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## THE LANSA REVIEW

Issue 41: March 2011

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**LANSA**  
ADVANCED SOFTWARE MADE SIMPLE

## In this issue: Application Frameworks Cloud Computing Insurance Industry



A WORD FROM PETE DRANEY  
Director and CEO

### Application Frameworks

Building modern, secure and efficient, rich-client or browser-based applications can be a mountain too high to climb for many IBM i practitioners whose skills are grounded in RPG and 5250 applications. We've seen too many projects start and fail. Application frameworks, like the Visual LANSA Framework, allow developers to prototype commercial applications rapidly without coding. They also provide a ready-made shell and schema that greatly reduce the software development effort and they improve the overall quality of the application. Read the Architects Corners - it's all explained in detail.

### Cloud Computing

aXes Cloud significantly enhances the current cloud computing offerings available on the IBM i. Via a Cloud Gateway IBM i running aXes Cloud, users get browser-based access to IBM i line-of-business applications wherever the IBM i is situated - providing a perfect solution for cloud computing service providers to add the IBM i to their offerings. As a bonus, the browser access to the IBM i occurs on-the-fly without having to change any of the application code and without having to install any new software at the client PC. Whether you plan for a Private Cloud or Public Cloud, read all about it on page 3.

### Insurance Industry

The insurance industry's top IT concern seems to be legacy application modernization. Some of their applications are over 15 years old and cannot provide the nimbleness required by such a competitive industry as insurance. Most insurers have millions of dollars invested in their legacy systems and are constantly analyzing the risk/reward equation when it comes to application modernisation. Read the Insurance Industry Showcase article for many practical examples and success stories.

The Beacon Insurance Company, with offices throughout the southern Caribbean, provides an excellent example of insurance application modernization. Beacon has streamlined its procedures and modernized its Insure/90 system using a combination of the

LANSA Workflow Framework, RAMP and LANSA Integrator tools. As a result, Beacon offers better customer service and converts more quotes into new business.

### Other Case Studies

The Plantion case study shows, as many of our case studies do, how large systems are managed by a small IT team. Plantion is a leading Dutch flower auction and horticulture trade center. A LANSA-based system takes care of all EDI notifications, distribution, invoicing same day debit collections and integration with other systems.

Now don't think that LANSA is only used by small IT teams. CBH is Australia's largest grain co-operative. CBH's core grain handling system, including Web access and integration with other systems, has been developed using LANSA. Putting the system together was a very large but rewarding project with a team that fluctuated between 6 and 30 developers.

Pernod Ricard USA is the largest subsidiary of the France-based Pernod Ricard SA, a top player in the global spirits and wine industry. Pernod Ricard USA is using LANSA Data Sync Direct to synchronize supply chain information with its customers. The case study shows how they achieved business benefits, as well as becoming GSI compliant.

Modernization case studies include:

John Wiley & Sons in the USA, a leading publisher of print and electronic products, used RAMP to rapidly re-engineer its applications for the Web as part of a project to take its systems global.

Investment Systems Company, in the USA, used RAMP to modernize and gradually redevelop its packaged portfolio management solution. The modernized solution will be offered cross-platform when the modernization project is finalized.

ELPA, Greece's leading roadside assistance company, used aXes to provide partners with secure Web access to its core system. The solution didn't require any changes to the core system and was delivered in a very short time.