

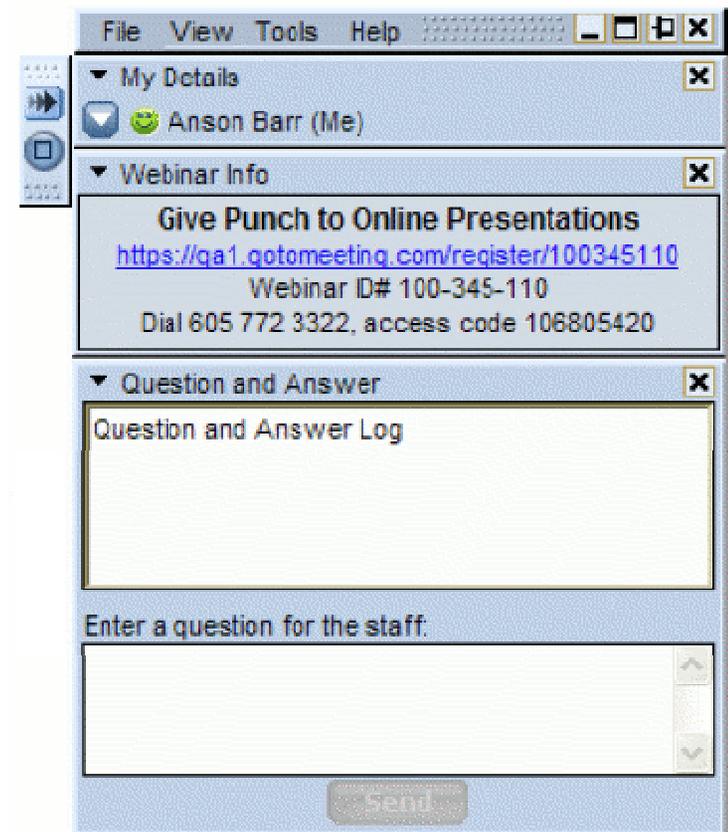


Universal COBOL Application Distribution on an Affordable Budget

Housekeeping items

- Phones on mute
- Click on arrow to open or close control panel
- Q&A
 - Submit during conference via GoToWebinar Window
- Slides available at veryant.com/isv10webinar.php

GoToWebinar Window



Today's speakers

- René van Oevelen
 - Software Architect, i-Modulas Software BV
- Alfredo Iglesias
 - VP of Business Development, Veryant
- Edwin Sosa
 - Sr. Solutions Engineer, Veryant

2010 ISV trends

1. Embrace the cloud
2. Find your inner-startup
3. Choose flexibility and cost over platform loyalty
4. Obsess over the customer experience
5. Up the talent ante

FORRESTER

Socialization ▪ Localization ▪ Agile development ▪ Mobile data

Audience poll

What are your top 2010 development goals?

- Reduce or maintain current costs
- Add new operating system or Web delivery distribution options
- Provide localized language support
- Modernize application look & feel
- Offer additional data source options (i.e. RDBMS, etc)

Select all options that apply

Why isCOBOL for ISVs?

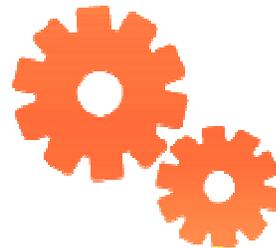
- Portable
 - Maintain one source code base and GUI for all platform distributions
- Affordable
 - Eliminates platform switching fees and lowers total cost of ownership
 - Simplifies and enhances data access; includes ISAM server and thin client offerings in runtime environment
- Innovative
 - Offers best of COBOL and Java

isCOBOL introduced



Develop

Current COBOL programs and practices



Compile

COBOL compiled to pure Java source; JDK compiles output



Deploy

100% Java output (byte code objects)

isCOBOL is a complete development, maintenance, deployment, and modernization platform for COBOL

Our topics

- i-Modulas' experiences
- isCOBOL demonstrations
- isCOBOL overview
- Special offer

isCOBOL Customer Experience



Introduction

- Provider of specialized ERP software for rental and project-based organizations
- COBOL history
 - Originally character-based RM/COBOL
 - Moved to ACUCOBOL-GT for Web integration
- Challenges
 - Modernize application and deliver updated, cross-platform GUI
 - Move to Java without rewriting



isCOBOL appeal

- Strong ACUCOBOL-GT compatibility
- Software as a Service (SaaS) delivery model
- Cross platform, updated GUI
- Eclipse integration
- User-friendly, simplified licensing model
- No disruption to current programming practices



Migration process

- 200 online and 200 batch COBOL programs migrated in one month
 - 200 files; 500 screens; 1.8M LOC
- 400+ specialized backend programs
 - Example: print drivers
- ACUCOBOL-GT compatibility enhanced during migration

Current status and future plans

- Initial migration to be completed Jan/Feb 2010
 - Last phase is to complete from Vision to isCOBOL ISAM Server
- Future plans
 - Complete Skype integration
 - GUI interface enhancements
 - Integration with Open Office



Additional isCOBOL benefits?

- 100% Java integration
- Run on Java and debug in COBOL
- Compatibility with ACUCOBOL-GT
 - Vision and Totem support
- Full support of Windows, Linux and Mac OSx

Demonstration #1

Language localization

Demonstration # 1

- Language localization using resource files
- Change one isCOBOL property to switch from one resource file (language) to another
- Field labels, hint values, data presentation, etc. change to reflect desired language
- Title variables for labels are assigned and related to tag names

Demonstration #2

Debugging COBOL and Java

Demonstration # 2

- Debugging COBOL and Java simultaneously using Eclipse with the isCOBOL plug-in
- Call a Java routine from COBOL

Demonstration #3

Print to a PDF

Demonstration # 3

- Print to a PDF without adding additional program code to an application
- Assign a value to a file name (-p pdf *filename*)

Demonstration #4

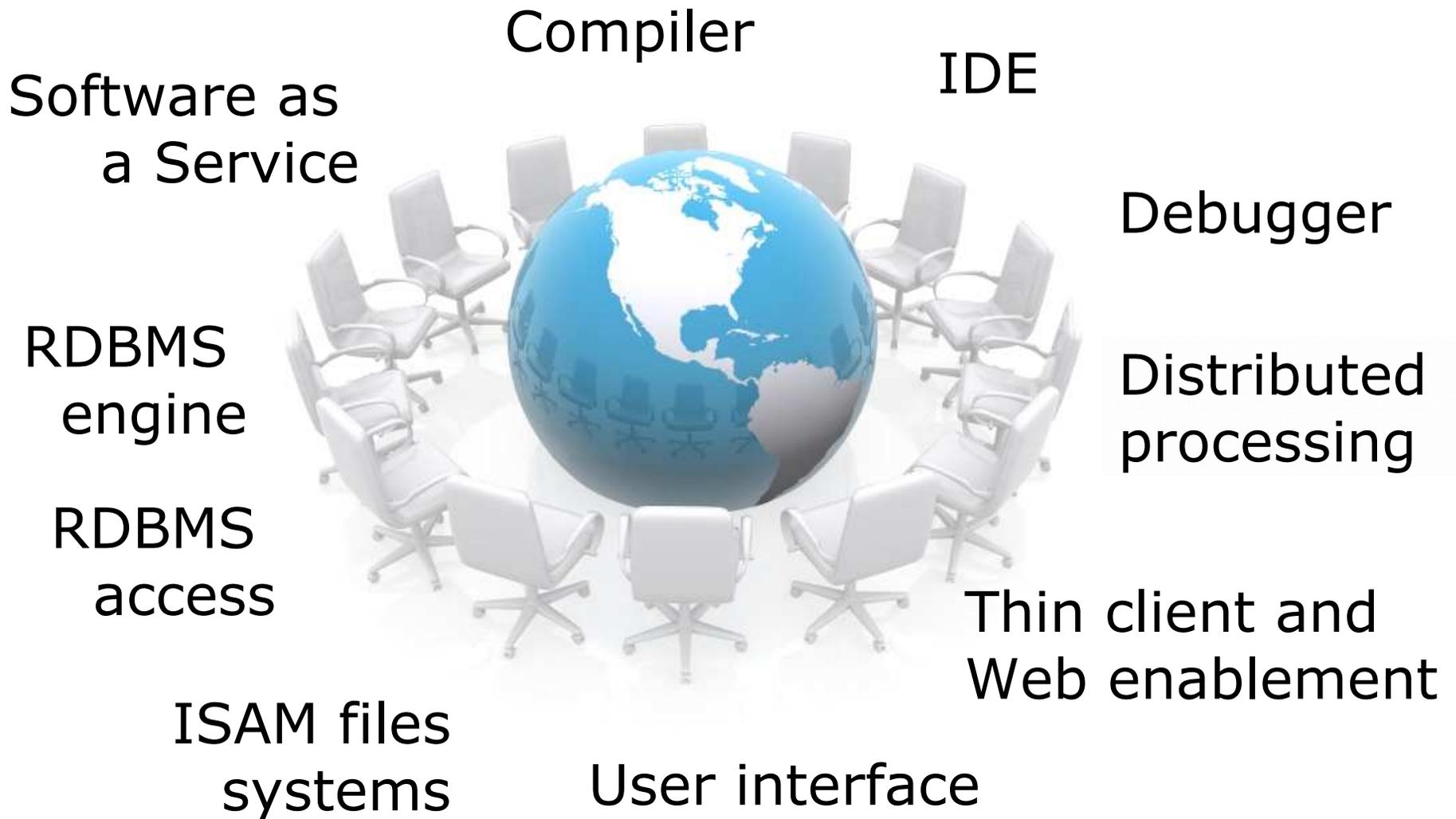
Mobile access and distribution

Demonstration # 4

- isCOBOL application running on iPhone browser
- Adjust user interface as required for mobile device
 - No special API knowledge or development kits required
- Enter URL to isCOBOL application into virtual iPhone tester

isCOBOL Overview

isCOBOL Application Platform Suite (APS)



Business-friendly isCOBOL packaging



Runtime Environment

- ✓ isCOBOL Debugger
- ✓ isCOBOL Server
(thin client & distributed processing)
- ✓ isCOBOL ISAM Server
- ✓ isCOBOL JISAM
- ✓ JUTIL utility

Development System

- ✓ isCOBOL IDE
- ✓ isCOBOL Compiler
- ✓ isMigrate, isConfig & XML2WRK utilities

Add-ons

- ✓ isCOBOL Web Direct 2.0
- ✓ isCOBOL ESQL Generator
- ✓ isCOBOL SQL Server
- ✓ isCOBOL ISAM ODBC

ISV success with isCOBOL

“Veryant's responsive support team and the high degree of compatibility between isCOBOL and ACUCOBOL-GT made for a seamless transition. Deploying with isCOBOL APS means we are now able to offer an identical GUI interface to all of our customers, regardless of their deployment platform of choice.”

Ryan Hawkins, Vice President, Classic Software

“Veryant's isCOBOL technology opens new markets for us because of its pure Java deployment model and the foreign language localization capabilities. It makes us more competitive and will help expand our business.”

Larry Turley, president, RTA

ISV success with isCOBOL

"Opening up our application to Java has proven easy, fast, and efficient with isCOBOL. We are now able to deliver powerful multi-platform user interfaces to our customers and have been extremely pleased by the talented, responsive team at Veryant."

Mr. Ugo Pagnini, CEO, Sintecop S.p.A.

"I'm quite impressed with Veryant. Product performance is excellent, and support has been outstanding..."

John Jackson, President, Softwrx

isCOBOL ISV Program

- Maintain once source code base and GUI for all platform distributions
- Simplify and enhance data access
- Eliminate platform switching fees; lower TCO
- isCOBOL R&D Kit
 - Two full sets of isCOBOL APS, (nominal annual fee)



Special attendee offer

isCOBOL ISV Program - limited time discount

- isCOBOL R&D Kit
 - Two full sets of isCOBOL APS, reduced annual fee (75% discount)
- How to get started?
 - Complete an application survey form
 - Visit <http://www.veryant.com/support/register.php> to register - let us know you are interested in the special ISV Webinar program offer in the "Additional Comments" field.
 - Contact sales@veryant.com

Thank you for attending!

- Brief survey will following this session
- Address additional information and questions to info@veryant.com
- Stay informed!
 - Visit <http://www.veryant.com/signup.php> to join the Veryant Community



Thank You!

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