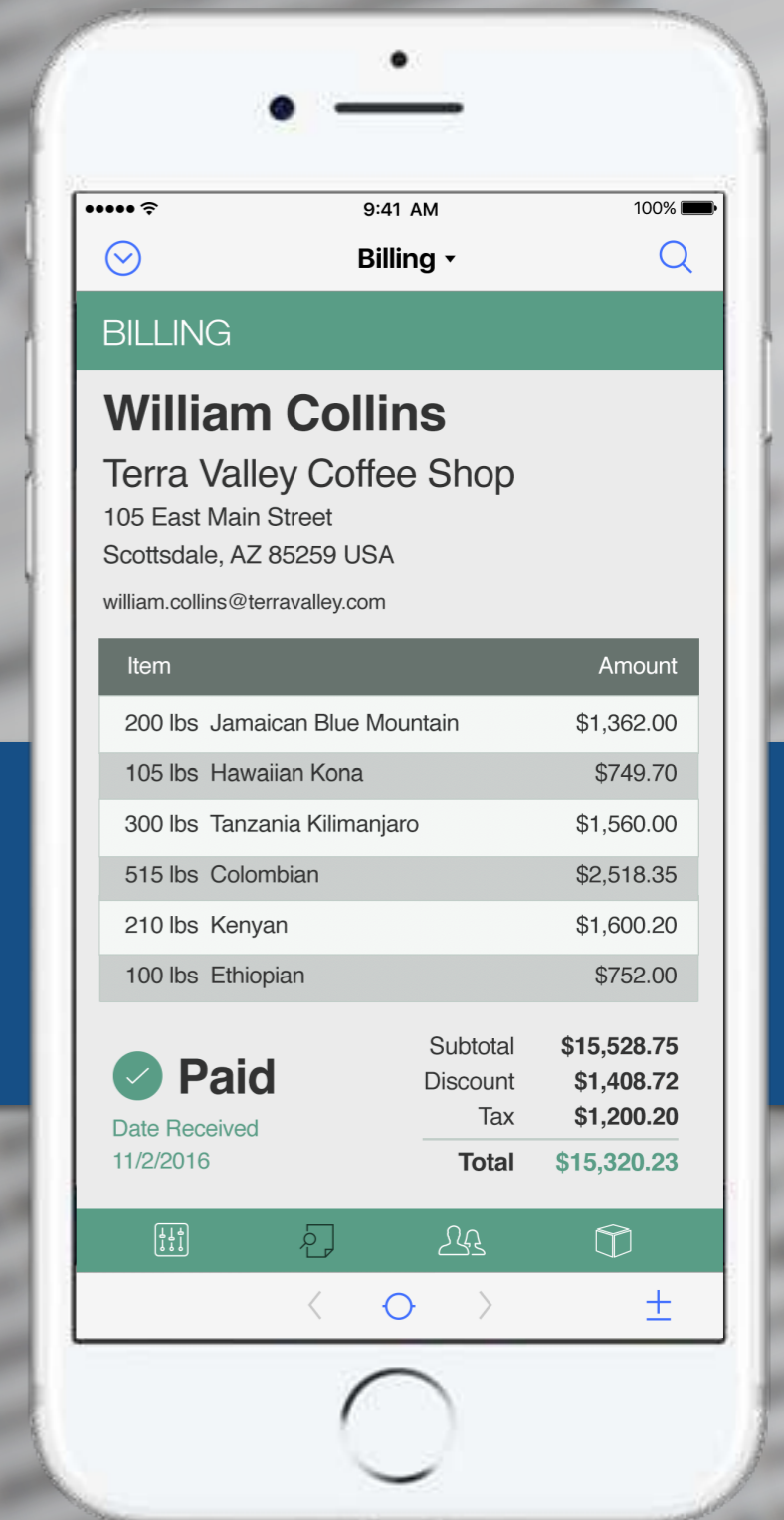


# End the Frustration:

Make the leap from Microsoft® Access® to the FileMaker Platform



**FileMaker**  
An Apple Subsidiary

We asked former Microsoft Access users:

## How would you describe your Access database?

Clunky  
behemoth

Kept  
me up at  
night

Not platform  
independent

Running  
on fumes

Scared to upgrade to  
the latest OS

Endemic  
data  
corruption

Held together  
with bubblegum  
and spit

Hard to  
update and  
change

...sound familiar?

