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## THE LANSA REVIEW

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# LANSA®

## ADVANCED SOFTWARE MADE SIMPLE

# Doing more with less



**A WORD FROM PETE DRANEY**  
Director and CEO

In these trying times, as organizations worldwide trim their sails and fight to stay afloat, IT is certainly being asked to share the burden of reduced expenditure. LANSA customers should be in a better position than many of their competitors to avoid slipping backwards or, at best, marking time in the delivery of IT solutions to the business.

If you have ever taken the time to read the customer testimonials in each edition of the LANSA Review or "wandered" down the highways and laneways of [www.lansa.com](http://www.lansa.com), you will have noticed that we have no problem getting our customers to sing LANSA's praises.

The overwhelming theme of all of these customer testimonials is that, with LANSA, you can do more with less.

KLM Equipment Services (KES), a leading provider of Ground Support Equipment (GSE) services, based at Amsterdam Airport Schiphol, manages and maintains thousands of pieces of equipment, ranging from simple baggage dollies to massive main-deck-loaders. LANSA's productivity means that a small team of two can develop and maintain the systems needed to manage all of Schiphol's GSE, initially with LANSA for iSeries and more recently with Visual LANSA.

Michiel Blok, information systems manager at KES, says, "To develop a huge system like ours in a 3GL would almost be impossible, or would require many more staff. The power of reuse and impact analysis that comes with LANSA is enormous. The fact we can develop and maintain a huge system like ours with a small team of two, indicates how powerful LANSA is."

National Envelope Corporation, the largest envelope manufacturer in the world, uses Visual LANSA and LANSA Integrator to provide users with a unified view over 20 locations, four ERP systems (JD Edwards, Baan and two home grown systems) and three databases (DB2/400, Informix and SQL Server). Most development and JDE integration was performed by a single developer, assisted by other programmers only for integration support for the other backend systems. From concept to pilot, the project took roughly three months.

Scott Steinacher, Web/Data architect at National Envelope, said, "In lean times, productivity is more important than ever. We can't afford to spend hours writing low-level code if a tool can do it for us. LANSA's IDE comes with an editor, compiler, debugger, data dictionary and page designer; and because it supports frameworks, it provides a structured, rapid-development environment. It's the most pragmatic development solution I've seen for the IBM i."

Boddie-Noell Enterprises (BNE) is a leading player in the casual restaurant business, managing over 380 restaurants across five brands, including 340 Hardee's restaurants and 30 Texas Steakhouse & Saloon restaurants. BNE's Restaurant systems are developed and maintained by a small team using Visual LANSA Framework. As a result of the efficiencies the system provides, the administration of all 380+ restaurants is managed by just ten staff members.

Phyllis Hardee, director of programming services at BNE, said, "Coming from COBOL, RPG and green-screen, there was a learning curve to develop graphical Windows applications. But with Visual LANSA Framework our developers picked it up pretty fast. Using a single LANSA language and methodology my team has been able to develop and support the applications that help our business grow and be more efficient. I am very proud of my team and what we've accomplished."

In the showcase article you will read that Shoe-D-Vision, a cooperative of over 320 shoe retailers in Denmark and Norway, has an IT team of only three to build and maintain a central ERP system, a Windows and SQL Server based retail back office system installed at the stores, and a Web solution to communicate with the retailers, all using LANSA.

The other customers featured in this issue also illustrate the same theme: fewer staff producing more deliverables with simplicity and consistency of design.

LANSA – Doing more with less.