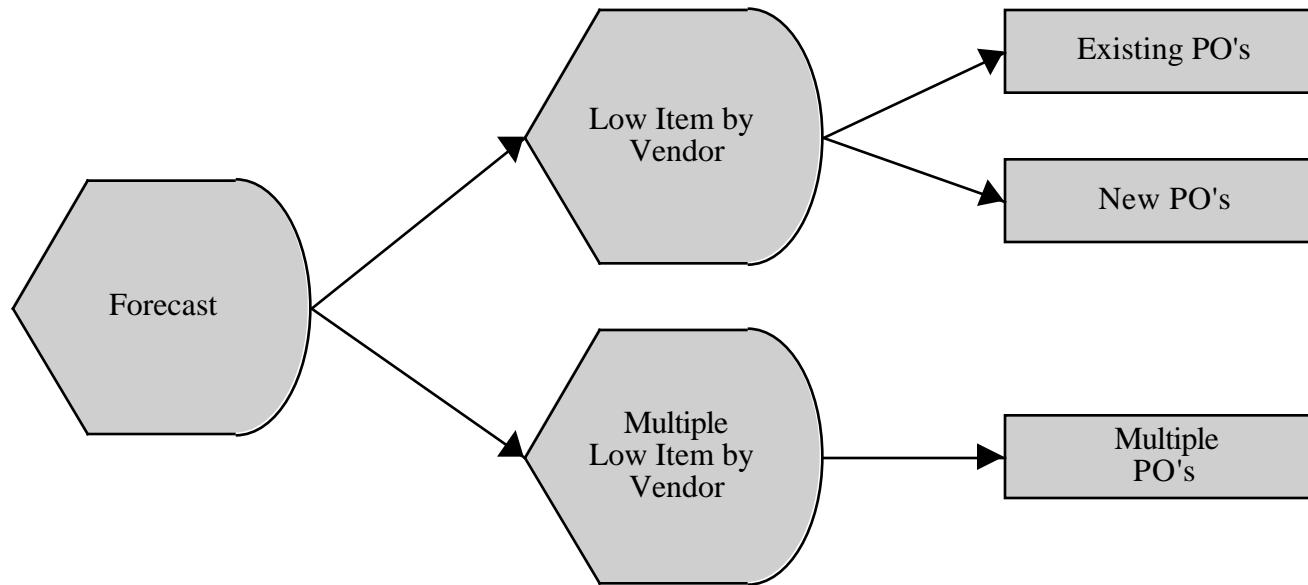
Defaults
Site IDs
Alpha
Numeric







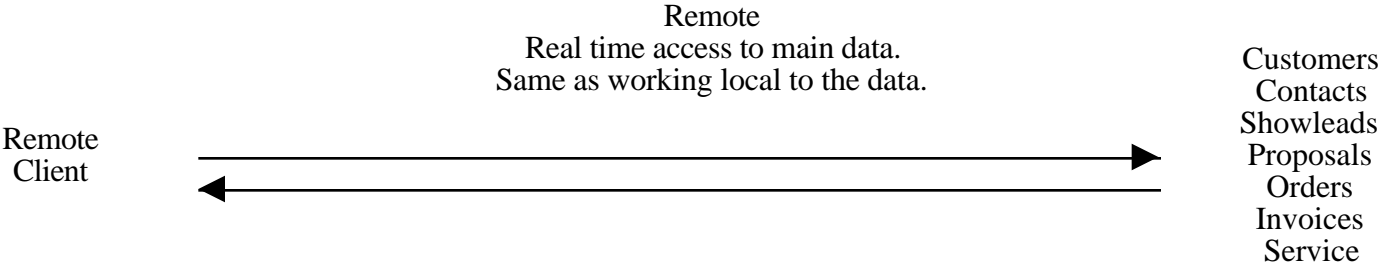
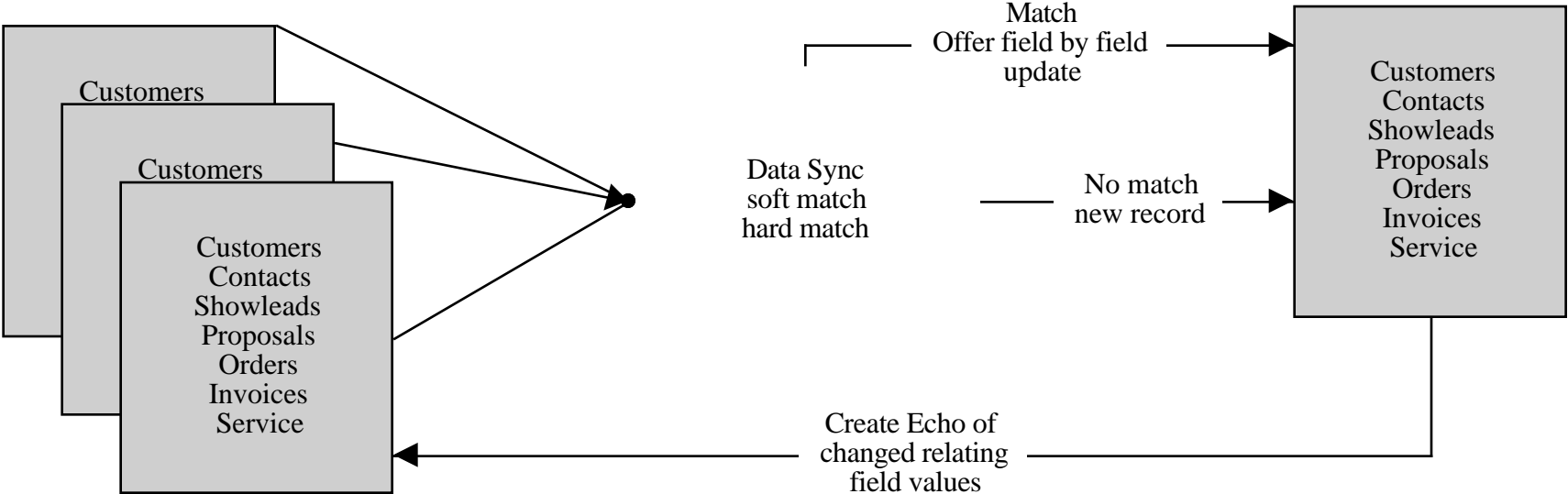


