

CCCWi TESTIMONIALS

TITAN SOFTWARE

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Yishai Yitzhaki, Development Manager, Titan Software and Hardware Systems

The Challenge

Titan Software & Hardware Systems formed in 1995 through the merger of two established software companies. Amongst Titan's clients are many of Israel's leading commercial companies and service-based organizations in various fields such as banking, commercial, and international trading-companies.

Following the company merger, Titan faced the challenge of merging two incompatible IT systems that also reflect different approaches to application development. In addition the company sought an approach to application development that could address not only its immediate needs, but would be future proof to the maximum extent possible. Titan's objective, admittedly ambitious, was to build applications that could be implemented using various operating systems, and that could be developed using either direct access file systems or relational systems such as Oracle, MSSQL and Sybase.

The Magic Solution

The founders of Titan, already aware of Magic Software Enterprises' radical approach to platform-independent, database-independent application development, selected eDeveloper as their primary application development technology.

eDeveloper enabled Titan to rapidly create and customize specialized applications and software solutions across a wider range of platforms and architectures than any other competing technologies. Furthermore, using eDeveloper, Titan developed advanced communication modules and EDI-based systems that, combined with its software solutions, facilitate efficient data-transfer and data processing both within the client organization, and between the client and external sources (customers, suppliers etc.).

According to Yishai Yitzhaki, Titan's Development Manager, The migration to Version 10 has been the easiest one we have ever experienced. Within a few days all the new features had already been deployed.

The Benefits

In the words of Yishai Yitzhaki, As a long-term user of eDeveloper who has witnessed and benefited from Magic Software's ongoing ability to innovate, I never the less am surprised each time there's a major new release of what is already the most productive development tool in the IT market. eDeveloper V10 is truly a major improvement. Rapid deployment has always characterized the entire Magic experience and I estimate that in order to do the development we do via Magic using any other tool, our overheads would be at least 50% higher.

SKLAR PEPLER

"Our retailer extranet is the first step towards a comprehensive web-based information tool for our customers and provides our customers with the benefits of easy online access to vital business records and information at anytime from anywhere. Magic's team was very professional. They completed the project within three weeks so that we could launch it in time for an important industry event. eDeveloper was able to integrate with our legacy applications on the iSeries and generate the needed web applications in less than three weeks."

Marg Allen, MIS Director for Sklar Pepler

The Challenge

Founded in 1945, Sklar Pepler is the largest upholstered furniture manufacturer in Canada and one of the largest in North America. The company employs more than 600 people at its facilities in Whitby, Ontario, Canada; Toronto, Ontario, Canada; and Portland, Oregon, USA. The company is committed to the continuing use of advanced technology on behalf of its customers and has the capability to produce more than 900 furniture units daily.

Despite Sklar Pepler's standing as Canada's largest upholstered furniture manufacturer, tight operating budgets and exacting customer requirements cause them to seek out highly effective and valuable solutions within their relatively small IT department.

They needed to work with a vendor who could quickly implement needed technology for a retailer extranet. Their requirements included the ability to accomplish knowledge transfer through training and side-by-side best practices implementations.

Existing IBM iSeries legacy applications developed in RPG needed to be exposed to customers with Internet Explorer or Netscape browsers.

The Magic Solution

Magic Software developed a Web-based order status-reporting program that may be accessed via the Web by retailers. "Our retailer extranet is the first step towards a comprehensive web-based information tool for our customers and provides our customers with the benefits of easy online access to vital business records and information at anytime from anywhere," said Marg Allen, MIS Director for Sklar Pepler.

The Benefits

According to Marg Allen, "Magic Software's team was very professional. They completed the project within three weeks so that we could launch it in time for an important industry event. eDeveloper was able to integrate with our legacy applications on the iSeries and generate the needed web applications in less than three weeks."

Allstate Life Insurance Company's use of Magic is truly impressive. With 50 developers and an army of users they manage around 1500 financial products representing nearly a million contracts exceeding 20 billion dollars in business.

JOHN MORRIS, DATAMOTIVE SYSTEMS, INC.

The Challenge

The Allstate Corporation (NYSE: ALL) is the nation's largest publicly held life insurance company providing insurance products to more than 16 million households and with approximately 12,300 exclusive agents and financial specialists in the U.S. and Canada. Allstate Financial Group includes the businesses that provide life and supplemental insurance, retirement, banking and investment products through the distribution channels that include Allstate agents, independent agents, financial institutions and broker-dealers.

Allstate Insurance Company, a wholly-owned subsidiary of The Allstate Corporation, needed an integrated system to develop and manage annuity and life insurance products. The system needed to be capable of managing a changing set of business processes, modeling alternatives and scaling to the growth in volume and complexity of these critical business lines. Allstate selected the Transcend and Lanmark applications created in eDeveloper by Trimark. Transcend/Landmark allowed Allstate to model, create and manage annuity and life insurance products. With Trimark's subsequent acquisition by PeopleSoft and the eventual discontinuation of the business unit by PeopleSoft, Allstate needed to make certain that it had capabilities for developing, maintaining and integrating these applications.

The Magic Solution

Allstate Insurance Company acquired an earlier version of eDeveloper, the tool used to create the annuity and life insurance applications. With a team of more than 50 Magic Software programmers, they successfully integrated and enhanced a very large and diverse set of applications spanning multiple disciplines and business processes.

The Benefits

When it came time to take over responsibility for maintaining and enhancing this major business application, Allstate were able to assemble a team of developers as well as train and develop new ones. The application brings immeasurable benefit to the organization: it allows for rapid agility in business processes by empowering Allstate to model and create a large number of annuity and life insurance products. Since implementation, more than 1500 such products have been created. Nearly one-million financial services contracts are tracked and managed by the system. Estimates of the financial scope of these contracts exceed \$20 billion in assets. As such, it is one of the largest and most significant financial management system installations in the world System Architecture:

Client OS: WinNT

Server OS: Sun Solaris

Database: Oracle

Messaging: IBM WebSphere MQ

CAREY INTERNATIONAL

"Magic's Professional Services team helped us to leverage our investment by importing logic from our existing applications and migrating data from both Btrieve files and proprietary ERP systems. We integrating this system with our online e-business systems without abandoning the investments of the past -- starting from scratch could have cost ten times as much."

B.J. Frame, Director of Systems Development, Carey International

The Challenge

Carey International is the world's largest chauffeured vehicle service company. The company provides chauffeured sedan, limousine, van, and minibus services through a worldwide network of owned and operated companies, licensees, and affiliates services in 480 cities in 75 countries.

The Magic Solution

Utilizing Magic Software's eDeveloper's capabilities for cross-platform and cross-database migration, Magic Software was asked to transform Carey International's Friendly Billing system, from a DOS based application running on Novell with Pervasive Btrieve 6.15, to a Windows-based application using the Oracle 8 Database Server on Sun Solaris and supporting Windows 98/2000/NT clients.