

Product Review

Promedico, a large Israeli medical products distributor, purchased iSecurity AP-Journal from Raz-Lee Security for use in their Power i business applications.

iSecurity AP-Journal is an Application Security and Business Analysis Solution for the Power i. AP-Journal protects business-critical information from insider threats as well as from external security breaches by keeping managers closely informed of significant changes in their business-critical data. The product produces timeline & cross-application reports based upon user-defined business items and sends SMS, SYSLOG, e-mail and MSGQ real-time alerts when business-critical data changes or is accessed.

AP-Journal is part of the iSecurity product suite, which provides a complete security solution for the Power i environment, ensuring effortless compliance with PCI, SOX and HIPAA regulations. Raz-Lee has more than 26 years experience at thousands of Power i installations worldwide, making iSecurity a field-proven and reliable solution for corporate security.

System Requirements

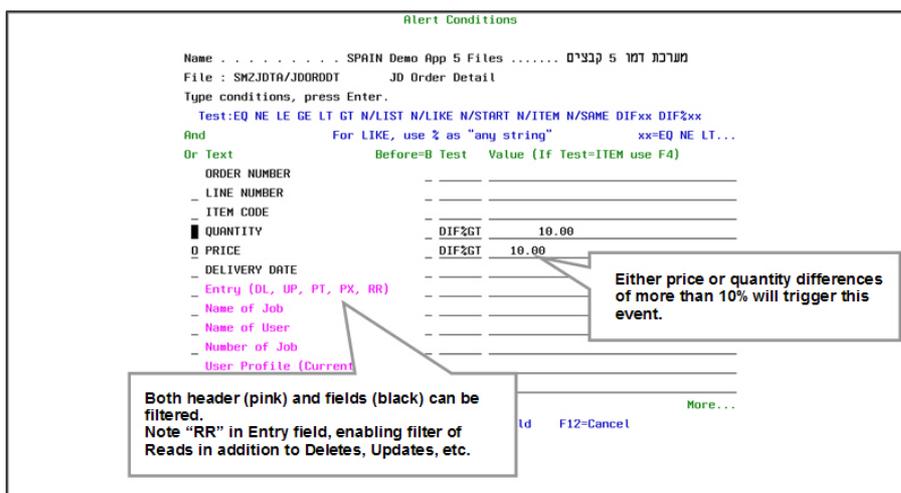
The basic requirement for AP-Journal is an AS/400 system with OS/400 5.2 or higher. Also, in order to obtain the most benefit from AP-Journal, the journal should be defined to support both Before & After images.

Installation & Setup

We at Promedico found iSecurity's deployment process to be swift and simple. There are two options for installing the product - website download or CD. During the installation process, we defined the files we wanted to journal, and Raz-Lee obtained the confirmation of our IT Provider and actually implemented the journaling, which was very convenient for us.

Installation & setup of AP-Journal were performed in accordance with our requirements. For instance, we wanted an SMS to be sent directly from the Power i, rather than the Power i sending an email which triggers an SMS (this option would have cost us a fortune). Accordingly, Raz-Lee created a special application which linked AP-Journal to our cellular provider, and this saved us significant amounts of money.

The product is easy to learn. We had three product training sessions, which were more than enough to get acquainted with the product and use it smoothly.



AP-Journal Alert Conditions Screen

Using AP-Journal

We use the product for a variety of business & security needs:

- **Preventing undue blockage of customer orders on account of credit limitations.** Once a customer places an order which is blocked due to credit limitations, an SMS is issued by AP-Journal to one of our staff members, who immediately checks if the blockage is justified. If the blockage is not justified, the order is immediately confirmed. This enables us to check the relevancy of the blockage in real time, and – most important – prevents the customer from turning to another provider for this order.
- **Checking the validity of updates to pharmaceutical product's expiration dates.** Since we distribute medications imported from other countries, we must ensure that only an authorized, qualified pharmacist can extend the shelf life of a product - this check is required by our customers. Whenever the expiration date of a product is changed, an email is sent, and a relevant staff member checks who made the change. There is no limitation on the number of emails sent; they can be sent to multiple recipients simultaneously.

In a product demo prior to the purchase of AP-Journal, our staff member received an email concerning an unauthorized change in expiration dates. Without AP-Journal, he'd never have known about it.

- **Accelerating the supply process.** Whenever the quantity of a product in our inventory changes from 0 to 1 or more, an SMS is sent. This enables us to start shipping the product to a customer who is waiting for it as soon as it enters the inventory.

Highlights

AP-Journal streamlines our business processes, ensures that business does not get stuck at any irrelevant point, and helps us retain customers & comply with vital medical industry standards regarding product expiration dates.

One of the best things about AP-Journal is that it has all the necessary functionalities integrated into the product – SMS alerts, sending emails, reports and more.

Pricing

AP-Journal is priced by IBM P-Group, and ranges in price between \$5K-30K.

AP-Journal provides excellent return on investment, since it saves valuable employee time and effort.

In addition, we have a maintenance retainer, which enables us to receive 24/7 service and useful information.

Cont.

About Promedico

Established in 1952, Promedico, a part of the Neopharm Group, provides its strategic partners and customers the highest level of service and commitment in the fields of pre-wholesaling, logistics and physical distribution, as well as added value services throughout the supply chain. Promedico's partners include some of the leading multinational and Israeli pharmaceutical, medical supply, and health care companies.

Promedico's services are fully cGDP and cGMP (where applicable) compliant, meeting the required European standards, and the Israeli Ministry of Health regulations. Promedico is proud to be the only Israeli distribution company certified for three different ISO standards: ISO 9001:2000; ISO 14001:2004, for environmental management, and OHSAS 18001 for Occupational Health and Safety.

Promedico's customer service and call center's hours of operation are the longest in the Israeli pharmaceutical wholesaling market. Moreover, the company's customer service and call center enables order placement 24/7 via various channels.

Promedico serves 6,000 points of sale – the larger variety and number of customers than any other pharmaceutical wholesaler in Israel: among them pharmacies, drugstore chains, sick funds, hospitals, old age homes, geriatric hospitals, medical clinics, home patients, MOH regional offices, research labs, food chains, and supermarkets

A growing and dynamic company, Promedico, has a workforce of more than 220 employees, a number which is constantly increasing due to the rising volume of trade in which the company is involved.

All of the above together with Promedico's state-of-the-art Business Intelligence capabilities, logistics systems, highly trained staff, and added-value services – enable Promedico to continuously expend its market leadership. General Manager: Amir London.

For more information visit www.promedico.co.il

About Raz-Lee Security

Raz-Lee Security is the leading security solution provider for IBM's Power i (AS/400) servers. With over 25 years of exclusive iSeries security focus, Raz-Lee has achieved outstanding development capabilities and expertise. Raz-Lee is headquartered in Israel, with offices in both the United States and Italy.

Raz-Lee's thousands of customers include many of the largest and best-known companies in Europe, the Americas and the Far East in industries such as banking, insurance, automotive, healthcare, government and consumer products. Worldwide distribution channels support the company's international clientele.

Raz-Lee is an Advanced IBM Business Partner, carries the IBM Server Proven certification and partners with IBM in numerous markets worldwide.

For more information on Raz-Lee Security visit www.razlee.com

Author: David Foner

Title: ERP Manager, Promedico