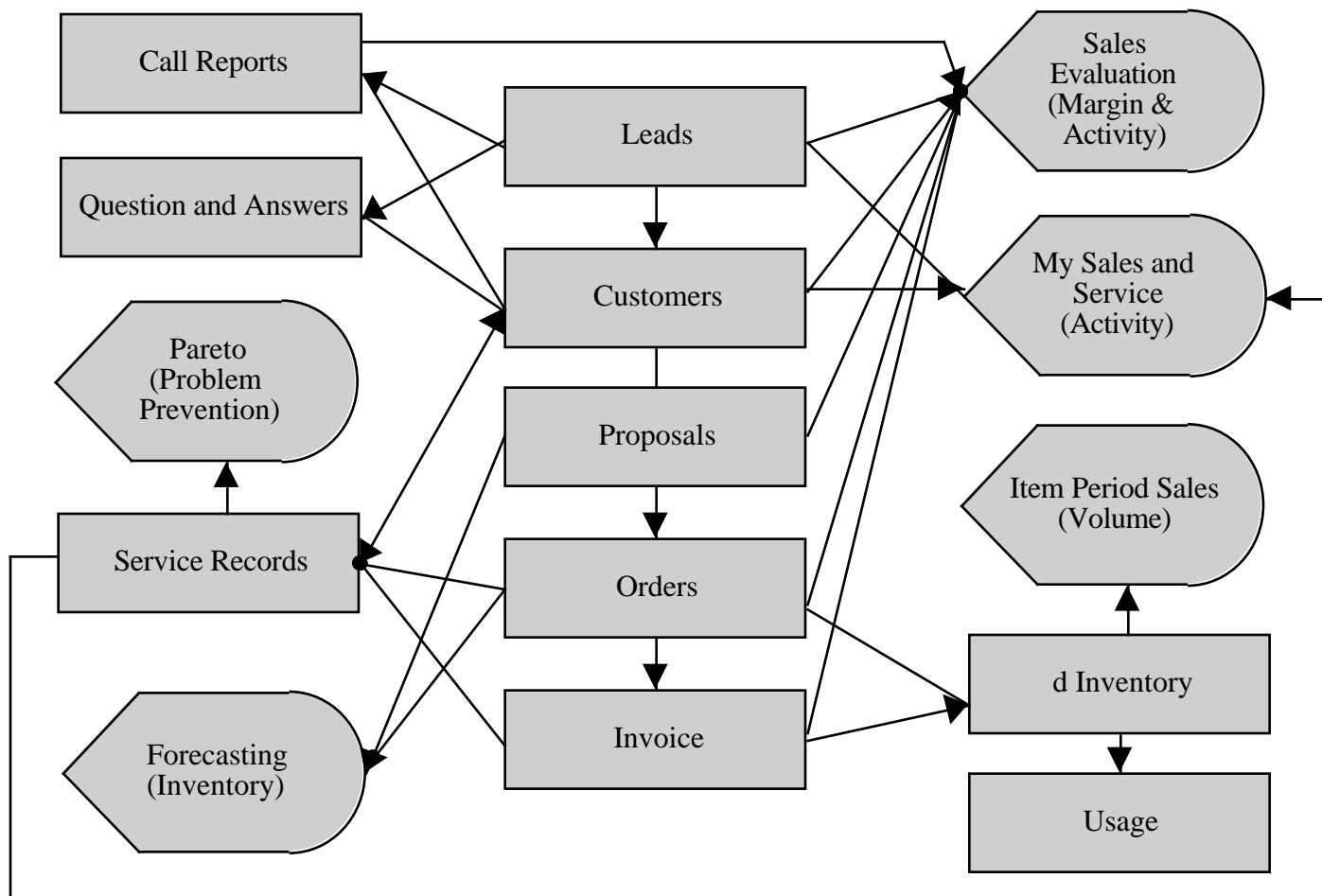


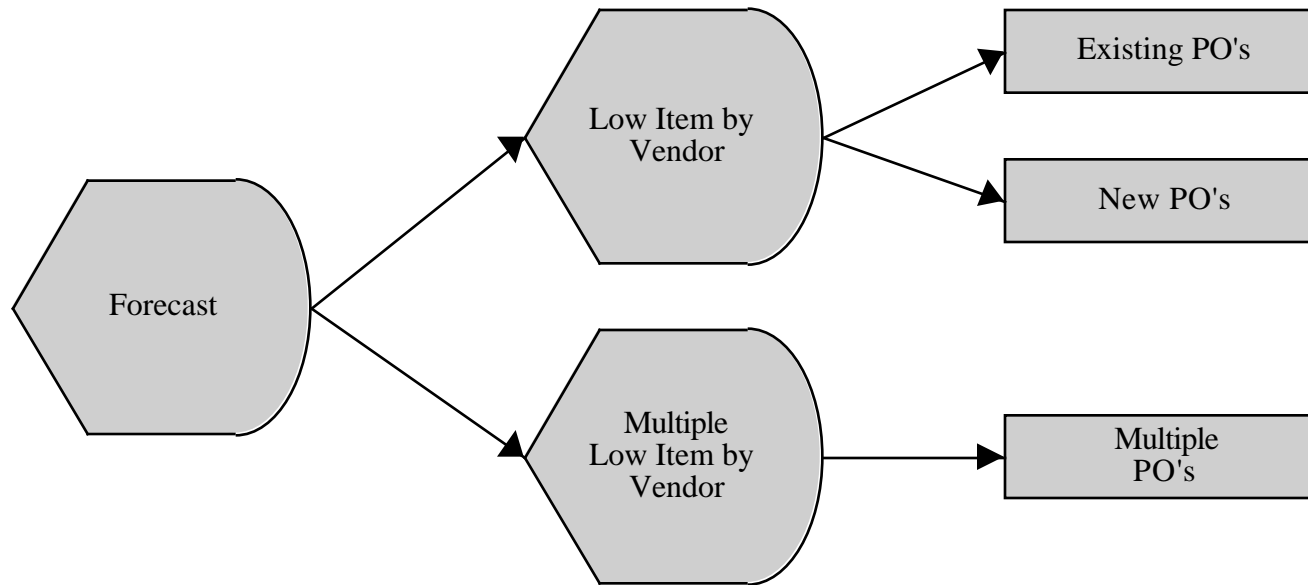
Defaults
Site IDs
Alpha
Numeric

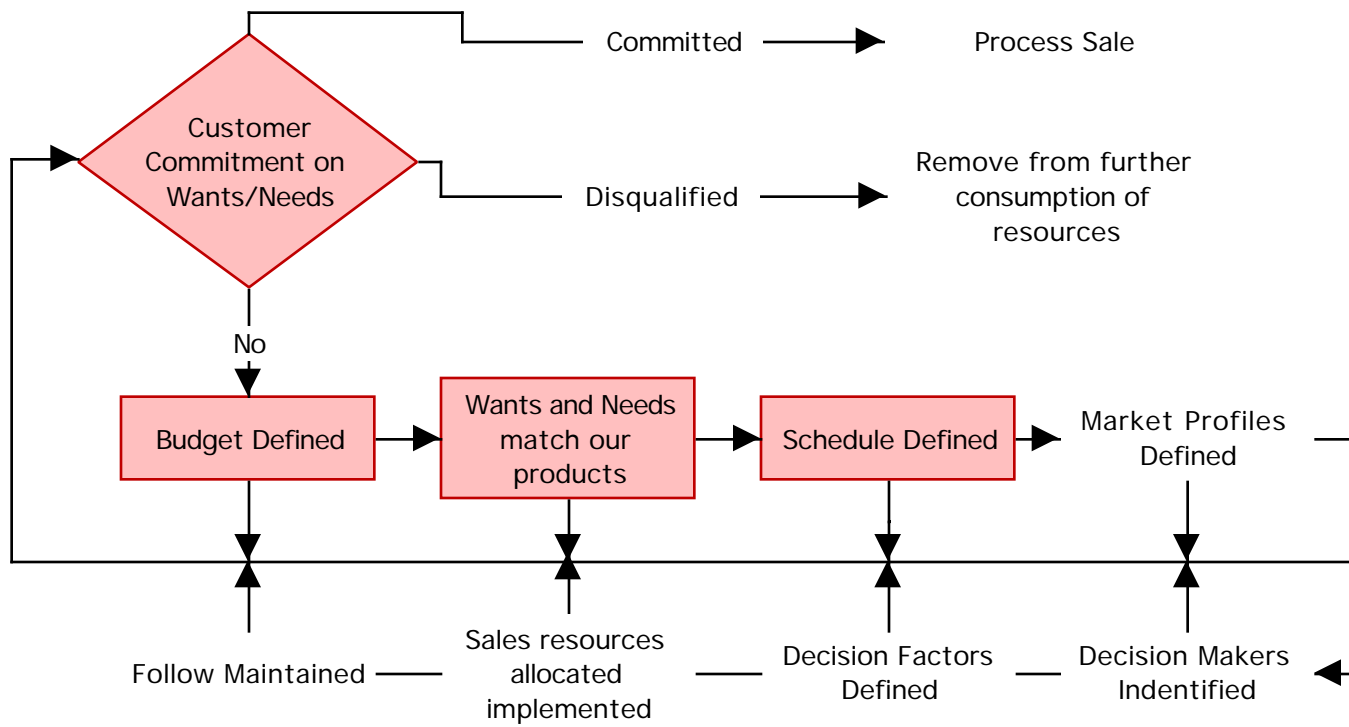
Site ID's reduce the number of unique
field collisions.
Synchronization may travel in either
direction.

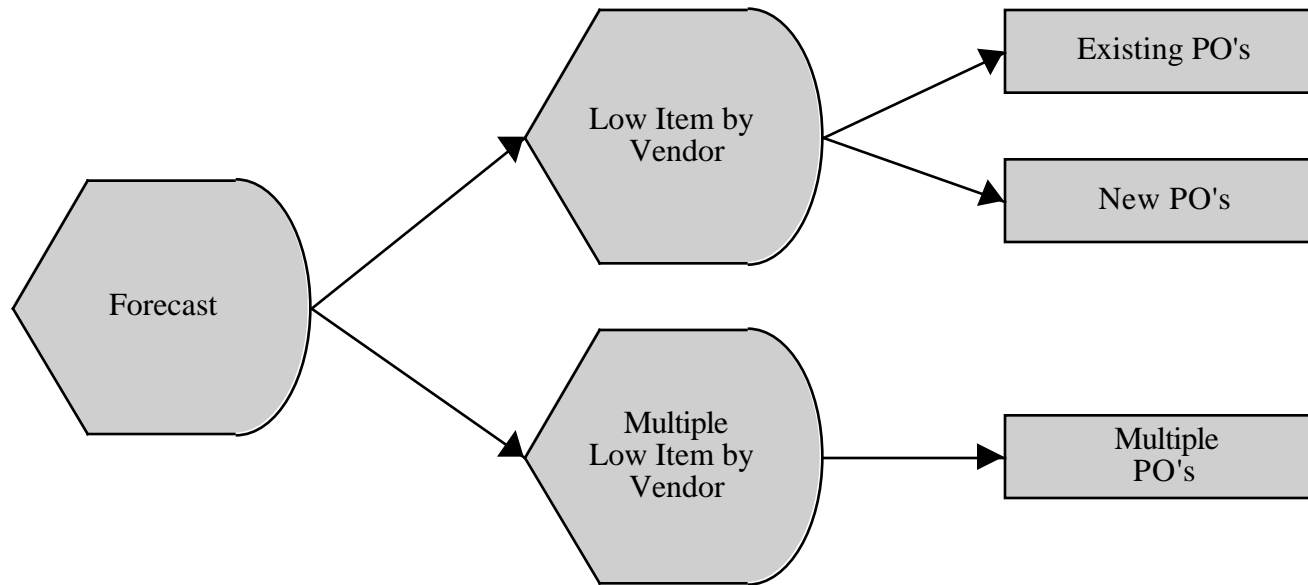
Defaults
Site IDs
Alpha
Numeric







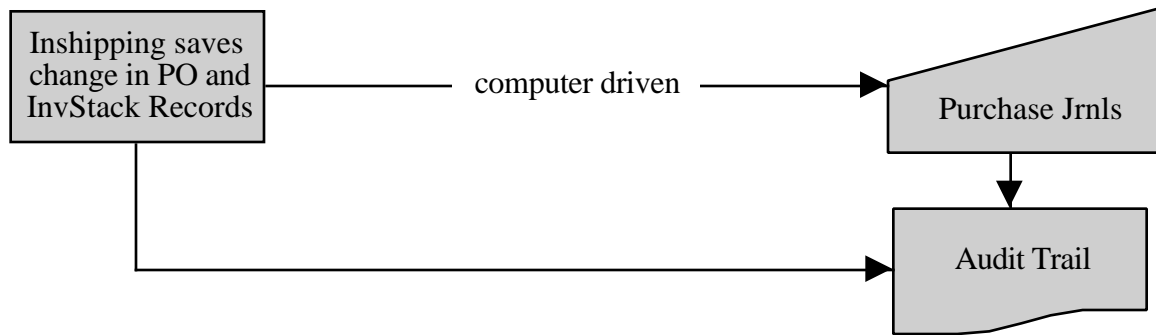




Automated A/P Entry

Direct Interface to Accounts Payable
Low effort to manage inputs

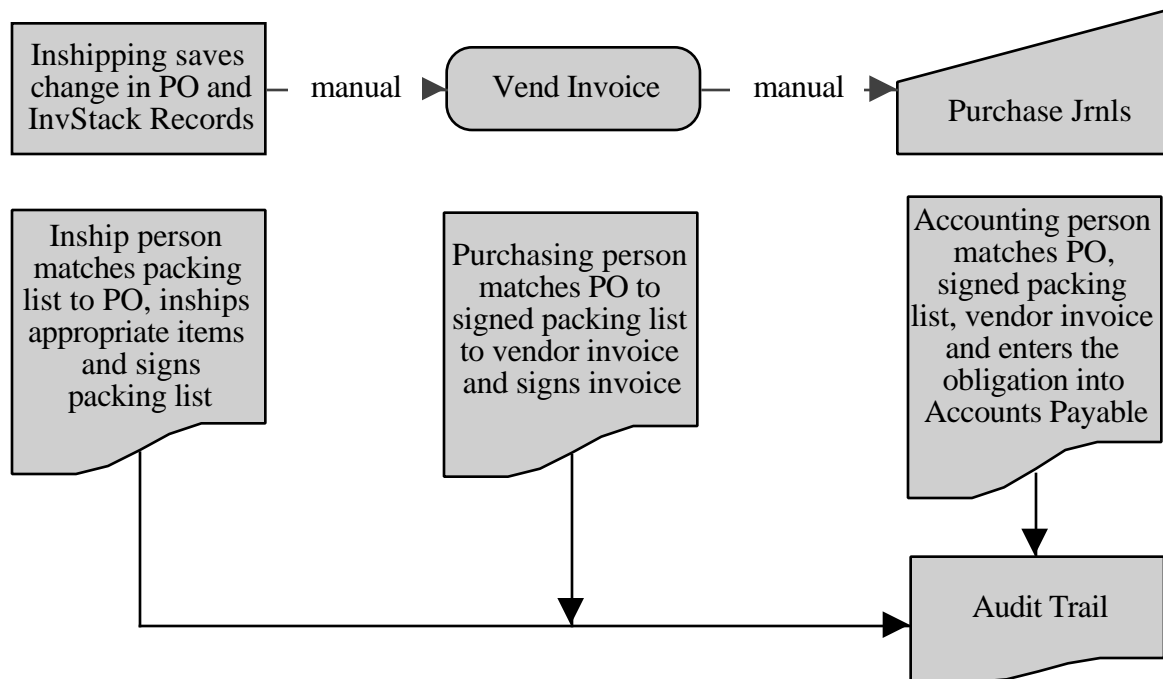
Benefit - Completely automated
Liability - manual review required

