

Jean Louis David

Net Services Software

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SUCCESS STORY

To address the Internet access, e-mail and collaboration needs of its franchise operations in Poland, Jean Louis David hair salons leveraged the system integration assistance of Simplex Consulting and the one Net capabilities of Net Services software from Novell.

OVERVIEW

Known and respected since the early sixties, Jean Louis David is one of the leading international hair salon franchises. A Warsaw-based company, Firma Polma, has managed Jean Louis David's numerous salons in the Polish region for more than seven years. They are responsible for selling franchise licenses, coordinating salon operations and further developing the network of all Jean Louis David salons. Combining efforts has allowed the Jean Louis David salons to generate more revenue, simplify daily working endeavors and focus all their time and effort on satisfying new and existing customers.

CHALLENGE

With a mere 10 employees to manage its Jean Louis David franchise operations in Poland, Firma Polma faced many of the same problems and challenges most small business operations encounter as they strive to deal with enormous business demands. One of the greatest challenges faced by the company stemmed from the difficulty in exchanging information between its employees and the organization's geographically dispersed offices. The company needed a system that could deliver online collaboration; e-mail exchange and easy, secure access to shared data over the Internet. To solve this daunting problem, Firm a Polma called on the system integration help of Simplex Consulting and the one Net capabilities of Net services software from Novell.

NOVELL AND SIMPLEX CONSULTING SOLUTION

As a Novell partner for more than ten years, Simplex Consulting specializes in system integration of heterogeneous networking environments. The consulting firm has also worked



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*—Tatiana Gardzinska,
public relations manager,
Firma Polma and Jean
Louis David hair salons*

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closely with Jean Louis David salons to help build the information systems and solutions that the salons need to improve business operations and foster growth. "We chose Simplex Consulting because we knew they could service many of our complex obstacles and needs," said Gardzinska. "In addition, we chose Novell Small Business Suite 5.1 because it is an inexpensive solution that quickly gives us all the tools we need to address our problems and expand our opportunities."

Novell Small Business Suite 5.1 delivers a secure network solution designed specifically to power small businesses. At its core, the Net services solution incorporates NetWare® 5.1, NDS® eDirectory®, GroupWise® and BorderManager®. Additional industry leading partner products include IBM's WebSphere*, Network Associates' VirusScan* and NetShield*, and Tobit FaxWare*. With the included tools, applications and utilities, organizations can send and receive e-mail and faxes, create databases and applications, and design and manage Web sites. Novell Small Business Suite also helps organizations provide remote user network access with increased network security.

The Novell Small Business Suite provides all the tools that organizations need to connect their business to the Net and establish a secure foundation for their eBusiness initiatives. "Novell's Small Business Suite enables centralized access to the Internet," said Piotr Szala, administrative director for Simplex Consulting. "Novell's small business solution makes it possible to create your own Web page as well as provide unrestricted passage of e-mail and fax integration."

According to Gardzinska, e-mail, fax integration and data collaboration were just a few of the reasons Firma Polma decided to employ Novell's Net Services solution at its Jean Louis David operations in Poland. "We did not have e-mail or the ability to collaborate with each other," said Gardzinska. "Now we can easily access e-mail as well as share and access all company data."

Although the Novell Small Business Suite specifically addresses the challenges of small businesses, it has been designed to scale as a business expands. "Our firm is still evolving, and the Novell Small Business Suite allows for our growth," said Gardzinska. "Currently we only have 10 users, but we can increase that number to 50 without any difficulty."

Since the Novell Small Business Suite supports Novell's one Net strategy, it greatly simplifies the complexities of the Net for Firma Polma. "Novell's solution gives our clients system platform independence," said Joanna Chmielewska, director of marketing for Simplex Consulting. "Novell's one Net strategy simplifies integration and allows users to forget about the kind of network they are using."

RESULTS

"The Novell Small Business Suite gives us a great solution to share information, access e-mail and leverage the Internet," said Gardzinska. "Now we can concentrate exclusively on what we do best—which is develop and expand Jean Louis David Salons in Poland."

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