

"Using this knowledge, we are able to import data from a wide range of systems (not just those using Quinte Computer business software) into our databases and present them efficiently on web pages."

Moore says that QcsOnline's initiative, referred to as Business to Business (or B2B), will be to implement Internet solutions allowing a company to provide customers with access to key account information via the Internet 24 hours per day, seven days per week. This means customers would be able to gain instant access to information whether it be reviewing order status, their accounts receivable position, sales history and inventory details to customized account tracking solutions and placing orders online.

Moore continues, "the fact is that all companies in any industry are always looking to get a leg up on their competitors. Within a few years there are indications that all companies will be on the internet and those companies that are not able to service their customers through this medium, may not be able to compete. That is why businesses are looking to implement our B2B solutions. What makes B2B solutions so attractive is the fact that it strengthens the trade relations between the customer and the business.

For Wilson Canada; the key to successful business has been as much about customer satisfaction as it is superior products.

"With the B2B solution from QcsOnline we can now provide our existing customers and distributors with key product and operational data at their convenience, whether it be at 1:00 in the afternoon or 10:00 at night" says Paul McKeown, Vice President of Finance and Operations at Wilson Canada.

Order Number	Order Date	Ship Date	Amount
22040	06 Nov 00	13 May 00	\$20.40
22040	06 Nov 00	13 May 00	\$20.40
22040	06 Nov 00	13 May 00	\$20.40
22040	20 Feb 00	26 Jun 00	\$91.30
22040	20 Feb 00	26 Jun 00	\$91.30
22040	02 Mar 00	13 Sep 00	\$91.30
22040	17 Apr 00	18 Apr 00	1230
22040	18 Apr 00	30 Apr 00	CASH ON
22040	10 May 00	11 May 00	6392
22040	11 May 00	13 May 00	136.20
22040	11 May 00	12 May 00	679.74
22040	14 May 00	15 May 00	733.30
22040	08 Aug 00	08 Aug 00	666666
22040	08 Aug 00	08 Aug 00	327.18
22040	08 Aug 00	08 Aug 00	327.18

"We are not just out to sell you a system and then go away.."

"This means that, to the customer, Wilson Canada is not perceived as just another supplier of Sporting Goods but more of a business partner since we are willing and able to provide them with important information that they can utilize to better manage their business."

Jamie Moore sees a big necessity in the immediate area for smaller to mid-sized companies who would benefit from B2B and has already made the solutions very affordable to any size of business.

"Our analysis of this industry led us to discover that up until now, B2B solutions were incredibly expensive and reserved only for the larger corporations. Our strategy at QcsOnline is to make this technology available to any sized business at a much more reasonable cost". Based on Quinte Computer's history, we feel that it is far more important to establish a solid business relationship with our customers, no matter their size, and work with them to grow their business.

"Let's face it, QcsOnline's success as a business can only ever be attributed to the success of our customers".