

## OVERVIEW

Sitcur is an e-business consulting firm. In business for thirty two years, we specialize in the implementation, integration, outsourcing and support of:

- B2B Electronic Commerce  
EDI / XML / AS2 / Secure EDI-INT
- SOAP and Web Services
- HIPAA EDI Compliance  
ACORD Compliance
- Database and Business Process  
Re-Engineering Solutions
- Web Site Architecture and Design
- Bar Coding Hardware, Software,  
Supplies, Consulting and RFID

We provide comprehensive e-business solutions and strategies to expand our customers' capabilities, improve their efficiency and to significantly reduce costs. We implement and support a variety of software solutions in diverse technical environments. We assist businesses with their strategic planning, application development, integration, documentation, training and support.

Customers call on us to support their important business relationships. They routinely rely on us to integrate and maintain software processing a majority of their business. Why? Because of our commitment to providing quality service. Because of our track record as experienced problem solvers. Because of our unique understanding of various corporate business environments. Because of our ability to explain technical solutions in easily accessible language. Whether integrating systems, supporting supply-chain logistics or meeting the changing requirements of your biggest customer, we provide seamless creative solutions. Recognized leaders in the field, we are business partners with Liaison Technologies/Softshare, Cleo, Zebra, Sato, Symbol, Honeywell, DataLogic, DataMax, O'Neil and others offering e-commerce, bar code, RFID and database software solutions for the UNIX/Linux, IBM iSeries and Windows platforms. We integrate into Oracle/SAP/JDEdwards/SQL/and MS Dynamics (Navision).

We'd like to help you if you're challenged by corporate demands to reduce costs or become e-commerce enabled. We can pinpoint the specific strategies and technologies that make the best sense for your company, then implement them cost effectively. With a proven track record, we get companies where they want to go integrating an understanding of emerging technologies with their existing systems. Contact us for the best business solutions, foresight and service.

*SITCUR e-business solutions with integrity*

**SITCUR**

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## Capability Study

\*[Jostra Bentley](#). Selected to design and implement EDI processing and data conversion, and to support the new Oracle JDEdwards ERP and VMI (continuous replenishment) systems for this leading edge manufacturer of heart - lung machines and accessories. Worked with major distributors and customers. Mapped EDI and bank lockbox documents to the corporate enterprise SQL server. The EDI system is saving Jostra \$40,000 per month.

\*Sitcur recently completed a successful business process re-engineering project for a major bio-tech corporation. We analyzed how orders, invoices and pricing contracts are processed electronically, and recommended the formation of a new single business unit, including software and staffing requirements, to support web ordering and electronic processing of transactions totaling \$1 billion per month. The company is in the process of implementing our recommendations.

Automated returned goods processing with EDI -Inovis Systems' Trusted Link Enterprise - and IBM iSeries AS/400 JDEdwards system. Worked with staff, implemented the software, tested and brought successfully to production. We implemented the RxASN document to comply with new e-Pedigree prescription tracking regulations.

\*Designed, implemented and support EDI and bar coding system for a large independent frozen food producer using the Softshare (now Liaison Technologies) Delta and Vista EDI software. Interface with major grocery chains including Wal-Mart/ Sam's Club (using AS/2 EDI-Int internet communications), Kroger/Ralphs/Fred Meyer/Smiths/etc., Albertsons, Safeway/Vons, and more. Receive orders and EFT payments, send invoices and bar code production runs and shipments interfacing directly with the order/ production database. The system continues to run smoothly and reliably.

\*[Hitachi Transport System America](#) selected Sitcur to upgrade its e-business systems to the next level with the Softshare Delta and E-Commerce Server Software Suite (now Liaison Technologies) because of our experience in the field. As a result Sitcur helped Hitachi win a significant contract providing 3<sup>rd</sup> party logistics services for a major consumer electronics manufacturer. B2B exchange of order, inventory and shipping documents is used heavily with customers such as [Circuit City](#), [Best Buy](#), [Sears](#) and [Amazon.com](#). Sitcur designed and implemented an RFID strategy for Hitachi Transport meeting the pilot program requirements of major retailers [Best Buy](#) and [Wal\\*Mart](#) and provided an e-business solution which forms the basis of a new "Hi-Trace" shipment tracking system.

\*[Auto-Graphics](#). Designed XML documents to communicate ordering, invoice and shipment information from their SQL web database servers to fulfillment houses via EDI. Integrated systems with Softshare's (now Liaison Technologies) ECS E-Commerce Server and Delta mapping tools.

\*[NASA/JPL](#) – Planned and executed redesign of the Small Business opportunities Office Web site.

\*Conducted an on-site analysis of a client based insurance quote and policy issue system. Produced detailed system documentation. Proposed an Oracle database design to provide expanded capability. Proposed, designed and documented a unified web site architecture bringing together three independent web sites and incorporating electronic commerce and user authentication for [ACORD](#), the insurance industry standards organization.

\*For [Nissin International Transport Company](#), designed and managed the implementation of a UNIX Oracle database EDI shipment management system supporting major customer exports including The GAP and Starbucks. Nissin Freight and Customs offices around the country use the client server package. Mapped different data and database files sent from Starbucks and others into Oracle server applications with the Softshare Delta and (ECS) Electronic Commerce Server software (now Liaison Technologies). Added bar code scanning capability to meet customer requirements. Implemented customs service EDI invoicing for Nissin and their customer [Sharp Electronics](#).