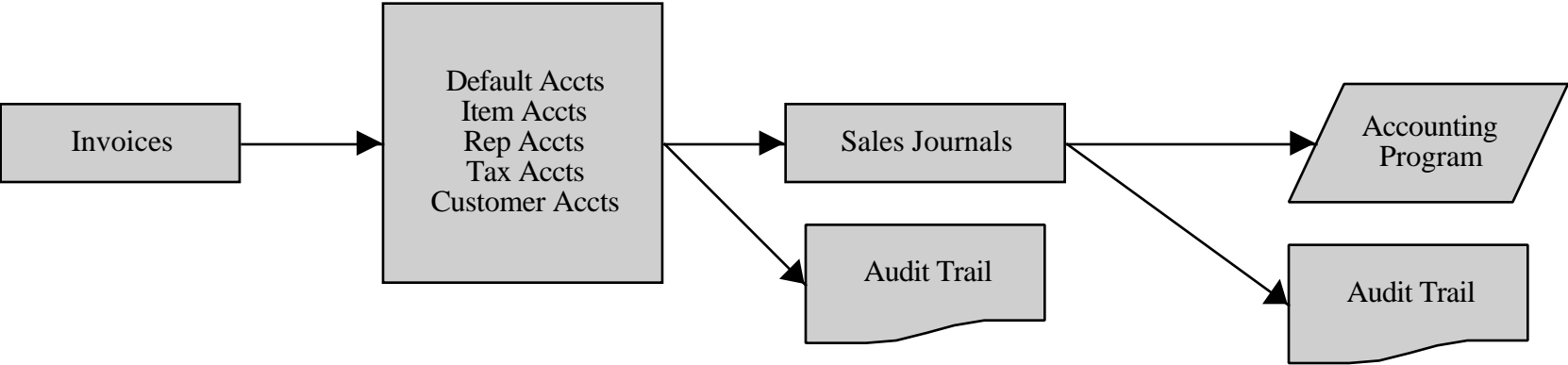


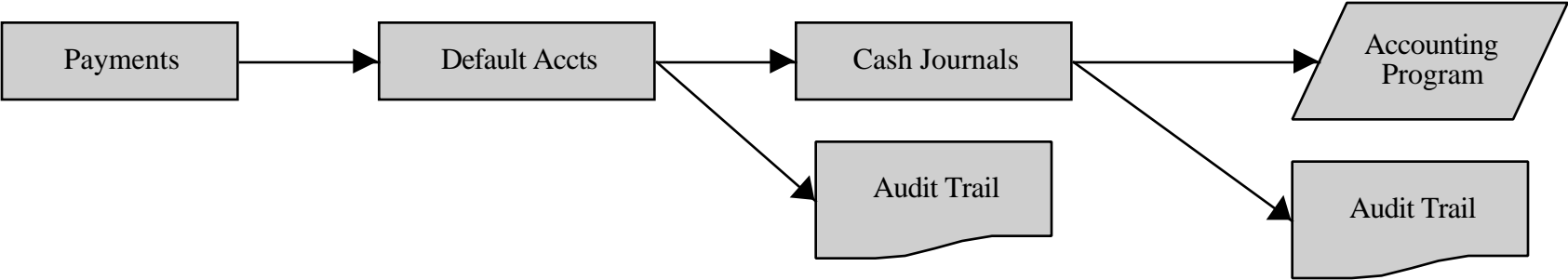
Manual A/P Entry

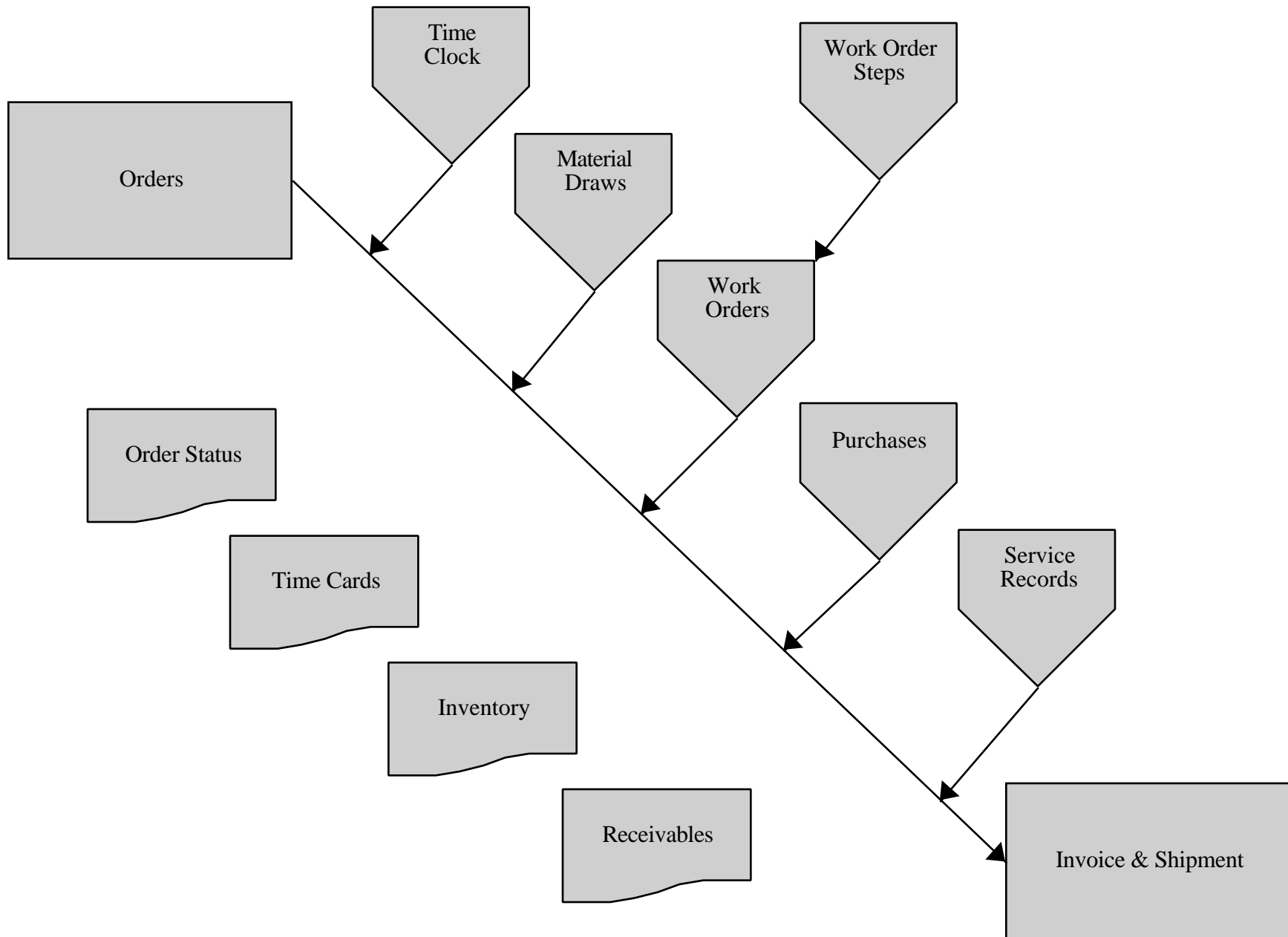
Interface to Accounting based on a
Clearing Account with
Manual Entry to Accounts Payable

