



Mart Technology and iAnywhere Solutions use RAD technology to deliver web-based business applications on Linux in record time

SUCCESS STORY

Challenge:

To package and market the company's RAD software more widely

Solution:

OEM agreement with iAnywhere Solutions bundling Mart Technology's MT Studio with iAnywhere Solutions' SQL Anywhere Studio database for Linux

Benefits:

- Fully integrated RAD environment for web-oriented applications
- Fast, scalable run-time application server
- Built-in security and authentication
- Rich graphical interface
- Low total cost of ownership

Industry:

IT

System configuration:

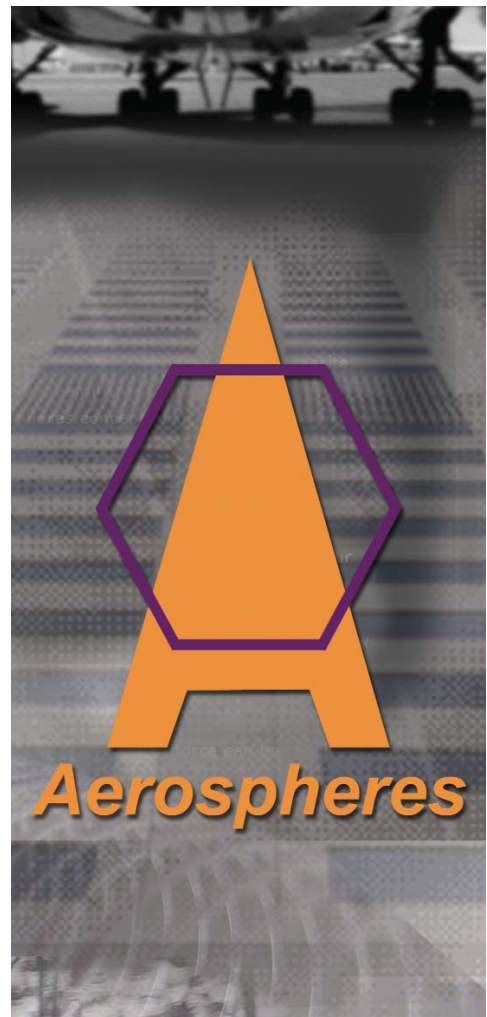
Linux

"...Solutions built with MT Studio run on Linux and can be deployed at virtually no cost makes them very attractive to companies. In addition, IT applications can be developed at a fraction of the cost and in significantly less time than those created in existing development environments,"

*Graham Simon
Managing Director
Mart Technology*

Mart Technology is a software technology developer and IT solutions provider based in Middlesex. The company develops and markets MT Studio, a Rapid Application Development (RAD) environment for web-oriented applications. Designed by developers for developers, MT Studio is available as a 'plug and play' option bundled with iAnywhere Solutions' SQL Anywhere Studio database for Linux.

Mart Technology was founded in 1999 with the intention of delivering sophisticated applications through a browser. Four years later, Mart Technology has a dedicated solutions team





that uses its RAD software to create bespoke solutions for customers. The company also provides a range of consulting skills including advice on technical architecture, data modelling and methodology.

Technology in development

Following a number of bespoke projects for large organisations, in October 2002, Mart Technology began to consider packaging and marketing its RAD software more widely. To help achieve its aims, the company contacted leading mobile, embedded and workgroup database company – iAnywhere Solutions (a subsidiary of Sybase). A strong relationship developed. Graham Simon, Managing Director, Mart Technology explained: "We demonstrated our software to iAnywhere Solutions and the technical consultants were very interested. Our technology offered the company an innovative way of enabling customers to rapidly build web-based systems. As a result, we entered into an OEM agreement with the company."

"With the new system, employees have immediate access to information about stock levels, customer sales history, purchase orders and suppliers. The provision for customers to enter their own orders, through forms displayed in their native language, and track them online will also provide us with a real competitive advantage."

*Ben Nemenyi
Managing Director
Aerospheres (UK) Ltd*

As a result of the agreement, the software became commercially available as a bundle including iAnywhere Solutions' ASA on Linux in July 2003. MT Studio provides a fully integrated RAD environment for web-oriented applications and comprises a fast, scalable, run-time application server with built-in security and authentication and a rich graphical interface.

"The fact that solutions built with MT Studio run on Linux and can be deployed at virtually no cost makes them very attractive to companies. In addition, IT applications can be developed at a fraction of the cost and in significantly less time than those created in existing development environments," said Graham Simon.

iAnywhere Solutions' SQL Anywhere Studio database also ensures the lowest possible total cost of ownership along with competitive pricing and licensing terms. In addition, for users with a Sybase PowerDynamo background, MT Studio uses an internal tagging language that is very familiar and user friendly.

