

KANTARA
d e v e l o p m e n t



www.partmerchant.com

An
Introduction

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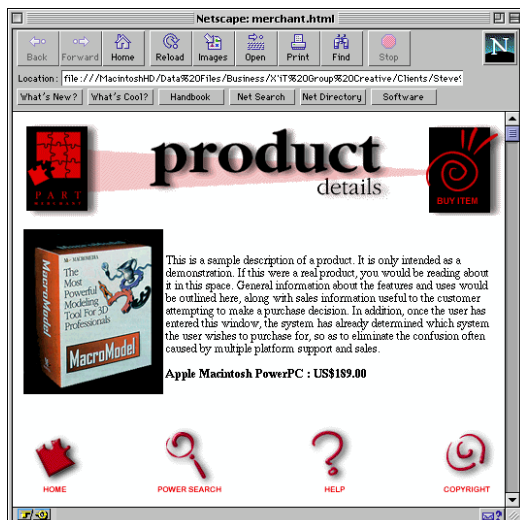


introduction

With each new technological advance, businesses are better able to serve their customers in increasingly sophisticated ways. They offer their products with greater ease and focus. Apple's OpenDoc technology is no exception, and promises to revolutionize the way the customer views the nature of software itself. While having eliminated scores of application limitations, OpenDoc has also spawned concern among developers and users alike. What happens when a user opens a document without all the part editors used to create it? Where should a user go to find a required part viewer? Where might a user find other OpenDoc part editors? Which editors are cross platform? The Part Merchant takes an innovative approach toward addressing these problems.

software, on demand

The Part Merchant (PM) is focused entirely on the needs of both the users and developers of OpenDoc components. It is a single source to purchase and download, on-demand, OpenDoc based software for the MacOS, OS/2, Windows, and AIX operating systems. No longer will users have to wade through advertising for non-OpenDoc software to find compatible parts, only to find that they must incur extra cost for next day delivery. The Part Merchant gives any user connected to Internet the capability to immediately add functionality to their application—without the hassles of traditional software distribution.



pm finder

PM Finder is an extension to OpenDoc. Upon encountering a data type for which the system lacks an editor or viewer, PM Finder modifies the user-interface, displaying options for automatic retrieval of that missing part. If the user consents, PM Finder creates a connection to the PM World Wide Web distribution site, whereupon a search is performed and likely candidate editors and viewers for the presently unrecognized data type are displayed. The user may then elect to download a viewer or purchase and download an editor/viewer of their choice, returning to their previous business only minutes later, with little hassle.

pm fetch

PM Fetch is an OpenDoc component made available to our vendors. It consists of a “buy” button that may be incorporated into the About...box, Help menu, ReadMe document, or wherever is most appropriate. If the component is a viewer, the button will launch a web browser and bring the user directly to the Part Merchant’s page for the editor, where they can then choose to buy the product. It can also be used to upgrade to new versions, or upgrade trial or beta versions of the product.



timely and convenient

The Part Merchant will be available for automatic sales 24-hours a day, seven days a week. Customers can purchase the software they want and start using it in minutes. And developers get automatic registrations with their sales.

safe and secure

We currently support the CyberCash system for Internet based financial transactions. It is a secure system that passes credit information directly to the bank, bypassing us. If the transaction is approved, we get an authorization number and continue. We never receive the credit card number. Future plans include adopting other secure payment methods including Digicash’s E-cash and First Virtual Holdings payment system.



odz

Pronounced “odds”, it’s the OpenDoc eZine. This is a monthly online magazine for OpenDoc enthusiasts.

It will house interviews, articles about OpenDoc, and reviews of selected products. Odz underscores Partmerchant’s committment to providing key value-added information for its developers and customers.

small developer support

While both large and small developers will benefit from PartMerchant, we have designed a special category for products from small developers: LC-Ware. LC-Ware (Low-Cost-Ware) is software in the price range of \$10-\$25. Also offered will be President's Picks, a bundle of LC-Ware for an even lower per unit cost. It allows a developer to sell small products at a low price, yet have a large distributor who processes credit card orders.

datatype services

In the future, in addition to locating missing part editors and viewers, our database of software components will be put to use by developers directly. For example, a spreadsheet component may query our database for other part viewers that can use its type of data. We might then return five different types of charts that the spreadsheet could place in a menu. If the user wishes to use one, then it can be downloaded and used. Thus, software is able to extend itself over time without revision.

version control

Later in the year, we will be implementing version control for OpenDoc parts. This will allow parts to check in with our server and ensure that they are the most recent version. Users may choose to download the new version (or purchase and download, if necessary). Both users and developers benefit from having the latest release in use. Developers also benefit from statistics regarding how often their software package is being used, although no information about the user is provided.



no-hassle installation

To make the user experience as fluid and natural as possible, we are working to establish standards to install and update software with a minimum of user interaction or hassle. Thus, version control will lead to automatic installation of updates. The PM Finder will be able to install the missing part editor or viewer and use it for the current document. The spreadsheet will be able to retrieve, install, and use the chart components to display its data.

corporate support

We will be partnering with specific companies to bring key license servers to OpenDoc components. Special versions of PM Finder and other component access technologies will search first on the corporate server before referencing our global Internet based server. Ideally, a corporate IS professional could set up multiple computers, purchase the proper licenses, and leave it to our software to install, update, and manage licenses for all the client software as needed.



conclusion

We are dedicated to making Software On Demand become a reality. Whether for an individual, or an entire corporation, we provide the tools to make it work. And that's good news for our customers, who will spend far less time standing in line at their local software store, or waiting for a package to arrive, and more time using their software.

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As part of our commitment to only the highest standards in interface design and useability, Kantara Development has chosen XIT Group Creative as an official partner in the development of The Part Merchant website. Visit them online at <http://www.xgroup.com/>, email info@xgroup.com, call +1 714 830 3579, and discover what quality online design can do for your company.