\*For [dj Orthopedics](#), Smith + Nephew, a medical device manufacturer, designed the EDI infrastructure, implemented Inovis Systems on an AS/400. Upgraded the EDI capability to support a new Oracle JDEdwards ERP enterprise system.

\*Conducted an EDI analysis and implementation for [Van Camp Seafood](#) (Chicken of the Sea Tuna), which included their relationship with food brokers, truckers, and public warehouses in order to identify and implement the benefits of several EDI documents on their AS/400 using the Inovis Systems TLE EDI/400 package.

## Capability Study cont'd

- \*Designed a pilot program for [Kawasaki Motor's](#) legal department which interfaced their internal mainframe E-mail system with law offices around the country. Worldwide users subsequently moved on line in a secure environment.
- \*We implemented EDI and provide VAN service for a major international freight forwarder and warehousing operation specializing in Hawaii and the Pacific Islands. They provide consolidation and logistics services for their major customer [The Home Depot](#) staging and shipping all products going from the mainland to the stores in Hawaii. When Home Depot required the implementation of a new Oracle JDEdwards ERP system to increase enterprise visibility of the product supply chain we were chosen to do the EDI implementation.

Sitcur was able to map Home Depot order data directly into the JDE SQL database, including to automatically populate the item tables for new products and suppliers with the Softshare (Liaison Technologies) Delta/ECS E-Commerce Software Server Suite. The system automatically generates and sends a nightly manifest of containers and cargo saving about 60 hours of work per week previously done manually. By using the Liaison Technologies VAN to carry their EDI traffic savings of between \$1300 and \$4300 per month were achieved compared to their prior carrier.
- \*For [Huck International](#), a division of Alcoa, we identified problems with the way inventory and order shipment information was being communicated from Huck to Boeing. We designed a system to automate the process and managed the implementation. Efforts resulted in increased accuracy and reduction of 10 hours of work per week.
- \*Designed and implemented the EDI infrastructure for [Rain Bird](#) with Invis Systems Software running on an AS/400. Interfaced the system with an IBM mainframe. Created a part number validation and conversion system to automatically communicate orders and invoices with Rain Bird's distributor network. Designed the system to be compatible within their Industry standards. Conducted training presentations for employees.
- \*For nine years, provided support of software and communications for **Withrow Zerwekh**, a customs broker, freight forwarder, warehousing, trucking and NVOCC operation. In-depth knowledge of cargo/brokerage writing and supporting customs entry and cargo release logic, tariff fee calculations and interfaces to the US Customs' ABI system.

## Biography

**Roger Curtis** President & CEO brings over thirty years of experience providing software solutions to help companies by supporting their e-business objectives and client relations. A problem solver and visionary, Mr. Curtis attributes his company's success to its ability to provide customers a practical approach to improving their efficiency and important business relationships.

An Authorized AT&T Creative Alliance Partner, SoftShare (now Liaison Technologies) Application Integration Partner and a participant in the Southern California E-Business Forum and DISA (The National Data Interchange Standards Association), Mr. Curtis is sought out as a lecturer and panelist. He developed and taught the first course on EDI for The University of California, San Diego.

A UCLA graduate specializing in Human Genetics and Bio-Statistics, he's authored many published articles on the subject and testified as an expert witness in notable trials. He has served on the patient education committee of the American Diabetes Association, Los Angeles Chapter. For the past five years he has been an Alumni Mentor to UCLA undergrad Alumni Scholarship winners guiding students on how to launch their careers. For recreation Mr. Curtis is a sailplane pilot, volunteer copilot for Angel Flight of California and enjoys hiking, nature and the outdoors. A patron of the arts, he shares his love of photography, art and music with his wife, Karen, and their son Joseph, a UC Santa Cruz Regents' Scholar.

## What Our Customers Have to Say

"In order to maintain and grow an existing partnership, Nissin needed to implement an EDI solution as quickly as possible. However, the information required in the EDI transaction sets was beyond the scope of our normal business with this customer. In simple terms, we had no place to house the data we were to receive and had no application to input the information we were to return. What we needed was a complete solution. Sitcur came to us as EDI experts, but in truth brought a much broader experience to the table. They were able to quickly design and implement an Oracle database solution that worked seamlessly within our existing hardware and software infrastructure. They worked within our constraints matching our needs to our customer's requirements - no small task. We ended up very pleased with the results, and perhaps more importantly, so was our customer."

-John Curtis, Manager - Planning Department  
Nissin International Transport USA, Inc.

From: Carol Croom  
To: Roger Curtis ([roger@sitcur.com](mailto:roger@sitcur.com))  
Subject: EDI Project status and time

Roger:

We appreciate Sitcur's project management and keeping me informed.  
The working relationship on this account is perfect.

Thanks.  
Carol

Carol Croom  
Director Professional Services/Outsourcing  
Inovis Corporation

"Roger Curtis and his company have unique skill sets, a solid reputation and they were easy to work with. Sitcur has total integrity and trust."

-George Rasher, President, Cabrillo East

"Sitcur has been associated with EDI Specialists for the past four years working as consultants for our Company. In that capacity, they have done an outstanding job for us. On one particular project, in addition to doing the work, they provided some of the best documentation I've seen. We have found them to be extremely knowledgeable and very personable. As far as I'm concerned, they set the standard for professionalism"

-Joe Gilbody  
President, EDI Specialists

"Sitcur is experienced. They do it right the first time."

-Robert Rhodes, MIS Manager, Valex