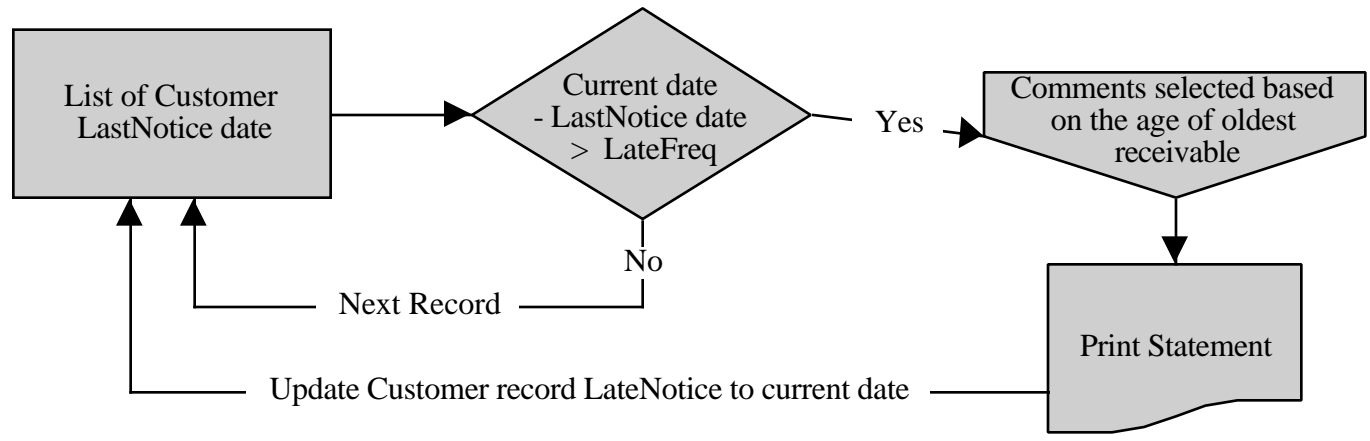
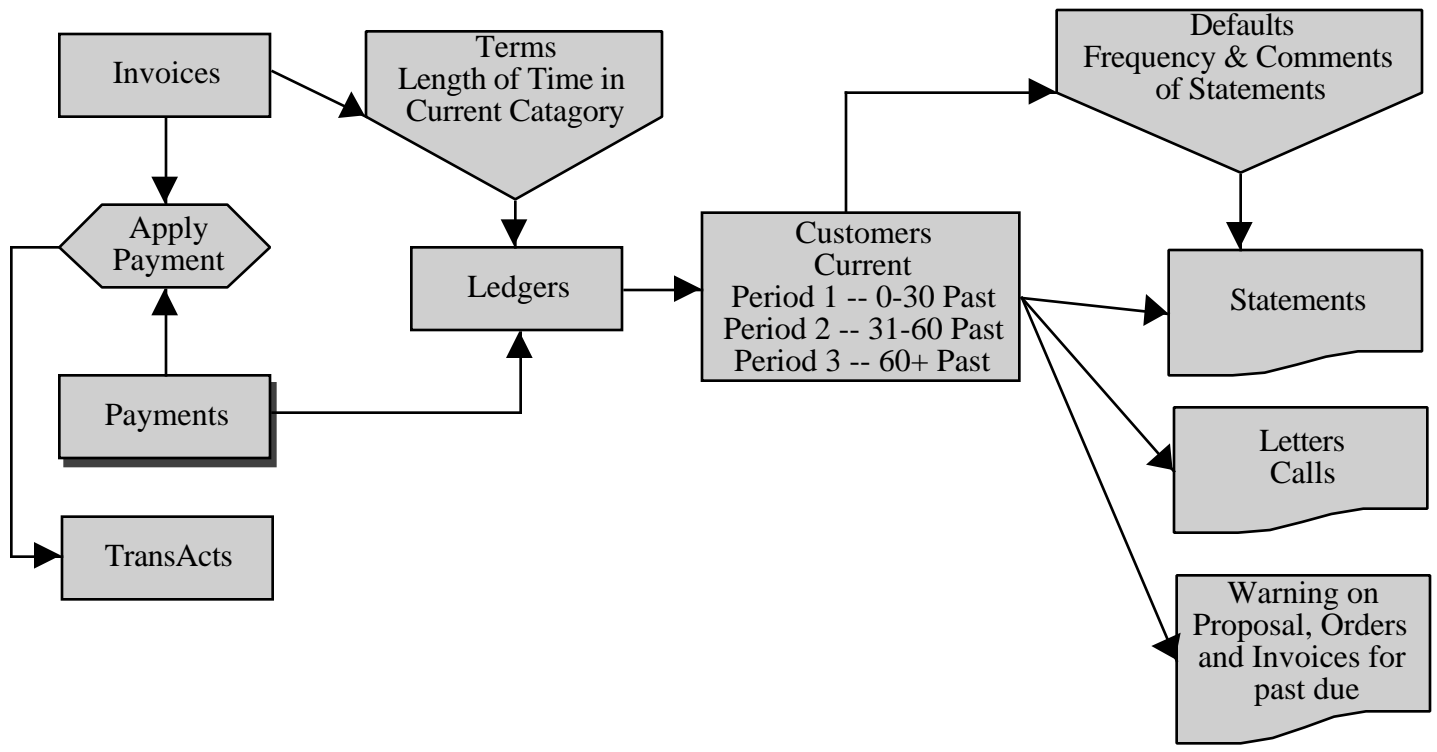
Benefit - Multiple people review each transaction
Liability - manual effort required

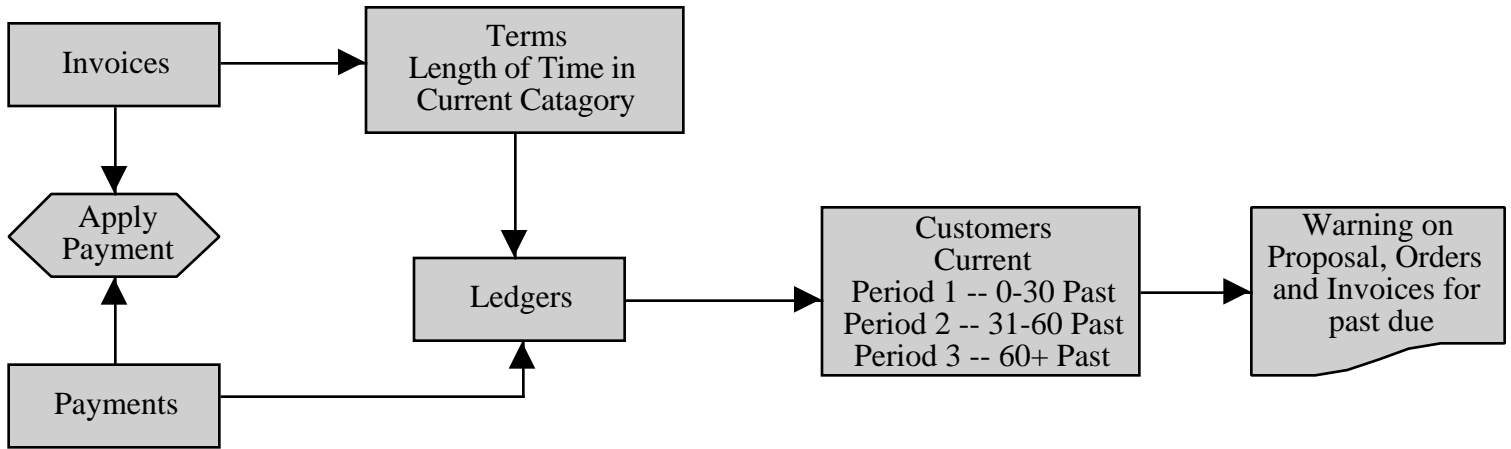


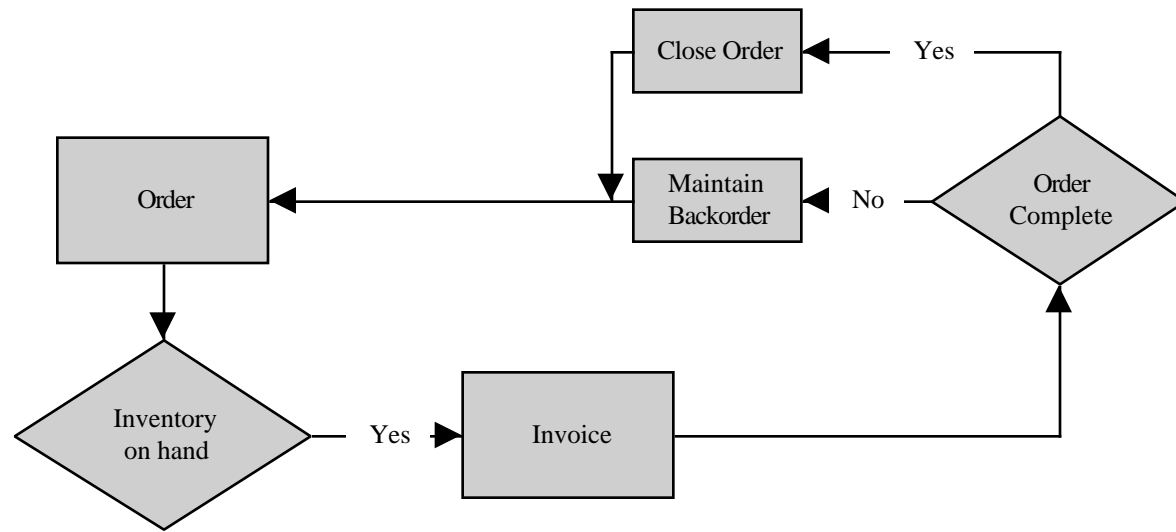














James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note: Movies, Introduction
Subject: Movies
Chapter: 0
Version:

Author:
Date: 12/28/99
Section: 0

Introduction Movies

Keywords

[movies](#) [introduction](#)

Introduction

Introduction to the Customer and WebClerk

[LaunchThis](#)<--S15614:Movies:i1_theCu.MOV-->

Launching in the Windows OSs.

[LaunchThis](#)<--S15614:Movies:i2_WinLa.avi-->

Launching in the Macintosh OSs.

[LaunchThis](#)<--S15614:Movies:i3_MacLa.MOV-->

Summary of the program menus

[LaunchThis](#)<--S15614:Movies:i4_MenuS.MOV-->

Review of the Flow Chart

[LaunchThis](#)<--S15614:Movies:i5_FlowC.MOV-->

Introduction to WebClerk

[LaunchThis](#)<--S15614:Movies:i6_WebCl.MOV-->

Technical Reference Guide

[LaunchThis](#)<--S15614:Movies:i7_TechS.MOV-->e



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, Navigation	Author:	
Subject:	Movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

Navigation

Keywords

Movies navigation

Navigation

Password Access to the program

LaunchThis<--S15614:Movies:n0_Passw.MOV-->

Registration of the Client/Server version

LaunchThis<--S15614:Movies:n1_Regis.MOV-->

Program Flow Charts

LaunchThis<--S15614:Movies:n2_Progr.MOV-->

Opening Options to the program, where you will land when you launch

LaunchThis<--S15614:Movies:n3_Open_.MOV-->

Layers to the database

LaunchThis<--S15614:Movies:n4_Layer.MOV-->

Tools for Navigating the Layers

LaunchThis<--S15614:Movies:n5_Tools.MOV-->

Input Layout Tools

LaunchThis<--S15614:Movies:n6_Input.MOV-->

Included Layouts, windows into related files

LaunchThis<--S15614:Movies:n7_Inclu.MOV-->

Popups, how they work

LaunchThis<--S15614:Movies:n8_Popup.MOV-->

Next/Previous buttons

LaunchThis<--S15614:Movies:n9_NextP.MOV-->

Menus summary

LaunchThis<--S15614:Movies:nA_Menus.MOV-->

Password Editor, creating and changing your passwords access

LaunchThis<--S15614:Movies:nB_Passw.MOV-->



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note: Movies, Database Tools
Subject: Movies
Chapter: 0
Version:

Author:
Date: 12/28/99
Section: 0

Database Tools Movies

Keywords

Database Tools Movies

Database Tools

Export Editor

[LaunchThis<--S15614:Movies:t1_Expor.MOV-->](#)

ImportEditor

[LaunchThis<--S15614:Movies:t2_Impor.MOV-->](#)

Selections and UserSet

[LaunchThis<--S15614:Movies:t3_UserS.MOV-->](#)

