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HAY Computing Service GmbH
isCOBOL Technology Delivers Cost Savings and Distribution Flexibility for German Independent Software Vendor

HAY Computing Service GmbH (HAY Computing) is a German-based business-to-business provider of enterprise resource planning (ERP) and accounting software, as well as a manufacturer of electronic equipment providing comprehensive repair services. The manufacturing includes LCD-based Television equipment and comprehensive repair services, including a unique "Clean-Room" which is the largest of its kind in Europe, provided for a variety of equipment including cash registers, beamers, and digital cameras. Looking to provide its customer base greater choice in distribution platforms at a competitive price-point, HAY Computing selected isCOBOL® Evolve technology from Veryant to develop and deploy its central ERP package.

Highlights

- Moved 2500 program ERP package to isCOBOL in less than 5 months

- Enhanced portability and platform choice without changing program code

- Enabled ability to make full use of Microsoft Office products or Open Office as alternative choice

Keeping ahead of the curve in a competitive market

In the competitive arena of ERP software, vendors need to distinguish themselves by delivering flexible offerings, cost effective packaging, with the right level of features for the vertical markets they serve. Primarily focused on the electronics industry, HAY Computing's "HAYWaWi" ERP package has been successfully serving German-based businesses for years, but being COBOL-based and initially developed on ACUCOBOL-GT®, HAY Computing had always limited HAYWaWi releases to Windows-based clients.

After Acucorp, the provider of ACUCOBOL-GT, was acquired by Micro Focus, HAY Computing evaluated the market to see how they could improve the competitive positioning of HAYWaWi. HAY Computing reviewed COBOL alternatives from Micro Focus, Liant, and Fujitsu, but these alternatives failed to provide a smooth transition path from ACUCOBOL-GT. Impressed with the compatibility and the price for COBOL runtime licenses from Veryant, HAY Computing made the final decision to move to isCOBOL technology.

Massive migration completed in under five months

HAY Computing was able to move its entire HAYWaWi ERP package to the isCOBOL platform in less than five months. More than 2500 COBOL programs accessing ISAM data were moved to isCOBOL; the first 1900 programs were moved in just two months. The isMIGRATE utility, a tool provided with the isCOBOL® Development System, greatly simplified the transition of HAY Computing's Vision indexed file system to isCOBOL® ISAM Server.

"A smooth transition path, in addition to competitive pricing, was paramount in our decision to move to isCOBOL." Joerg Gothmann, programmer, HAY Computing. "Given the high degree of compatibility between isCOBOL and ACUCOBOL-GT our programming practices and codebase was kept intact as well."

Currently HAY Computing offers its HAYWaWi package on Windows™ 2003, Windows™

2008, Windows™ XP, Windows™ Vista and LINUX®. Now that the ERP software has been moved to isCOBOL, HAY Computing can move between Windows and LINUX platforms with ease and can easily deliver additional operating systems distributions to customers because of the inherit portability delivered by isCOBOL technology's 100% Java deployment model.

"Moving to isCOBOL opens up new windows of opportunity for our business," said Rolf Ahlrichs, programmer, HAY Computing. "We can now provide our software on any platform that supports the Java Runtime Environment – meaning more flexibility for traditional desktop deployment models, as well as the possibility of delivering enhanced thin client and Web 2.0 distributions down the road. This includes making full use of Microsoft® Office products and the ability to utilize Open Office as an alternative for the future."

The move to isCOBOL proved to be the right decision for HAY Computing. The company now plans to move its finance accounting package to isCOBOL platform as well.

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