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In this issue: Technology Change



A WORD FROM PETE DRANEY
Founder and co-owner

Heraclitus of Ephesus, the 'weeping philosopher' from Greece, famously remarked "**Nothing is Permanent Except Change**". Over 1100 years later, François La Rochefoucauld, a French writer, confirmed this with a similar statement "The only thing constant in life is change".

Our business is built on enabling our customers to adapt to change in business and technology with consummate ease – a claim supported by our twenty five year track record. We are proud of our continuous achievement of providing a smooth transition path for our customers to take advantage of new technology quickly, while minimizing risk.

We do this by shielding LANSAs customers from the low level technical details, such as operating system, database, integration protocol and other specifics.

As successive waves of new technology have been introduced over the years, our customers have been relatively protected from having to rework their solutions. By not having to do the low level 'plumbing' tasks, LANSAs developers can focus more productively on the business issues they need to solve. Moreover, LANSAs customers don't get stuck in indecisive maintenance mode when they plan to leave their current technology platform, because they can take their applications and skills with them.

Our promise to simplify information technology is reflected in our logo 'Advanced Software Made Simple'.

The showcase article identifies some of the most common challenges related to application architecture and application development. It explains how LANSAs simplifies the solution to meeting these challenges by:

- Providing mobile solutions to a progressively mobile workforce.
- Exposing server side business functions and data via industry standard interfaces.
- Embracing the web browser, cloud and SaaS models for commercial applications.
- Minimizing the ongoing cost of application development and maintenance.

The omnipresence of mobile devices has changed the way companies interact with customers and provide information to employees.

Mobile Security is easily overlooked when businesses are rushing to deliver mobile apps. The Architects corner in this issue puts mobile applications and data security in perspective, and contains many tips and techniques to improve security in an increasingly mobile world.

Mobile applications empower staff of every job description in every industry to do their job better. Low-cost mobile devices are being integrated into all areas of business to provide significant savings and better customer service. The key to achieving these gains is to develop mobile apps that fully integrate into a company's core line of business system.

LANSAs Review 44 contains several examples of mobile success stories:

- Quality inspectors at Fruberica, a fruit and vegetable distributor, use a mobile app to capture their findings. The solution allows Fruberica to send inspection reports with photos to prospective customers, while the trucks with produce are still unloading.
- Customer service reps of Baustoff Union, a provider of buildings materials, have pricing, stock and order information at their fingertips, helping customers to avoid expensive building delays.

In conclusion, this magazine is not only about mobile technology. This issue also contains articles about:

- GS1 implementation at Godiva, the famous chocolate maker.
- Application modernization at Yamachu in Japan and Baustoff Union in Germany.
- NTE's balancing act of providing a B2C Web site in addition to a traditional dealer channel.
- How on-screen exam marking ensures that marking is impartial, consistent and fair to all.
- How to address ambiguity in IT project requirements.