Search Editor

[LaunchThis<--S15614:Movies:t4_Searc.MOV-->](#)

Search Scripts, how to create them

[LaunchThis<--S15614:Movies:t5_Searc.MOV-->](#)

Index Search Editor

[LaunchThis<--S15614:Movies:t6_Index.MOV-->](#)

Show Current Selection menu command and window

[LaunchThis<--S15614:Movies:t7_Show_.MOV-->](#)

Apply Editor, how to change massive amounts of data quickly

[LaunchThis<--S15614:Movies:t8_Apply.MOV-->](#)

Duplicate Records, cleaning out multiple records

[LaunchThis<--S15614:Movies:t9_Dupli.MOV-->](#)

Indexes, how to create and clean fast finding indexed fields

[LaunchThis<--S15614:Movies:tA_Index.MOV-->](#)

Convert Version, how to manage updates

[LaunchThis<--S15614:Movies:tB_Conve.MOV-->](#)

Delete Archive, how to delete controlled records from the database

[LaunchThis<--S15614:Movies:tC_Delet.MOV-->](#)

Phone Cleanup, how to clean up phone numbers imported into the database

[LaunchThis<--S15614:Movies:tD_Phone.MOV-->](#)

Unwanted Charactes, clean-up data with extra spaces, quotes and unwanted characters

[LaunchThis<--S15614:Movies:tE_Unwan.MOV-->](#)

Processes, running multiple processes

[LaunchThis<--S15614:Movies:tF_Proce.MOV-->](#)

Project Selection, creating many records from one entry

LaunchThis<--S15614:Movies:tG_Proje.MOV-->
Sort Editor, temporarily sorting the database records

LaunchThis<--S15614:Movies:tH_Sort_.MOV-->
4DTools, permanently sorting and cleaning database records and indexes

LaunchThis<--S15614:Movies:ti_4DToo.MOV-->
Customizer, tailoring memory on the Mac

LaunchThis<--S15614:Movies:tJ_MacCu.MOV-->
Customizer, tailoring memory on Windows

LaunchThis<--S15614:Movies:tK_WinCu.avi-->
Transporter, converting data and programs between Mac and Windows

LaunchThis<--S15614:Movies:tL_Trans.MOV-->



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, Defaults	Author:	
Subject:	Movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

Defaults Movies

Keywords

[movies](#) [defaults](#) [training](#)

Defaults

OverView of the defaults

[LaunchThis](#)<--S15614:Movies:d1_OverV.MOV-->

Statement, structuring your efforts to compete for payment

[LaunchThis](#)<--S15614:Movies:d2_State.MOV-->

System considerations

[LaunchThis](#)<--S15614:Movies:d3_Syste.MOV-->

Counters, tracking unique record identifiers

[LaunchThis](#)<--S15614:Movies:d4_Count.MOV-->

Customers, default values for new customers

[LaunchThis](#)<--S15614:Movies:d5_Custo.MOV-->

COD value used in shipping

[LaunchThis](#)<--S15614:Movies:d6_COD_V.MOV-->

Credit Card Approval defaults

[LaunchThis](#)<--S15614:Movies:d7_CCAppl.MOV-->

Currency requirements for multiple exchange rates

[LaunchThis](#)<--S15614:Movies:d8_Curre.MOV-->

Precision with which the program tracks money

[LaunchThis](#)<--S15614:Movies:d9_Preci.MOV-->

Need Date on new orders

[LaunchThis](#)<--S15614:Movies:dA_Need_.MOV-->

Freight options for automatically calculating shipping costs

[LaunchThis](#)<--S15614:Movies:dB_Freig.MOV-->

OrdLine Tracking, more flexible reporting for order and invoice lines

[LaunchThis](#)<--S15614:Movies:dC_OrdLi.MOV-->

Commissions setup

[LaunchThis](#)<--S15614:Movies:dD_Commi.MOV-->

Order Status options

[LaunchThis](#)<--S15614:Movies:dE_OrdSt.MOV-->

Price Points, definine the primary 4 price point names

[LaunchThis](#)<--S15614:Movies:dF_Price.MOV-->

Inventory tracking options

LaunchThis<--S15614:Movies:dG_Inven.MOV-->

Serial Number setup

LaunchThis<--S15614:Movies:dH_Seria.MOV-->

Item Search Sequence, setting the way items are searched for

LaunchThis<--S15614:Movies:di_ItemS.MOV-->

Cost Update options

LaunchThis<--S15614:Movies:dJ_CostU.MOV-->



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, Setup the Database	Author:	
Subject:	movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

Setup the Database Movies

Keywords

movies training setup

Setup

Creating your own new data file

LaunchThis<--S15614:Movies:u1_New_D.MOV-->

Tech Note References, managing the manual

LaunchThis<--S15614:Movies:u2_TechN.MOV-->

Field Definitions

LaunchThis<--S15614:Movies:u3_Field.MOV-->

Carriers, setting up shipping vendors

LaunchThis<--S15614:Movies:u4_Carri.MOV-->

Carriers, getting rate changes from JIT Corp

LaunchThis<--S15614:Movies:u5_jitCo.MOV-->

Zip Chart, loading from the Internet

LaunchThis<--S15614:Movies:u6_Zip_C.MOV-->

Rate Chart, getting it from the Internet

LaunchThis<--S15614:Movies:u7_Rate_.MOV-->

Customers

LaunchThis<--S15614:Movies:u8_Custo.MOV-->

Employees

LaunchThis<--S15614:Movies:u9_Emplo.MOV-->

Items

LaunchThis<--S15614:Movies:uA_Items.MOV-->

Open_Orders

LaunchThis<--S15614:Movies:uB_Open_.MOV-->

Popups

LaunchThis<--S15614:Movies:uC_Popup.MOV-->

Reps

LaunchThis<--S15614:Movies:uD_Reps

Tax_Jursidictions

LaunchThis<--S15614:Movies:uE_Tax_J.MOV-->

Terms

LaunchThis<--S15614:Movies:uF_Terms.MOV-->

Receivables

LaunchThis<--S15614:Movies:uH_Recei.MOV-->

Reports, UserReports are predefined reports created with the editors and stored in the database.

LaunchThis<--S15614:Movies:ui_UserR.MOV-->

Vendors

LaunchThis<--S15614:Movies:uj_Vendo.MOV-->



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note: Movies, Setup Support
Subject: Movies
Chapter: 0
Version:

Author:
Date: 12/28/99
Section: 0

Setup Support Movies

Keywords

movies training setup

Setup Support

Advertisizing Sources, what marketing efforts are paying off

[LaunchThis<--S15614:Movies:p1_Ad_So.MOV-->](#)

Currencies, manage foreign exchange

[LaunchThis<--S15614:Movies:p2_Curre.MOV-->](#)

Process/Causes, creating a smart method of catagorizing problems

[LaunchThis<--S15614:Movies:p3_Proce.MOV-->](#)

Scripts, to aid people talking on the phones

[LaunchThis<--S15614:Movies:p4_Scrip.MOV-->](#)

Territories for automatically entering Sales and Tax jurisdictions

[LaunchThis<--S15614:Movies:p5_Terri.MOV-->](#)

Workorder Steps, defining likely process steps so you can speed creating of Work Orders

[LaunchThis<--S15614:Movies:p6_Worko.MOV-->](#)



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, Sales	Author:	
Subject:	Movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

Sales Movies

Keywords

[movies](#) [sales](#) [training](#)

Sales

Assigning Sales people to customers

[LaunchThis<--S15614:Movies:s1_Assig.MOV-->](#)

Call Dates, getting customers into a consistent means of positive contact

[LaunchThis<--S15614:Movies:s2_Call_.MOV-->](#)

Work Sheets, paper output for traveling or for reps without computers

[LaunchThis<--S15614:Movies:s3_WorkS.MOV-->](#)

Making calls, more calls, more sales, more money

[LaunchThis<--S15614:Movies:s4_Makin.MOV-->](#)

Scheduling Calls, assigning dates, actions and times

[LaunchThis<--S15614:Movies:s5_Sched.MOV-->](#)

Calls By Action, more ways to find customers

[LaunchThis<--S15614:Movies:s6_Calls.MOV-->](#)

Performance, graphing summary data

[LaunchThis<--S15614:Movies:s7_Perfo.MOV-->](#)

Project Selection

[LaunchThis<--S15614:Movies:s8_Proje.MOV-->](#)

Commissions, how to pay

[LaunchThis<--S15614:Movies:s9_Commi.MOV-->](#)



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, Order Entry	Author:	
Subject:	movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

Order Movies

Keywords

[movies](#) [order](#) [training](#)

Orders

Order Entry Introduction

[LaunchThis<--S15614:Movies:o1_Order.MOV-->](#)

Check Credit, how to document

[LaunchThis<--S15614:Movies:o2_Check.MOV-->](#)

Entering Line Items

[LaunchThis<--S15614:Movies:o3_Enter.MOV-->](#)

Item Availability, how to check

[LaunchThis<--S15614:Movies:o4_Item_.MOV-->](#)

Item pfic Buttons and access to customer and item history

[LaunchThis<--S15614:Movies:o5_Item_.MOV-->](#)

Item Specification and Cross Referencing

[LaunchThis<--S15614:Movies:o6_Item_.MOV-->](#)

Item Search Options

[LaunchThis<--S15614:Movies:o7_Item_.MOV-->](#)

Item Details in Proposal, Orders, Invoices and PO's

[LaunchThis<--S15614:Movies:o8_Item_.MOV-->](#)

Shipping, how to calculated

[LaunchThis<--S15614:Movies:o9_Shipp.MOV-->](#)

Payments

[LaunchThis<--S15614:Movies:oA_Payme.MOV-->](#)

Purchasing Support, more sales, controlled costs

[LaunchThis<--S15614:Movies:oB_Purch.MOV-->](#)

Time, Material Draws and Work Orders, how to use them

[LaunchThis<--S15614:Movies:oC_Time_.MOV-->](#)

Order Entry Review

[LaunchThis<--S15614:Movies:oD_Order.MOV-->](#)



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note: Movies, Management
Subject: movies
Chapter: 0
Version:

Author:
Date: 12/28/99
Section: 0

Management Movies

Keywords

movies order training

Management

Item Period Sales, tracking hot items

LaunchThis<--S15614:Movies:m1_ItemP.MOV-->

Sales Evaluation, managing sales ahead of the sales cycle

LaunchThis<--S15614:Movies:m2_Sales.MOV-->

Data Synchronization, merging data from remote locations

LaunchThis<--S15614:Movies:m5_Data_.MOV-->



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, Accounting	Author:	
Subject:	movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

