



Zausner Foods, PEAK Technologies, Pragma Systems and Stay-Linked: Helping a Cheese Maker Spread the Benefits of RF

The Client: Zausner Foods

New Holland, PA-based Zausner Foods Corp. is a wholly-owned subsidiary of global dairy conglomerate Bongrain SA (www.bongrain.com). Founded in 1977, Zausner Foods manufactures and distributes crème fraiche, natural cheese, processed cheese, cheese-based dips and dairy by-products throughout North America. Among the many well-known dairy products made by the company, which employs 800 nationwide, are Alouette® spreadable cheese, Chavrie® goat cheese, and Ile de France® brie and goat cheeses.

The Reseller: PEAK Technologies

PEAK Technologies is a systems integrator of supply-chain automation and inventory-management solutions and services for some of the world's largest companies, including Wilson's Sporting Good and Playtex. Taking a consultative approach to projects, PEAK proposes solutions that address both the entire supply chain and, when effective, one-off technology needs. A certified software partner with SAP, PEAK helps companies achieve the vision of creating an optimized workforce, offering a range of services that address challenges as small as effectively solving mobile printing difficulties to as large as effecting complete SAP warehouse-management implementations.

The Challenge: Milking RF for All It's Worth

In early 2009, Zausner Foods turned to PEAK Technologies to handle the RF component of a large-scale SAP implementation designed to simplify its order and warehouse management tracking policies and procedures. Specifically, PEAK was tapped to provide consulting and contracting services related to expanding Zausner's network architecture. The focal point of the project was the build-out of a secure wireless network at multiple production and warehouse facilities for use with handheld wireless scanners and wireless barcode printers. As part of the implementation, PEAK Technologies introduced Pragma as its Telnet Server of choice for facilitating remote access by handheld devices to the SAP Production system. In addition, PEAK suggested Stay-Linked's award-winning Terminal Emulation as its preferred solution for wireless telnet client connectivity and centralized session management.

In addition to Pragma's best-in-class managed Telnet Server technology, Zausner's centralized IT/Help Desk staff benefit from Stay-Linked's Administrator GUI Console application, which provides total visibility and control of all Stay-Linked connected terminal emulation user sessions and configuration settings as well as a robust role-based security and data level encryption scheme.

"Working with Pragma, Stay-Linked and PEAK Technologies has been great!" said Steve Breisch, Manager of Technical Services for Zausner Foods. "Thanks to Pragma and Stay-Linked, we enjoyed a trouble-free installation. Pragma's Telnet Server Software and Stay-Linked's Terminal Emulation client software continue to serve as a worry-free component within our new architecture. PEAK may have brought them to us, but their recommendations of Pragma and Stay-Linked as our Telnet Server and client TE solution have proven to be good choices."

The Effective – and Cost-Effective – Solution: Pragma Systems' Telnet Server and Stay-Linked Terminal Emulation Thin Client

Andrew Tull, vice-president of sales and marketing for Pragma Systems, stressed the close nature of the partnership that PEAK and Pragma have been able to develop in deploying seamless and reliable solutions to their customers. "PEAK has been a reseller of Pragma's Telnet and SSH Server technologies for more than ten years now," explained Tull. "Their expertise in deploying significant, large-scale SAP projects for Fortune 500 companies speaks for itself. As our work with Zausner Foods shows, PEAK's adoption of our Pragma Telnet Server as its server of choice for deployments requiring secure, remote access – and our the ability to support customer-specific legacy and other end-user needs – is grounded in the value we provide, as well as our ability to work seamlessly with any and all partners to get the job done."

"SAP customers require scalable, secure, centrally managed solutions for reliably connecting wireless terminals to their core systems from specialized vendors who understand the mission-critical nature of their operations. In lock-step with Pragma's technology, we look forward to providing Zausner Foods with many years of value with our Stay-Linked software and support services as a key member of the best-in-class solution stack they've chosen to implement along with PEAK's vast experience and expertise related to SAP environments," added Mike Pagani, vice-president of sales and marketing for Stay-Linked Corporation.

Pragma Delivers!

Zausner Foods and PEAK Technologies are just two of the more than 3,400 companies that now rely on Pragma's outstanding performance, superior customer service and across-the-board reliability. Call Pragma today, and learn how we can help your company by providing:

- Best in class choice of Telnet or SSH to build your solutions
- **Reliable, proven enterprise-grade secure connectivity software** for all Windows® environments:
 - Highly-secure – offers a protocol for secure remote login and other secure network services over an insecure network;
 - Facilitates **data and system management**;
 - Allows **secure file transfers**; and
 - Provides consistent, **reliable application delivery**
- Gives you and your company a **powerful, convenient** approach to protecting your network
- Superior and **responsive customer service** – both throughout the sales process and during lifetime of usage
- Offers **peace of mind**

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