Microsoft®

GetronicsOlivetti

Getronics Olivetti Japan, LTD.

Getronics Olivetti Japan Gains Competitive Edge Porting Product Offerings to a Microsoft Windows NT Platform

When Getronics Olivetti Japan decided to offer new Microsoft® Windows NT® Server-based products in addition to its UNIX-based systems, Microsoft Certified Solution Provider MKS provided a fast migration path to success. Its development platform, MKS Toolkit for Enterprise Developers, allowed Getronics Olivetti Japan to market enhanced products that are gaining the company a competitive edge — in less than half the expected development time.

The Challenge

Today's successful businesses base their IT investments on power and flexibility. For the enterprise that means heterogeneous environments are the norm, rather than the exception. While Getronics Olivetti Japan had been delivering large-scale, UNIX-based systems to its financial-sector customers, the company realized that the marketplace required additional offerings. "Enterprises around the world are looking for a solution provider that can select from best-of-breed technologies," says Masahide Furuhashi, Production Group Manager for Getronics Olivetti Japan. "Faced with the increasing demand for PC-based, multi-platform products in the market, we realized that we needed to offer more than a UNIX-based product to remain competitive."

Getronics Olivetti Japan creates comprehensive solutions for financial institutions that include the planning, designing, implementing and maintaining of the Society for Worldwide Interbank Financial Telecommunication (SWIFT) interfaces for banks. It also provides accounting terminal systems for agricultural cooperative associations called Information Technology for Advanced System (ITAS). "We wanted to offer these two products on a Microsoft Windows NT platform to address the growing acceptance for Windows NT and Windows® 2000 operating systems in the enterprise," says Furuhashi. "In the past, Getronics Olivetti Japan delivered such solutions in the form of UNIX-based systems built on its own hardware. However, faced with the increasing demand for PC-based, multi-platform products among our clients, it became apparent that a massive migration to the Windows NT platform was necessary."

Solution Overview

Microsoft Certified Solution Provider Partner

MKS Software, Inc.

Scenario

Platform

Industry

Information Technology

Company Profile

Getronics Olivetti Japan is a corporation of Getronics, headquartered in Amsterdam, Holland. Getronics is a leading provider of Information Communication Technology (ICT) related business solutions and network technology services.

Situation

Getronics Olivetti Japan wanted to offer new Microsoft Windows NT-based products in addition to its conventional, UNIX-based systems.

Business Solution

To achieve this goal, the company turned to ADAM NET LTD., a MKS Value Added Reseller. They deployed MKS's award winning UNIX – Windows interoperability cross-platform development environment, MKS Toolkit for Enterprise Developers, to complete the migration project in six months—less than half the expected development time.

Benefits

Getronics Olivetti Japan brought their two flagship products on the Microsoft Windows Platform to market quickly, beating the competition to secure new market share. MKS Toolkit for Enterprise Developers enabled the company to cut costs by a third at the same time enhancing the new products' performance.

mks Toolkit

Microsoft Certified Solution Provider Partner

This product strategy would enable Getronics Olivetti Japan to offer new Windows-based products to capture market share and create added value, while sustaining its business development in the long term. The company began an extensive search for a development environment that would facilitate the planned migration.

Finding the Right Partner

 "We wanted a UNIX-to-Windows migration tool that would enable our UNIX engineers to capitalize on their skill set," says Furuhashi. "We needed a product that would meet our quality requirements, and we were looking for an environment that would allow for a speedy introduction of new products and maximize the efficiency of post-delivery maintenance services."

Getronics Olivetti Japan chose MKS's Toolkit for Enterprise Developers (formerly NuTCRACKER) to port its products to the Microsoft Windows NT operating system, a choice that proved to be a key factor in the company's ability to broaden its product offerings. Turning to ADAM NET LTD., the MKS distributor in Japan, Getronics Olivetti Japan was impressed with MKS Toolkit for Enterprise Developers as a powerful UNIX-to-Windows NT migration tool. "We liked many of its features, including user compatibility, platform interoperability, application portability and application modernization," says Furuhashi. "We had three goals for the overall project: speedy implementation, guaranteed product quality and low product costs."

MKS's Toolkit for Enterprise Developers came through, with the project completed in less than half the expected development time—approximately six months. "We were able to re-use our in-house experience and resources and cut costs through the efficient use of MKS tools," says Furuhashi. "Not only did MKS Toolkit for Enterprise Developers help us complete the migration, but it also enabled us to add more features to our new products, allowing us to obtain an edge over our competitors."

A Speedy Migration Using the Right Technology

The migration project consisted of two phases: the migration of the SWIFT interface system and the agricultural cooperative accounting terminal system (ITAS) from the UNIX platform to the Window NT platform, and the subsequent improvement and expansion of their performance. "The term was set for six months from designing to deployment, recalls Furuhashi. "It took one year from the development plan to deploying at all locations (branches). Both systems run in a multi-process, multi-threaded environment. For the SWIFT system, 500,000 steps were purely ported and 50,000 steps were added as system functions, or rewritten for Windows-based system."

Furuhashi attributes a strong team ethic and inherent expertise in UNIX-based systems as key reasons for Getronics Olivetti Japan's success in porting large-scale systems. "We formed a project team with members who were very familiar with UNIX-based systems," he says. "The project also took advantage of development staff acquainted with technologies around Win32 application programming interface environment. In

addition, staff acquainted with customer needs defined additional features. All members collaborated well under the project."

Approximately 400 units of the SWIFT interface system have already been deployed, mainly to city banks. And a total of 600 units of the agricultural cooperative accounting terminal systems are scheduled to be deployed by the end of 2000.

Leveraging In-House Talent

With its intuitive interface and comprehensive set of UNIX utilities, MKS Toolkit for Enterprise Developers makes it easy for UNIX engineers to quickly become productive in the unfamiliar Windows NT environment. "MKS Toolkit for Enterprise Developers does not require special knowledge of the Windows NT environment," adds Furuhashi. "Since it enables us to maximize our knowledge of C++® for development, we gain knowledge on Windows NT environment parallel with the development."

MKS Toolkit for Enterprise Developers enabled Getronics Olivetti Japan to fully utilize its UNIX-related, in-house resources, including engineers' skills and experience. "This helped us ensure high quality throughout the development process, an issue that was very important to us," says Furuhashi.

MKS Makes Maintenance Easy

MKS Toolkit for Enterprise Developers makes it easy for Getronics Olivetti Japan to maintain its multi-platform products in a heterogeneous environment where the conventional UNIX-based systems and new Windows NT-based systems coexist.

MKS Toolkit for Enterprise Developers made it possible to manage the resources of both platforms together in a comprehensive manner so that the efficiency of maintenance has remarkably improved. The resulting common maintenance environment helped the UNIX engineers master new Windows NT skills smoothly and rapidly.

Benefiting From The Microsoft Choice

With an eye to the future, Getronics Olivetti Japan is building a promising business foundation by adding its Microsoft Windows NT-based product offering. Says Furuhashi, "With the growth of the Windows system domain, we think it's important to run UNIX systems in a more portable environment to adapt to our customers' environments and the latest technology trends—particularly Internet technologies and distributed object environment. In this regard, Windows-based systems and Microsoft technology form the essential, extensible system platform. After porting the platform, we can run various Windows-based systems on a single PC, which was not possible on the former UNIX-based system. Our customers benefit because they can save office space and cut PC costs."