Accounting Movies

Keywords

[movies](#) [Accounting](#) [training](#)

Accounting

Concepts used to create the programs, be sales focused

[LaunchThis<--S15614:Movies:a1_Intro.MOV-->](#)

Account Setup

[LaunchThis<--S15614:Movies:a2_Accou.MOV-->](#)

Converting database record to journals for posting to accounting programs (GL and AP)

[LaunchThis<--S15614:Movies:a3_Conve.MOV-->](#)

Audi Trails, documenting and controlling the posting of details to accounting

[LaunchThis<--S15614:Movies:a4_Audit.MOV-->](#)

Posting GLs, making the bridge simple

[LaunchThis<--S15614:Movies:a5_Posti.MOV-->](#)

JournalRecords

[LaunchThis<--S15614:Movies:a6_Journ.MOV-->](#)

BOM and Material Journals, how to account Bill of Material and Adjustments

[LaunchThis<--S15614:Movies:a7_BOM_M.MOV-->](#)



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, Lables and Letters	Author:	
Subject:	movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

labels and Letters Movies

Keywords

[movies](#) [labels](#) [Letters](#) [training](#)

labels and Letters

Labor Editor Introduction

[LaunchThis](#)<--S15614:Movies:b1_Edito.MOV-->

Superlabel Editor Tools

[LaunchThis](#)<--S15614:Movies:b2_Edito.MOV-->

Superlabel Editor more details

[LaunchThis](#)<--S15614:Movies:b3_Edito.MOV-->

Letter Editor, create, merge and print letters

[LaunchThis](#)<--S15614:Movies:b4_Lette.MOV-->

Letter Editor, required items

[LaunchThis](#)<--S15614:Movies:b5_Requi.MOV-->



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, QuickReports	Author:	
Subject:	movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

QuickReports Movies

Keywords

[movies](#) [QuickReports](#) [training](#)

QuickReports

Print Overview

[LaunchThis<--S15614:Movies:q0_Print.MOV-->](#)

Print QuickReport

[LaunchThis<--S15614:Movies:q1_Print.MOV-->](#)

Setup Report

[LaunchThis<--S15614:Movies:q2_Setup.MOV-->](#)

Adding Breaks, subtotals

[LaunchThis<--S15614:Movies:q3_Addin.MOV-->](#)

Hiding the D (data) Row

[LaunchThis<--S15614:Movies:q4_Hidin.MOV-->](#)

Hiding Columns

[LaunchThis<--S15614:Movies:q5_Hidin.MOV-->](#)

Page Setup, setting the page and adding titles, page numbers and dates

[LaunchThis<--S15614:Movies:q6_Page_.MOV-->](#)

Formulas/Related, making reports smarter

[LaunchThis<--S15614:Movies:q7_Formu.MOV-->](#)

Automating reports, adding to DefinedReports

[LaunchThis<--S15614:Movies:q8_Addin.MOV-->](#)

Example Reports

[LaunchThis<--S15614:Movies:q9_Examp.MOV-->](#)

QuickReport Summary

[LaunchThis<--S15614:Movies:qA_QR_Su.MOV-->](#)



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note: Movies, SuperReport
Subject: movies
Chapter: 0
Version:

Author:
Date: 12/28/99
Section: 0

SuperReport Movies

Keywords

movies SuperReport training

SuperReport

Tools in SuperReport

[LaunchThis](#)<--S15614:Movies:r1_Tools.MOV-->

SuperReport Sections

[LaunchThis](#)<--S15614:Movies:r2_Super.MOV-->

Detail Receivable

[LaunchThis](#)<--S15614:Movies:r3_Detai.MOV-->

Page Breaks

[LaunchThis](#)<--S15614:Movies:r4_All_S.MOV-->

Page Breaks, using the Statement as an example

[LaunchThis](#)<--S15614:Movies:r5_Page_.MOV-->

UserReports, adding SuperReports to Defined Reports

[LaunchThis](#)<--S15614:Movies:r6_UserR.MOV-->

Reports based on Line Count, Proposals, Orders, Invoices and PO's

[LaunchThis](#)<--S15614:Movies:r7_Line_.MOV-->

EDI Options in the program

[LaunchThis](#)<--S15614:Movies:r8_EDl_P.MOV-->



James Integrated Technologies, Corp
350 East County Road D • St Paul, MN 55117
(651) 484-9549 • (651) 484-5951 FAX
www.jitcorp.com • www.webclerk.com

Tech Note:	Movies, WebClerk	Author:	
Subject:	movies	Date:	12/28/99
Chapter:	0	Section:	0
Version:			

WebClerk Movies

Keywords

movies WebClerk training

WebClerk

WebClerk Introduction

LaunchThis<--S15614:Movies:i6_WebCl.MOV-->

Relationship between theCustomer and WebClerk

LaunchThis<--S15614:Movies:v1_Relat.MOV-->

Prefabricated Web Site

LaunchThis<--S15614:Movies:v2_Prefa.MOV-->

Preferences for WebClerk

LaunchThis<--S15614:Movies:v2_Prefs.MOV-->

Page Construction, customizing the pages

LaunchThis<--S15614:Movies:v4_Page_.MOV-->

Drafting Pages, automatically adding database references in new HTML pages

LaunchThis<--S15614:Movies:v5_Draft.MOV-->

Distinct Lists, automating the posting of choice lists

LaunchThis<--S15614:Movies:v6_Disti.MOV-->

Search Logic within WebClerk

LaunchThis<--S15614:Movies:v7_Searc.MOV-->

Linked Items, offering associated items when someone selections an item

LaunchThis<--S15614:Movies:v8_Linke.MOV-->

Logo setting the default to your logo

LaunchThis<--S15614:Movies:v9_Look_.MOV-->

Clone Recent Orders, reordering from the average of the last 3 orders

LaunchThis<--S15614:Movies:vA_Clone.MOV-->

Status Open Orders, allowing customers to check order status at their convenience and without your time

LaunchThis<--S15614:Movies:vB_Statu.MOV-->

Order Entry

LaunchThis<--S15614:Movies:vC_Order.MOV-->

Menu for managing WebClerk

LaunchThis<--S15614:Movies:vD_Remote.MOV-->

Item Records, Details of the Setup

LaunchThis<--S15614:Movies:vE_Email_.MOV-->



NetWorkSuite™
 WebClerk™
 SalesByCD™
 TrainByCD™
 CommerceExpert™
 RetailClerk™
 WebSalesForce™
 theCustomer™

Competitive Weapon: Customer Service

Prime Law of Networks: “Value explodes exponentially with membership, while this value explosion sucks in more members.” Wired, 7/97, “New Rules for the New Economy”



Must Solve Business Problem: Protect and expand the value of your company to its customers and vendors during the shift to web based business.

Solution: Empower your customers, vendors and your people to buy, sell and service via the web. Lead your partners through the shift. Make both technology and service prime tools for getting and retaining customers.

NetworkSuite

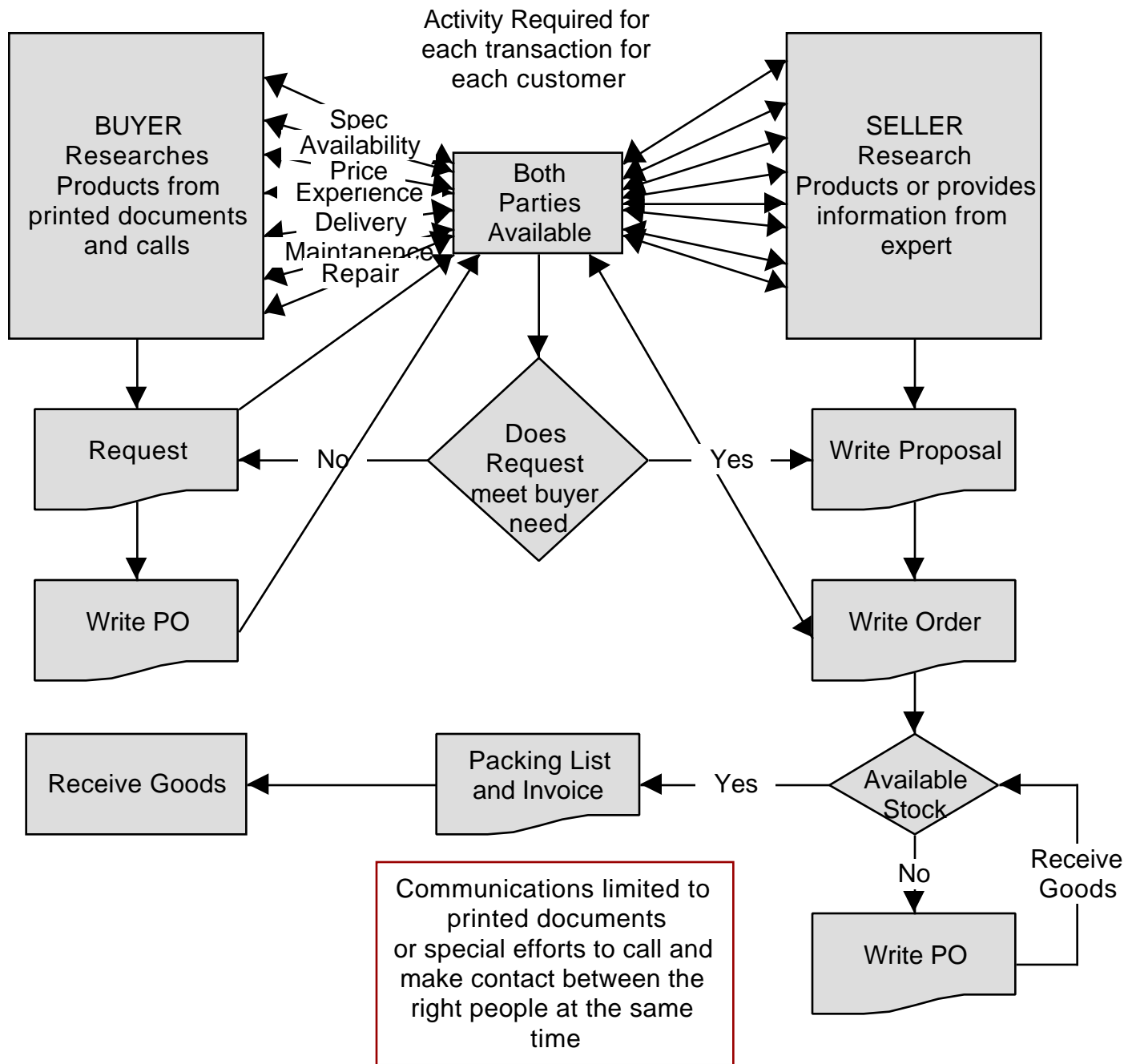
1. NetworkSuite integrates your selling process, your internal operations and the web into an ever-present sales and service tool.
2. It documents the selling efforts of remote sales people, creating a corporate memory of the relationship with each customer.
3. Its ever-presence and access to documentation and order status increases customer service and reduces the need for same time communications.

