



## PARTNERS IN SUCCESS

### Fast Facts:

- Independent software vendor
- Location in Roskilde, Denmark
- Enterprise Resource Planning (ERP) software
- Clients include ECCO Shoes, Group Auto Union, Ketner Outdoor
- [www.octopus.dk](http://www.octopus.dk)

### Application:

- ERP system for material and production planning, point of sales, accounting functions, inventory control, electronic data interchange
- 1.5 million lines of code, 1,000 programs

### Business Needs:

- Distributed computing
- Web access
- Portability
- Windows look and feel

### New Environment:

- ACUCOBOL-GT®
- ACUCOBOL-GT Thin Client
- SCO UNIX, Windows
- Red Hat Linux

### Previous Environment:

- RM COBOL
- SCO Xenix/UNIX

# Paarup Hansen's Octopus® Embraces Acucorp's Thin Client Technology

*"With Acucorp's Thin Client technology, it was very easy to bring essential functions of Octopus to the Internet using COBOL standards. We consider these Internet functions vital to our sales growth."*

—Preben Hansen  
Owner, Paarup Hansen

### BUSINESS ISSUE

Paarup Hansen ApS—makers of Octopus, a comprehensive enterprise resource planning system—was frustrated by several attempts to migrate its character-based interfaces displayed through terminal emulators to graphical user interfaces (GUI) displayed in a Windows client/server environment. Each migration was canceled due to poor performance because data processing had to occur on the client machine resulting in batch jobs running 30 times slower. Paarup Hansen needed a solution that provided the best of both worlds—the capability to deploy graphical interfaces while maintaining its superior performance.

At the same time, two of Paarup Hansen's customers were implementing Web-based ecommerce solutions with assistance from third-party vendors. The implementations required Paarup Hansen's involvement to make the necessary interfaces to its Octopus application. Paarup Hansen quickly realized it needed to develop its own eCommerce solutions for delivering key functions of Octopus to its customers via the Internet.

### SOLUTION

According to Preben Hansen, owner of Paarup Hansen, "With Acucorp's Thin Client technology, we got the solution we were looking for. Finally, we could migrate the Octopus package into a modern graphical user interface without sacrificing performance." Acucorp's Thin Client technology works by displaying only the user interface portion of the Octopus application on the client machine. The

application runs on a UNIX, Linux, or Windows server where data access and processing occurs.

Through Thin Client technology, Paarup Hansen also found the Web enabling solution for distributing its newly created B2B ecommerce module. A special Web version of Thin Client allows Paarup Hansen to create links on its customers' Web sites, which launch their B2B ecommerce module—displaying the user interface portion of the application on the client's machine, while the application runs on the server.

### BENEFITS

In addition to new revenue opportunities, Paarup Hansen realized competitive advantages such as lower development cost, which it passes on to customers in the form of lower pricing. Paarup Hansen found Acucorp's Thin Client technology to be far less expensive than other Internet deployment options. With Acucorp's Thin Client, the graphical version of Octopus performs at the same speeds achieved by its character-based version.

### FUTURE PLANS

The success achieved by deploying its B2B ecommerce module with Acucorp's Thin Client technology has Paarup Hansen excited about future prospects. They estimate adding over 500 new users in the next two years to its current 1,000 end-user count. Paarup Hansen also continues to convert other Octopus modules from character to graphical user interfaces utilizing ACUCOBOL-GT's graphical technology.

The new face of COBOL®

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