# What is a custom app?

When your team's needs expand beyond the limits of a single-user, Windows desktop environment, what's the best solution to improve core business workflows?



## Flexible

Custom apps can be built from scratch or by modifying an existing Starter Solution.



## Tailored

A custom app is an application tailored to meet the unique business needs of a team or organization.



## Cross-platform and mobile

Custom apps created using the FileMaker Platform work seamlessly across iPad, iPhone, Mac, Windows, and the web.



## Custom apps...

- ✓ are designed by you and built around your existing processes
- ✓ don't force you to conform to a new approach
- ✓ have just what you want and nothing you don't
- ✓ can grow and change as your needs do
- ✓ integrate with your other systems

## Frustrated with Access? **You're not Alone.**

When your team's needs expand beyond the limits of a single-user, Windows desktop environment, or deprecated features, what's the best solution to improve core business workflows?

### **These problems include:**

- ▶ Slow response times
- ▶ Data corruption
- ▶ Platform dependency
- ▶ Minimal security
- ▶ Limited sharing options

### **According to Microsoft:**

"We no longer recommend Access Services for new apps. This feature will be retired from Office 365. We will stop creation of new Access-based apps in SharePoint Online starting June 2017 and shut down any remaining apps by April 2018."

[Read more >](#)

# Consider a solution that offers more than just a database.



The FileMaker Platform allows you to create custom apps that can do much more. Think bigger than tracking information in a database. Transform your business with an app tailored specifically to the needs of your business. Create an app with only the features and functions you need.

With a FileMaker-based custom app, you can:



## Grow productivity

Centralize data from multiple sources

Receive better intelligence for making business decisions

Easily update and scale your custom app as your business grows



## Improve efficiency

Implement workflow to guide processes

Eliminate re-keying data from multiple systems and files

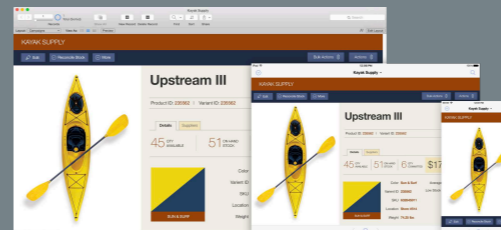
Share information across teams and departments



## Increase flexibility

Use your iPad or iPhone







Use the same app on Windows or Mac



## Analyze data

Group and summarize data on the fly

Get step-by-step help to quickly build custom reports, layouts, and labels

Feature	The FileMaker Platform	Microsoft Access
 <p>PLATFORMS SUPPORTED</p>	<p>iPad, iPhone, Windows, Mac, and the web</p>	<p>Windows</p>
 <p>REPORTING</p>	<p>Get step-by-step help to quickly build custom reports, layouts, and labels. Easily modify your reports by adding, sorting, or hiding fields and records. Using an integrated set-up window, create 10 types of eye-catching graphs including bar, line, and pie charts. Use Quick Reports to make reports in a spreadsheet-like format. Group and summarize data on the fly.</p>	<p>Manual design interface Wizards aid in creating simple reports however modification requires use of an advanced design interface. Charts are limited to wizard options and cannot be customized further. Reports are not supported when published to SharePoint on Office 365 – the Microsoft cloud computing platform.</p>
 <p>MOBILITY</p>	<p>iPad, iPhone, and mobile browsers</p>	<p>Limited mobility capabilities. No native mobile client.</p>
 <p>SHARING</p>	<p>Easy to configure sharing with FileMaker Server for groups up to 100 users.</p>	<p>Limited sharing capabilities. Requires network folder or Microsoft SharePoint.</p>
 <p>EASE OF USE</p>	<p>Make your own custom apps, databases, and reports even without extensive development experience or IT skills.</p>	<p>Wizards aid in creating simple reports however modification requires use of an advanced design interface.</p>
 <p>HOSTED VERSION</p>	<p>Yes: FileMaker Cloud provides secure, reliable access to your custom apps using FileMaker Pro, FileMaker Go, and FileMaker WebDirect — all without the administrative hassle.</p>	<p>Yes via SharePoint or Azure</p>