Current Same Time Communications



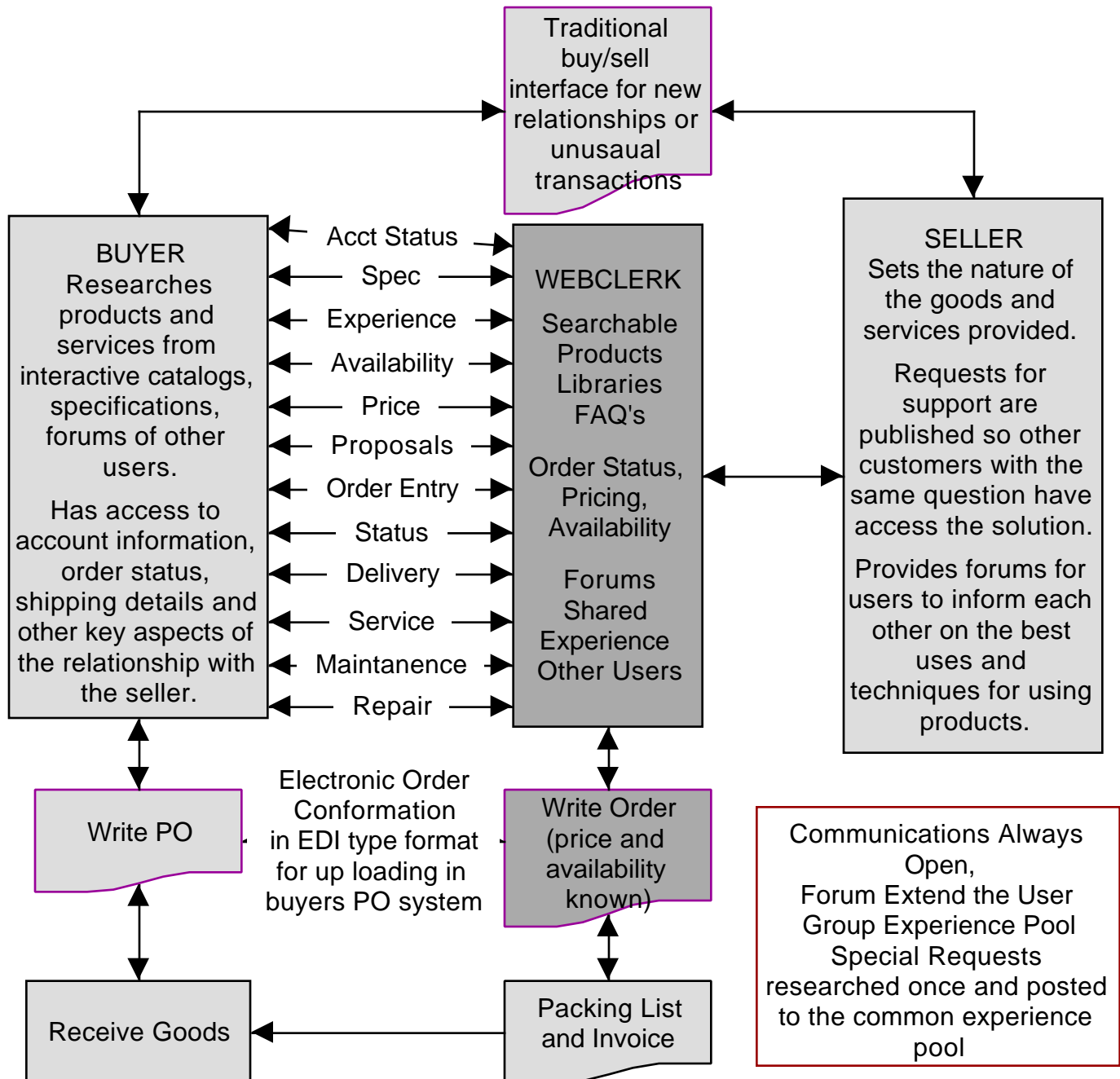
NetworkSuite Communications





Omni present pool of actions and information integrated into the seller's business system. WebClerk responds individually, at the customer's convenience as if the seller were immediately available to the buyer.

There will still be times when the Buyer and Sell must focus effort at the same time and place in the Traditional selling process. Web transactions frees more time to concentrate on these times.





SupplyChainSuite™

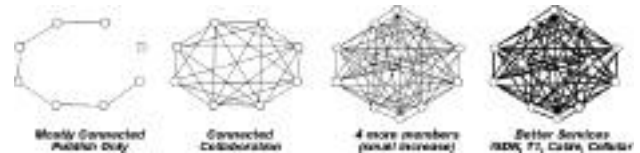
Integrating IntraNets, ExtraNets
and Data for Entire Industries

Common language and tools
between trading partners

Competitive Weapon: Common Language

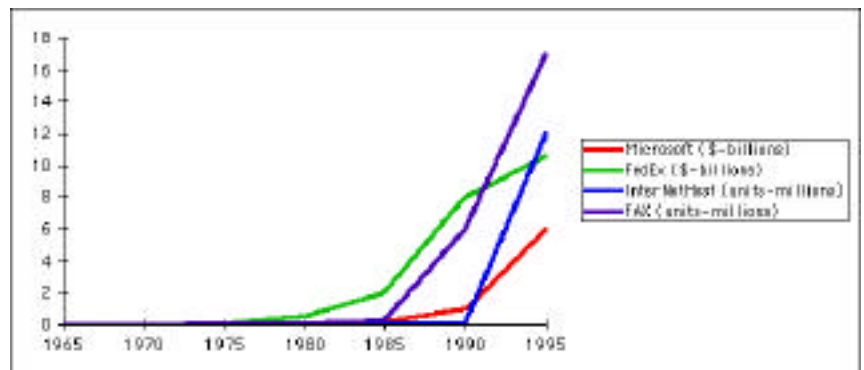
Prime Law of Networks

“Value explodes exponentially with membership, while this value explosion sucks in more members.”
As stated in Wired, 7/97, “New Rules for the New Economy”



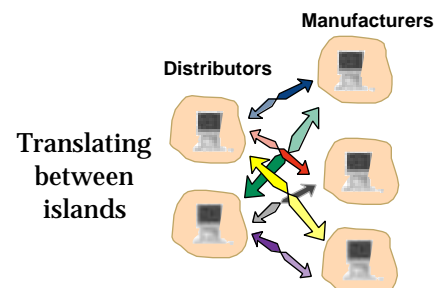
Financial Indicator of Network Value

Companies and products which grew as the networks dependent on them grew.

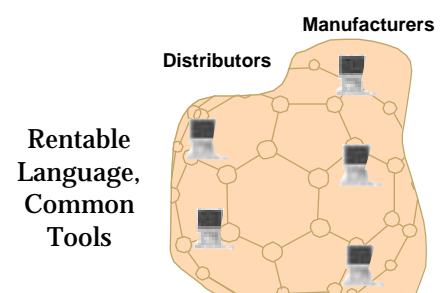


Trading Partners, Separate Islands of Technology and Data SupplyChainSuite is a Communication Matrix of Technology and Data

Multiple translations are required between trading partners. The number of translations explode exponentially with each added task and each new company. Price lists are very difficult. EDI, customer service, product documentation, etc... are seemingly impossible.



Manufacturer's products, cross referenced to distributors, tied to specifications, sales documentation and service creates a rentable language for near zero cost of transacting between trading partners. Instead of each company translating each partner's data, SupplyChainSuite is a common translation communicated through inexpensive technology.



Lower Costs -- Higher Value

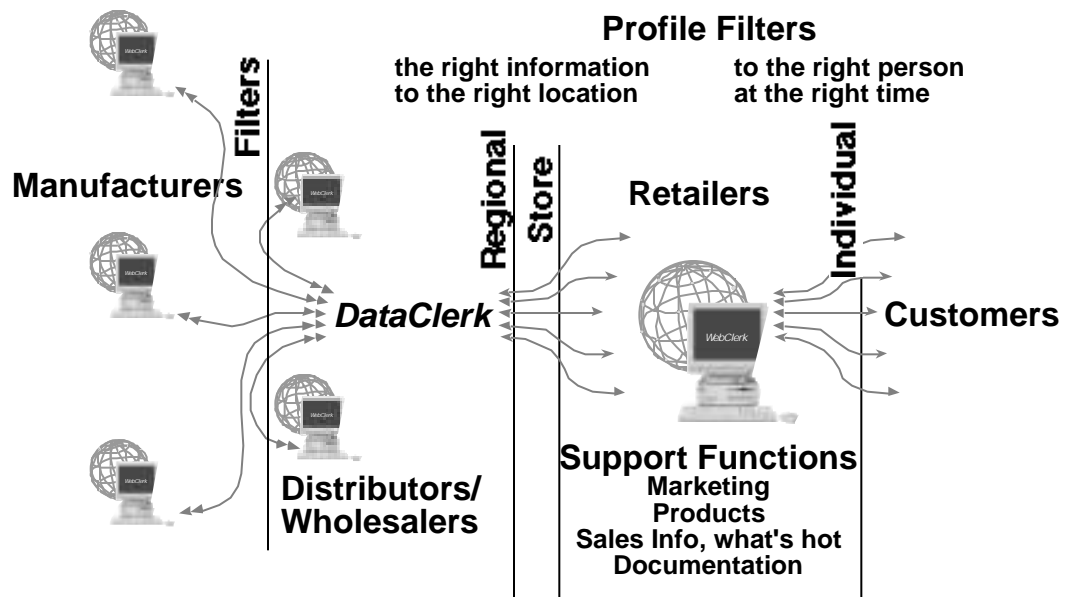
SupplyChainSuite Technology Components (leveling the technical playing field)

theCustomer	ERP software for manufacturers and distributors
RetailClerk	ERP software for retailers
DataClerk	Umbrella name for industry specific data sets (BikeClerk, WineClerk, VideoClerk, MusicClerk, etc....)
WebClerk	Web based communications capabilities for communicating the common data between trading partners.
Custom	Custom integration with existing ERP solutions.

