

Q. Why should I evaluate eSENSE Visualizers?

A. If you have a requirement to securely display data from one or more line of business systems within your SharePoint sites, eSENSE Visualizers provide the easiest, most efficient way to access, format and display this information without any custom coding requirements. SharePoint gives you “out of the box” portal functionality for documents, lists, and other related items. Many portals however are “data centric” and require access to information from multiple systems and databases such as CRM, HR, Finance and ERP. eSENSE Visualizers provide a simple configurable process to graphically display this business information alongside relevant SharePoint content.

Q. How is your product different from Microsoft’s Business Data Catalog (BDC) and Business Connectivity Services (BCS)?

A. eSENSE Visualizers are far easier to use and offer far more powerful functionality than the BDC or BCS and are designed for non-technical users of SharePoint. eSENSE Visualizers do not require purchase of the “Enterprise” edition of SharePoint and support all 2003, 2007 and 2010 versions of SharePoint.

Q. What are the components I need to purchase for a complete setup?

A. A basic setup requires:

- a single eSENSE Visualizer license for the SharePoint server \$3,995
- a single eSENSE Broker license (for Databases and/or Web Services) \$1,995
- a single eSENSE Configurator license \$1,495 (per user)
- annual maintenance \$1,495

Therefore the base configuration price is \$8,980

Q. What are the technical requirements to run eSENSE Visualizers in my environment?

A. Three basic items are required to install eSENSE Visualizers:

- 1) **A SharePoint Server:** eSENSE installs on servers running Windows SharePoint Services 2.0, SPS 2.0, WSS 3.0, MOSS 2007 or SharePoint 2010.
- 2) **A Database Login:** eSENSE uses a database to store information needed to setup and render pages in SharePoint. The credentials provided (either windows authentication or SQL authentication) need to have the rights to create a database and create a SQL login on the targeted database server.
- 3) **A Valid SharePoint Administrator ID:** An impersonation user is used to provide native SharePoint functionality. In order to allow eSENSE to extend base SharePoint functionality (at install time) the user’s privileges need to be escalated to local administrator on the SharePoint server.

Q. Do eSENSE Visualizers require a MOSS license?

A. No. eSENSE Visualizers support all versions and variants of SharePoint 2003, 2007 and 2010.

Q. What databases can I talk to?

A. eSENSE Visualizers offer native support for Oracle and SQL Server databases. Visualizers also work with a large number of other databases via OLE-DB and ODBC drivers. NSE customers are using Visualizers to connect to a number of diverse data sources such as IBM AS/400 systems.

Q. What web services can I talk to?

A. Via the eSENSE Web Services broker, eSENSE Visualizers support web services that utilize .NET return types or primitive data types (string, int, etc.). eSENSE Visualizers interact with other web services such as salesforce.com, SAP, Azure. Multiple authentications are supported for immediate integration into true SOA architectures. In addition, the ability to make direct calls to .NET Assemblies and Workflows provides architects with an abstraction layer and information workers with additional data they can present directly through their SharePoint-based portals.

Q. Can you also “write” data back to a database using eSENSE Visualizers?

A. Yes, eSENSE Visualizers provide the capability to update line of business information via SharePoint including the creation of new records. This also supports 3rd party components to provide native read/write capability directly from SharePoint without programming.

Q. What types of charts and drill-down capabilities do eSENSE Visualizers support?

A. eSENSE Visualizers provide an extensive library of chart option types in both 2D and 3D to create great looking new ways of seeing and touching system data. All charting options allow drill-through navigation/links all in a standard SharePoint web part. eSENSE Visualizers support all major chart types including line, bar, pie, stacked bar, point, area, gantt and stacked area. eSENSE Visualizers also allow users to render information directly onto Bing Maps within SharePoint sites. With full drill-down, pan-zoom and 2D-3D capabilities, users can go “global to local” to view, analyze and act on business information by location or geography.

Q. Is the trial full function?

A. Yes, all functionality of eSENSE Visualizers is enabled during the trial. The trial is time locked to expire after a certain time period from installation. We also provide technical support during the trial period.

Q. Can the work that I develop during the trial be used in production or will it be lost?

A. All work done during the trial will be saved and can be used when a license is purchased.

Q. Are there other ways I can evaluate the product without installing on my network?

A. Yes, online tours can be downloaded at www.nse.com.

Q. Tell me about NSE

A. NSE is a privately-held company headquartered in Atlanta, GA. We have been a Microsoft Gold Certified Partner since 2001. Our business is focused on providing enterprise management, data integration and “dashboard” solutions for organizations using Microsoft’s SharePoint technologies.

Q. Do you have reference customers I can talk to?

A. Yes, of course. We provide a list of people and organizations you can contact on request. We normally request customer permission first and then forward the contact details. Alternatively, you can download case studies from our website.

Q. What type of maintenance services do you provide?

A. We provide phone and email support during standard business hours in both North America and Europe. For high priority issues we encourage online meetings to fully understand the issue and to provide the required resolution.

Q. Can you support European (non-US) customer installations?

A. Yes, we have customers from many countries and continents who have downloaded our products.

Q. What is your partner/reseller model? Do you have partners?

A. Yes, we encourage partners and have many different partner models ranging from OEM and re-seller agreements, vertical solution partners, services partners and Microsoft Certified Partners who want to market our products within certain territories.

Q. What do I need to do to become a partner/reseller?

A. We can email you our standard partner agreement. This provides significant discounts to partners who want to distribute our products.

Q. Do you offer enterprise licenses?

A. Yes, enterprise license prices are available on request for all our products.

Q. We're a SharePoint hosting company. Do you support this model with your products?

A. Yes, hosting companies can purchase eSENSE licenses which can be used within their hosting facility.

Q. What is your relationship with Microsoft?

A. We have been a Microsoft Gold Certified Partner since 2001. We are recognized in three competencies – ISV/Software Solutions, Business Process and Integration and Mobility Solutions. We generally attend all Microsoft SharePoint related events and technical conferences. All our engineers and products are Microsoft-certified. We regularly meet with Microsoft personnel to discuss product and technical strategies.

For more information visit: www.nse.com

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