Customer Story:  
**Glenn Sales Seafood Co.**

How one seafood company finally made the leap  
from Access to the FileMaker Platform

“I’m able to very easily see, for example, how much tilapia was sold between January and March last year, which gives me an idea of how much to buy this year. I’ve been able to use that **data to make much better predictions**. It has saved us thousands upon thousands of dollars a year by helping us make better decisions.”

Cliff Cohen, Vice President  
and Partner,  
Glenn Sales Seafood Co.



# Glenn Sales Seafood Co.

Glenn Sales is an Atlanta-based importer and distributor of seafood. With fewer than 10 employees in two locations, they need to keep overhead low to maintain strong margins.

## The Challenge:

Their Access database was out of date and fragile. The instructions for archiving old data were three pages long, and had to be followed precisely. The system was slow, unfriendly, and temperamental. Frequent data corruption problems disrupted work processes.

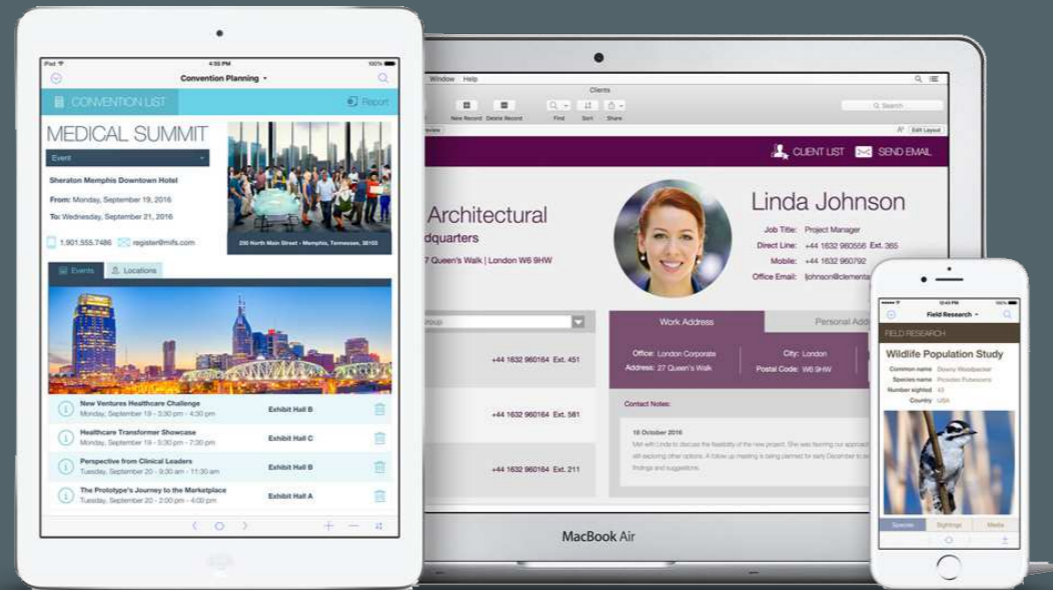
## The Fix:

Vice President and Partner, Cliff Cohen realized something had to change. He engaged FileMaker developer Todd Walker to analyze the existing database and design a new custom app that would be easy to use and share with accurate reports and fast response time.