Integrating physical and virtual business systems with the data they serve.

SupplyChainSuite Support Components (leveling the scale playing field)

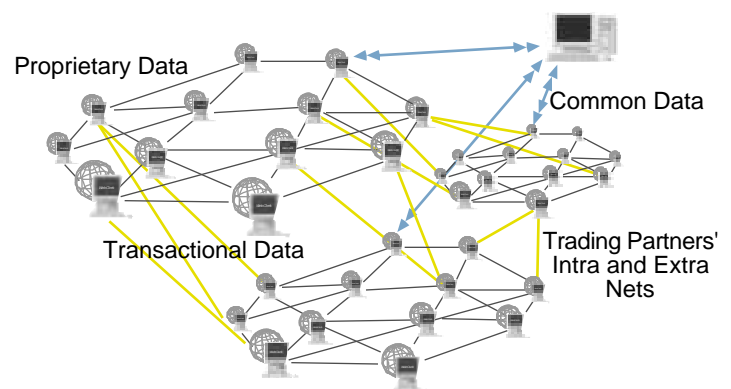
IT Central	Central support for common data, user profiles and equipment.
IT Specific	Technology support for business specific and proprietary data.
Purchasing	Coop buying power across the matrix.
Sales	Reviews of products and services. What is hot, what is not.
Virtual-Inventory	Transact sales of virtual-inventory to increase turns and returns on resources.
Marketing	High quality, regionally targeted and business tailored marketing materials.
Advertising	Product launch support for manufacturers and distributors.



SupplyChainSuite's Protection Intellectual Property

All businesses are intellectual property companies. The only thing that makes them unique or competitive is who they know and how they do business with them. Products and services are simply the token following the relationship.

Unlike ASP's (Application Service Providers), critical intellectual property stays within the firewalls of the company. Common data is updated across the networks.



SupplyChainSuite brings the value of networks to entire industries.



NetWorkSuite™
theCustomer™
WebClerk™
SalesByCD™
TrainByCD™
WebSalesForce™

About JIT

Contact:	Bill James
Address:	James Integrated Technologies 350 E. County Road D. St. Paul, MN 55117
Numbers:	Phone: 651-484-9549 Sales Line (toll-free): 800-735-0635 Fax: 651-484-9551
Internet:	http://www.jitcorp.com http://www.webclerk.com bill@jitcorp.com

JIT was started in 1989 by Bill and Chris James. They created a software company whose products could make other companies sales driven, while removing mystery from the sales process.

In most companies, sales is a black box in which everyone prays, and hopes something will come out to feed the company for the next cycle.

The objective of JITCorp products is to increase profitable sales by creating a process flow that makes each action in the sales process clear and understandable; measurable and with direction.

Founder Backgrounds

Christine James is a 1972 graduate of Bevard College. She is experienced as the Controller and Chief Financial Officer for three small businesses which experienced radical growth. Chris is no longer active in the company.

Bill James is a 1972 West Point honors graduate in math, physics, engineering and chemistry. He was also an All-American wrestler. He spent eight years as an Infantry Commander, Airborne, Ranger. He worked six years for Honeywell setting up factories in the US and Europe. In 1986 he founded Applied Statistics, Inc, a leading company in Statistical Process Control software. He wrote *theCustomer* to make sales a clear, understandable, and repeatable process. He wrote *WebClerk* to bring cost effective ecommerce to the market.

JIT's Background

There are currently thousands of users operating JIT's enterprise software.

In 1997 JIT completed its web capabilities and released its cross and mixed platform applications.

Powered By WebClerk

The Wall Street Journal:
Dow Jones launches a national ad
campaign for their eCommerce site
Powered by WebClerk

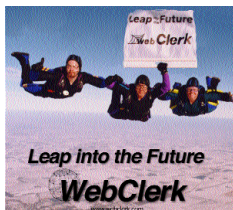
Twin Citeis Business Monthly:
"WebClerk - Best New High Tech
Product of the Year"

ComputerUser:
jitCorp is one of the "Top 10 Technology
Companies to watch in 1999"

Cost to Implement: **FREE**

How to Implement:

1. Download a full working software as part of the Leap into the Future campaign: www.webclerk.com
2. Install on your computer.
3. Import your data into the data base.
4. Paste in your logo.
5. Turn on the built-in web server.
6. Start taking orders on over the web.



Support:

1. Program downloads with 1,200 pages of documentation.
2. Attend an hour Introductory Seminar
3. Buy the Training CD with 150 QuickTime movies (\$99).
4. Attend our Implementation WorkShop (\$995). Home work required:



www.djreprints.com



Features

No Programming Required
Site Management
Search Engines
Catalogs
Price by Customer Type
Web Order Entry
Order Status
Shipment Tracking
Proposal Status
Account Status
Service Requests
eMail
Forums & Libraries
FAQ & Support
and other features...

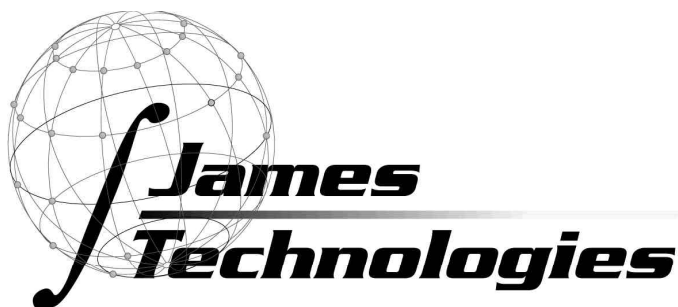


www.WebClerk.com

Contact us at:

bill@jitcorp.com
jit@webclerk.com
(651) 484-9549





NetWorkSuite™
theCustomer™
WebClerk™
SalesByCD™
TrainByCD™
WebSalesForce™

Press - Top 10 Technology Companies

METRO

BY JEFF GARBAN AND INGRID SKIONG

DECEMBER 1998 • ComputerUser 53



Digi International®

Local companies make good

As home to some of the most influential computer, software and Internet companies in the country, Minnesota is rich with innovative products and fresh ideas ready for action in 1999. From world-renowned software giants to cutting-edge Web site masters just making their mark, we've compiled a list of 10 local companies that made an impact on the tech industry in 1998 and are poised to grow in the coming year. 1999 brings us one step closer to the new millennium, and if these 10 firms are any indication of things to come, the state of Minnesota's technological industry for the new year and beyond looks bright.



6. James Integrated Technologies

If the best things in life are free, James Integrated Technologies is onto something. In an effort to heavily penetrate the Twin Cities e-commerce market with cutting-edge applications, the firm staged a promotional giveaway of \$6.5 million worth of its e-commerce software last year, including WebClerk, and its enterprise offering theCustomer WebClerk, a prefabricated Web site, commercial database and server composed of a 20 MB software application. Allows users to import their data and graphics and begin taking orders via the Web in minutes.

The giveaway was a hit, and the firm will repeat the giveaway this month with \$6.5 million worth of JIT software. "The more people the product, the more valuable it becomes," says company president Bill Janssen, adding that he expects JIT's revenue to reach \$100 million within three years. E-commerce retailing is gaining in popularity, and point-to-point communication increasingly is yielding to matrix approaches. These new technologies are priced competitively to traditional means like fax machines, and according to Janssen will soon be just as prolific. JIT's bottom line? Faces are paved—go with the Web. Visit JIT in (www.jit.com).



BEST OF BUSINESS

Twin Cities Business Monthly, Sep 98
5th Anniversary Best of Business

panding business enterprises in the Twin Cities and eight inner-ring suburbs (Minneapolis, St. Paul, Hopkins, Columbia Heights, Hilltop, South St. Paul, West St. Paul, St. Anthony, Mendota, and Lauderdale). The Urban Initiative Program was modeled after the Rural Challenge Grant program, which provides assistance to businesses located outside of the Twin Cities metropolitan area.

The program has made 144 loans to 109 businesses totaling \$5.7 million in state and matching funds, which has resulted in the creation of 375 jobs with more than 100 expected to be added over the next year. Each dollar of state funds must be matched by a dollar of private funds.

Best New High-Tech Product

James Integrated Technologies (JIT), a 25-person firm located in St. Paul, prides itself on beating

goliaths like Microsoft, Netscape, and Oracle to the punch. Its secret weapon for slaying the giants? It's called *WebClerk*, an e-commerce order-processing application designed for business-to-business use. "We de-

cided that it wouldn't take long before Microsoft or some other giant would try to crush us," says JIT President Bill James. We're hoping to get a six- to eight-week lead and establish a significant installed base, before somebody

else bigger recognizes the potential of our product," he says. The difference between WebClerk and other e-commerce tools is its simple design; users just import the needed data and graphics and begin taking orders on the Web. James, who created WebClerk, says the tool can get a Web server up and running and begin doing business on the Internet in 10 minutes.

WebClerk is a freebie right now, but JIT has plans to charge for it in the future. Today, there's a CD-ROM that includes the application and training materials for \$40, and future releases will be priced at \$649. "We priced WebClerk around the same price as a fax machine, recognizing that all companies will be on the Web in the not too distant future," says James. "This will replace the way people send data. It will be easier to hook up and put data directly on your Web site."





eCommerce



Leap into the Future

WebClerk

www.webclerk.com

ComputerUser: JITCorp is one of
Minnesota's Top 10 Technology Companies to
Watch in 1999.

Twin Cities Business Monthly: WebClerk is the
Best New High Tech Product of the Year.



No Programming Required
Site Management
Search Engines
Catalogs
Price by Customer Type
Web Order Entry
Order Status
Shipment Tracking
Proposal Status
Account Status
Service Requests
eMail
Forums & Libraries

**James
Technologies**

www.jitcorp.com

Within three years it will be rare to FAX anyone.

WebClerk's affordable web serving and database functions will replace FAXing as the standard for unattended communications.

Reduce Labor Costs while Providing Better Service

- FAX and eMail require labor to receive, sort, interpret and respond.
- WebClerk responds immediately when a customer requests information.
- WebClerk can take orders and requests for changes to orders directly into your enterprise system without labor.
- WebClerk automatically relates associated information to a customer query. Example, a query about order status displays order and shipment tracking information.

Increase Quality

- FAXes produce rough black and white images.
- WebClerk delivers 4 color images and multimedia presentations.
- FAXed-in orders may contain out-dated products and services.
- WebClerk displays only currently available products and services, matching current pricing to the customer's type (retail, wholesale, etc...)
- WebClerk interactively publishes your technical documentation, sales presentations, FAQ's, Forums....