



Windows Vista Customer Solution Case Study

Keypont Electronics

Customer: Keypont Electronics, Inc.

Web Site: www.kepont.com

Customer Size: 10 PCs

Country or Region: Northeast U.S.

Industry: Wholesale, Distribution

Partner: eMazzanti Technologies

Website: www.eMazzanti.net

Customer Profile

Located in Clifton, New Jersey, Keypont Electronics purchases and sells a wide variety of obsolete, excess and surplus electronic components.

Software and Services

- Microsoft Windows Vista Business SP1
- Microsoft Office Professional 2007



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www.windowsvistaexperience.com

Windows Vista Accelerates Deal-Making for Surplus Electronic Component Company

“Using Meeting Space, overseas buyers can quickly create a meeting with streaming video to clarify a component’s size, color, condition and other pricing factors,” said Aponte. “It beats a plain photo and an email.”

Gus Aponte, Vice President, Keypont Electronics, Inc.

Keypont Electronics, a specialist in buying and selling surplus and obsolete electronic components, is a major player in a highly competitive industry where maintaining inventory levels and rapid-fire deal-making are the most critical elements to success. Using the IT expertise of eMazzanti Technologies, Keypont increased its productivity through better collaboration, faster information gathering, and enhanced security with Windows Vista

Business Needs

Keypont’s ability to quickly handle a transaction and maintain inventory levels are the critical business drivers for the company.

“Keeping an inventory of electronic components is our biggest challenge,” said Gus Aponte, vice president, Keypont Electronics, Inc. “The surplus industry is very competitive and we must constantly seek

new methods, processes, solutions and technology that will keep us ahead of the pack.”

“Closely related to maintaining a robust inventory is the speed with which we close deals. Faster is not just better, it’s a necessity.”



Solution

Meeting Space

Windows Meeting Space, the new collaboration feature in Windows Vista, is a simple and powerful tool that enables face-to-face collaboration among small groups of Windows Vista users—anytime and anywhere. Whether Kepont is sharing a proposal or evaluating the purchase of an overstocked component, Windows Meeting Space enables face-to-face collaboration by as few as two or as many as 10 people over a wired network, a wireless local area network (WLAN), or an ad hoc wireless network. Connections are established quickly, easily and securely. An individual simply initiates a session in Windows Meeting Space. Others can join it, share files, or see the same view of an application or desktop allowing all to collaborate in real time.

Instant Search

Windows Vista Instant Search rapidly searches for any type of file—email, spreadsheet, photo, graphic, video, audio, text—found anywhere on Kepont's hard drives.

Security Center

Windows Security Center helps make Kepont computers more secure by alerting users when their security software is not up-to-date or when security settings have potential weaknesses that should be corrected. Additional security protects the computer while browsing and prevents users from downloading undesirable software via account controls.

Sidebar/Gadgets

Windows Sidebar is a pane on the side of the Windows Vista desktop where Gus Aponte, Kepont's vice president, can keep his gadgets organized and always available. Gadgets can integrate with Aponte's applications to provide streamlined interaction. For example, Aponte

uses a calendar gadget linked to its Outlook calendar for a single, common view of activities and commitments.

Benefits

■ Improved Collaboration

"Using Meeting Space, overseas buyers can quickly create a meeting with streaming video to clarify a component's size, color, condition and other pricing factors," said Aponte. "It beats a plain photo and an email."

■ Instant Information Solutions

"We deal in a rapid-fire environment where having the right information at your fingertips is the difference between success and failure," said Aponte. "Instant Search can find everything to do with a part number or a name—searches are seconds rather than hours."

"The old way of finding component information was to look it up manually in the Thomas Register," said Aponte. "Now, Instant Search can sift through online resources to find all the information I need."

■ Faster Deal-Making

"I would have lost a \$1,200 deal if I had to call the customer back rather than be able to answer all his questions while we were on the phone," said Aponte. "We can have hundreds of deals like that every month."

Aponte continued: "We have a very small nucleus of people handling all of our world-wide transactions. The network solution that eMazzanti Technologies developed has increased our productivity at least four-fold, allowing us to grow extensively without adding resources."

■ Better Business Gadgets

Gadgets like currency exchange and RSS news feeds really help us stay on top of the national and international factors that directly influence our business," said Aponte. "Windows Vista has a variety of "gems" that make my business run better."

■ Stronger Security

"Windows Vista Security Center provides Kepont's computers with increased firewall and malware protection, automatic updating, safer Internet browsing and download-screening with User Account Control," said Carl Mazzanti, president, eMazzanti Technologies. "It provides several layers of additional security all managed from a single spot."