## The Results:

In under two months Todd designed, built, and launched the new app, Sonar. **“It has changed our life. It freed up so much of my day and my manager’s day. I don't know what I would do without it now,”** said Cliff. The new app allows him to track and report on product sales, producing year-over-year reports that he relies on to predict sales and determine purchasing and stocking. Cliff shares the app with his team, and loves that even the least tech-savvy member, upon logging into Sonar, immediately said **“Oh, I get this!”**





The FileMaker Platform offers ease of sharing, security, reporting, and more.

### ↔ Sharing and access

Run your app on multiple platforms: iPad, iPhone, Windows, Mac, and web

Share your app with your team, up to 100 users

Get mobile access, even for complex databases

### 🔒 Stability and security

Maintain your mission-critical data in a stable environment

Protect your information with record-level data security

### 📄 Enhancements and reporting

Easily make updates and changes to your app as your business changes

Manage business processes with configurable workflow

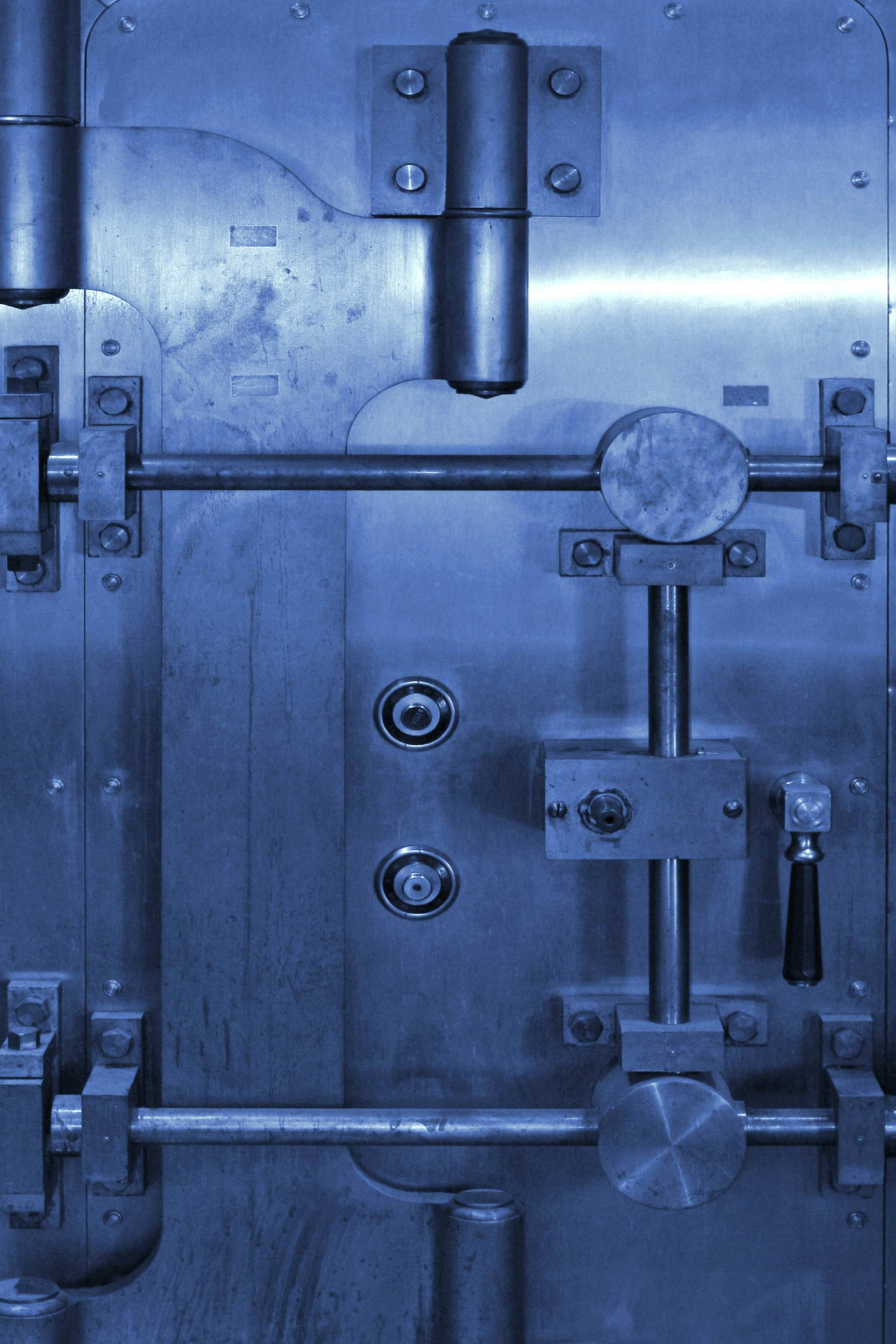
Quickly create accurate reports with custom layouts, charts, and graphs