Technology in action

At the beginning of 2003, Mart Technology won a contract with

Aerospheres (UK) Ltd. The company specialises in the supply of composite repair materials and serves over 100 airlines and maintenance outlets around the world. Aerospheres needed an integrated order processing, stock management, purchasing and fulfilment system and contacted Mart Technology following a previously successful website project.

Mart Technology recommended its technology in conjunction with iAnywhere Solutions' SQL Anywhere Studio database. Over a period of seven months, a team of four designed and developed a fully integrated web-oriented enterprise application. "From an IT perspective, this was very fast. Typically, you would expect to have two or three times as many resources on a similar project and it would probably take twice as long," explained Graham Simon.

Aerospheres' applications now run on Linux and use iAnywhere Solutions' SQL Anywhere Studio database. Deployed over the company's intranet, they provide an extremely rich forms-based graphical user interface and handle sales orders, quotations, stock management, purchasing, order fulfilment and invoicing. They also interface

seamlessly with the company's existing accounting system.

Additional features to be implemented in January 2004, will allow Aerospheres' customers to query stock levels and place and track orders online in their native language. This will eliminate a significant sales and administrative overhead for all parties concerned.

Ben Nemenyi, Managing Director, Aerospheres (UK) Ltd, said: "Our business is complex. We must be able to send specialised materials quickly to anywhere in the world. With systems developed using this technology I am able to offer my customers a level of service and sophistication that surpasses even that provided by companies the size of Boeing."

"All our original software development used Sybase technology and we also use it extensively within Mart Technology. The iAnywhere Solutions database is an excellent solution ..."

*Graham Simon
Managing Director
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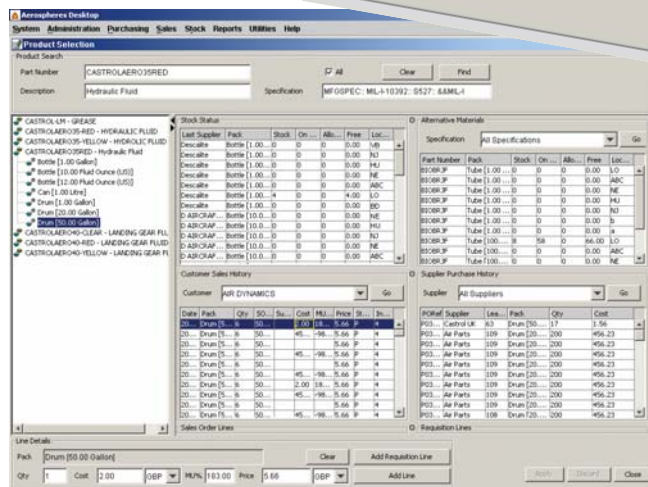
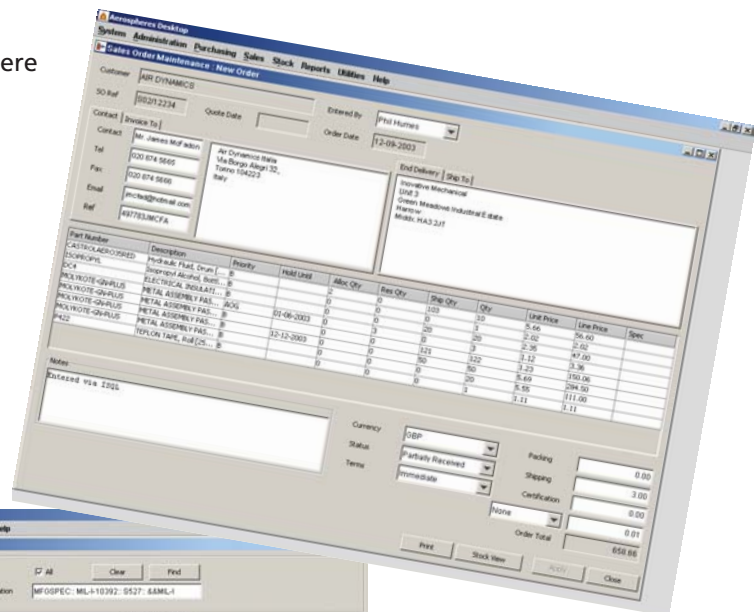
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He continued: "With the new system, employees have immediate access to information about stock levels, customer sales history, purchase orders and suppliers. The provision for customers to enter their own orders, through forms displayed in their native language, and track them online will also provide us with a real competitive advantage."

Graham Simon concluded: "All our original software development used Sybase technology and we also use it extensively within Mart Technology. The iAnywhere

Solutions database is an excellent solution and we would encourage companies with all types of data-intensive projects to seriously consider using the MT Studio environment and SQL Anywhere Studio to radically reduce the complexity, time and cost required to develop powerful desktop-style applications over the Web."



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