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## THE LANSA REVIEW

Issue 38: June 2009

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# LANSA®

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# Bridging the Gap with Better Productivity



A WORD FROM PETE DRANEY  
Director and CEO

One of LANSA's unique strengths is that it comprises a set of development tools and services designed for building business applications that will operate on IBM i servers, on Windows .NET servers and, most importantly, on platforms made-up of a combination of both IBM i and Windows .NET servers with coupled resources from both.

We have branded this facility of LANSA "iFusion.net". iFusion.net can help companies deliver composite applications utilizing existing, and often 'siloe'd', programming resources from both the IBM i and Windows development teams. The new unified or 'fused' applications will present users with a modern and intuitive interface that supports the way they really work, greatly improving their productivity.

The Industry Showcase in this issue focuses on how LANSA has already been used in many projects to fuse the IBM i and Windows environments. The Architects Corner explains what iFusion.net is in more technical detail.

The Agilysys and Christus Health case studies in this issue both illustrate how LANSA-developed applications can be deployed across platforms.

Agilysys Lodging Management System® (LMS) powers many of the largest hotels in the world, including most of the mega-hotel-casinos in Las Vegas. Although extended with LANSA for online Web reservations, making it the world's first real-time, fully integrated Internet hotel booking system in 1997, the LMS RPG-based core modules could only be deployed to the IBM i. Agilysys decided to use Visual LANSA to redevelop the LMS and add the Microsoft .NET platform as an alternative to the IBM i. The new system is called Guest 360.

Tina Stehle, Senior Vice President & General Manager, Agilysys Hospitality Solutions Group, says, "I estimate LANSA helped us bring the Guest 360 solution to market 50 percent faster than we otherwise would have, saving more than a year; and, more importantly, improving quality and enabling the company to capture additional sales."

Christus Health, based in Dallas, USA, is a not-for-profit health system with 350

facilities. CHRISTUS Health uses e.essential Contract Guardian, a contract management solution from LANSA business partner Rippe & Kingston, and has deployed the LANSA browser-based solution on a Windows server, while other companies run the same solution on an IBM i server, or in a SaaS environment.

Thom Davidson from Rippe & Kingston explains his choice to use LANSA, "Platform and database independence are part and parcel of LANSA and LANSA's wizards assured us of development speed and consistency."

Body Corporate Services (BCS), a market leader in the Australian Strata Management industry, provides a good example of a company committed to the IBM i, but also deploying several Windows based systems. BCS's core Property Management System is a large LANSA-based application. Additionally, BCS uses LANSA Integrator to service back-end host functions into its WebSphere portals, as well as to integrate with several Windows and third party systems.

Michelle Stack, BCS's Information Systems Manager, is positive about LANSA's role in the success of BCS, and relates, "With a small development team and using the LANSA tools, we can build and maintain our own property management system and its integration points with other systems."

The other case studies in this issue include: **Cinram Logistics UK**, a division of the world's largest provider of pre-recorded multimedia products, is using RAMP to modernize its distribution system and provide tight integration with MS Office. **Robinson Manufacturing Company**, a supplier of apparel, is using LANSA to redevelop their core manufacturing and distribution system. **The Hillman Group**, supplies 21,000 retailers with over 55,000 small hardware items. Hillman reduced the cost of implementing a price change by over US\$850,000 by combining LANSA and hand-held technology, plus they use LANSA to feed three ERP systems across multiple platforms.

What all the companies in these case studies have in common is that they achieve a lot with a small and productive IT team.