### Implementation path: DIY or work with a partner

There are multiple ways to learn the FileMaker Platform yourself, including online training, tutorials, and in-person classes.

A supportive FileMaker Community with thousands of users is available to help make you successful. This is a great place to share ideas, tips, and get your questions answered.

**No time to learn?** With over 1,000 professional developer partners, there's a FileMaker developer near you.



## Customer Story: **American Security Products**

Why this security company left Access for the FileMaker Platform

“Our service department handles hundreds of calls from all over the world. We now have **a single place where we can keep a record of all the details of every safe we build**, so service can access that information if they ever need to answer a question or replace a part. Having that ability makes our service reps much more efficient in resolving issues.”

Tony Maniaci, Vice President  
Engineering & Technology,  
American Security Products



# American Security Products (AMSEC)

American Security Products (AmSec) is the world's best known provider of security safes and security solutions. For over 60 years they've been building secure, trustworthy safes, and providing support to their owners.

## The Challenge:

AmSec was tracking safe configurations, locks and codes in a Microsoft Access database. The system had repeated data corruption errors, poor usability, slow response times, and lacked record-level security options. Because of AmSec's unique business model, there weren't any packaged apps that fit their needs.

## The Fix:

AmSec met FBA FileMaker developer Stephen Slater. He worked closely with the team to understand their business needs and design a custom app that would not just replace the Access system, but would improve efficiency, productivity, and security for their operations.

## The Results:

AmSec now uses 28 iPad devices on the shop floor to keep track of every safe that is configured and built in their factory. All the relevant information, including serial numbers and codes for components, is entered via bar code scanners and stored in the FileMaker custom app.

Additionally, the system manages the process for service calls, includes photos from the field, quotes and invoices from locksmiths, and work orders for locksmiths. It tracks vendor warranty claims, freight claims, and service returns for vendor products—a much broader program than the original Access database. **“Our goals changed from basic data collection to a multi-department project, and we've only scratched the surface, there's so much more it can do,”** adds Tony.

## Here's what former Access database users said after moving to the FileMaker Platform:

**It saves us thousands upon thousands of dollars a year by helping us make better decisions.**

**I have great history I've never had before.**

**Making changes is a piece of cake!**

**We save so much time.**

**I'm thrilled about the app!**

**The response time from the app is instantaneous.**

# Efficiency + Productivity + Flexibility

The FileMaker Platform is unique in that the database, business logic layers, and cross-platform user interface are all designed to work together in one rapid application development environment.

## 1. Special Offer

For a limited time, Microsoft Access customers can save 25% when switching to the FileMaker Platform:

Save 25%  
**Learn More**

## 2. Free Trial

Get started today by downloading a free trial of FileMaker Pro:

Download a free trial  
**FileMaker Pro**

## 3. Learn More

Free ebooks and tools to help you create great custom apps:

Download free  
**Resources**



FileMaker, Inc., delivers simply powerful software for easily creating custom apps that works seamlessly across iPad, iPhone, Windows, Mac, and the web.

FileMaker, Inc., is a subsidiary of Apple Inc.

Helping teams be more productive for over 30 years



FileMaker Business Alliance partners and FileMaker Community available to help you be successful



FileMaker Platform named leader in the G2 Crowd Rapid Application Development Grid.

Connect with us:

