



# Fundamental Objects

## foSync—The Palm® Virtual Private Network

**foSync/Palm** is an easy to use Virtual Private Network (VPN), for connecting your field staff to enterprise servers. foSync is a simple, reliable synchronization infrastructure, providing the benefits of an enterprise-wide hotsync server without the high costs.

Using foSync, your staff will call a dial-up number from a PalmOS device and connect to a Windows® server, hosted by our ISP partners. Optionally you can connect to a server hosted within your organization instead.

Once connected, users can send and receive emails and update centralized calendar entries. They can send and receive any physical files structure supported by the PalmOS.

This also means that you can use foSync to update your staff's Palm applications when they are in the field—without running a full remote hotsync to do so.

A variety of security levels are in place to control access to the backend server, ranging from Windows challenge/response to our own encryption layer.



foSync infrastructure

A company can create their own secured “Tunnel”, to pass email, data files or application specific synchronization, across a internal VPN network. Note: You can even cross the web dialing a local ISP using the foSync secured VPN, because the data is packetized and encrypted/decrypted during the transmission.

foSync exposes the exchange-sync process via an API set. Application developers can create conduits that function across the tunnel—allowing a user to transmit pieces of data up to entire files back (and forth) to the server.

### foSync Comparisons:

Product	Server Cost	Per User Cost	Yearly Maintenance
Palm Hotsync Server	n/a	\$2,400 for up to five users.  Microsoft Conduit pricing begins at an estimated street price of \$330 for up to five users.	depends upon configuration
Pumatech Hotsync Server	n/a	\$36 to \$89 per user	30% of the total paid
foSync Server	\$6,000	\$25	\$500

continued



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#### Advantages

The major advantage to all of this is in reduced cost and that foSync can be run as a private VPN.

The Palm® Hotsync Server has a per server charge as well as run time user licensing/pricing. foSync sells for 1/2 or less of the Palm solution.

Our solution is WinNT/2000-based and the server-based modem manager is an extensible COM C++ object. SQL Server is used to provide an additional level of User/Role security.

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#### foSync Requirements:

Palm hardware

- Palm 3.1 OS or higher,
- 8mb RAM,
- Color recommended,
- Palm or compatible modem,
- Bar Code scanner for Barcode options.

foSync Server

- Windows NT (service pack 6+) or Windows 2000,
- Exchange Server,
- SQL Server

Communications

- Dial-up number service, IP connection, or
- contact us for a custom, inhouse solution.

#### foSync Pricing:

- foSync Server \$6000
- foSync Palm \$25/user registration fee
- 1-800 service contact us for 800 # pricing.

To request more information about **foSync** see <http://www.fo.com/audits/rfi.htm>.

For additional information on our tools see <http://www.fo.com/audits>.

**FO** is an authorized reseller of Palm®, Handspring®, Monarch® and Symbol® hardware.

Contact us at [info@fo.com](mailto:info@fo.com) or <http://www.fo.com>.