



The new face of COBOL™

ACUCORP®

Ascoli S.p.A.

"We chose Acucorp because we wanted to provide our customers with an open-systems software solution compatible with modern, integrated technologies," says Alessandro Cellana, Strategies Manager at Ascoli. "As a result, we have been able to improve our current operations through more efficient budgeting and warehousing functions."

Ascoli S.p.A. Fast Facts:

- Founded 1919 in Florence, Italy
- Headquarters in Milan, Italy, with 83 additional service centers/offices
- Approximately 400 employees
- Approximately \$75 million in annual revenues
- More than 10,000 customers in Europe

Applications:

- Custom-designed budgeting and warehousing software

Acucorp Solution:

- Platform migration

New Environment:

- Hewlett-Packard L-Series servers running HP-UX OS

Previous Environment:

- HP e3000

Previous COBOL:

- HP COBOL

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Business Issue

The Italian courier service, Ascoli S.p.A., delivers an average of 20,000 packages a day. Their complex delivery service was controlled by an internally developed HP COBOL software package that ran on an HP e3000 Server. In order to compete in a fast-paced marketplace, Ascoli wanted to maximize operational efficiency and minimize delivery time. Hewlett-Packard's recent announcement to end-of-life the HP e3000, as well as the need for new software components and greater customization, presented a significant challenge. Cellana explains, "We wanted a management software solution specifically for courier services, but with the possibility of interacting with our clients' different operating systems and hardware."

Solution

Acucorp Italia, Acucorp's Italian distributor, offered a cost-effective software solution that dovetailed perfectly with an external hardware consultant's plan to upgrade to new Hewlett Packard hardware. No other options were considered comparable.

In a joint effort between Acucorp Italia and Darwin S.r.l., a migration consulting firm, over one million lines of existing HP COBOL code were migrated to ACUCOBOL™-GT. An additional 40,000 lines of new code were written to incorporate intrinsic functions, spooling management, and process management features. Many of these new features included a graphical user interface (GUI) for a more modern look. As Cellana says, "Acucorp Italia was with us every step of the way. They helped to establish the

various phases of implementation and transition, as well as showing us how we could best use Acucorp products." Massimiliano Stella, the CEO of Darwin, adds, "Our close collaboration with Acucorp Italia has allowed us to offer technological solutions that are extremely efficient and guarantee integration of our customers' legacy applications. At the same time, these solutions are cost effective, making us extremely competitive in our market."

Now Ascoli's key business systems run the HP-UX operating system on a pair of HP L2000 servers, and HP L1000 Servers have been installed at each of Ascoli's eighteen principal branch offices, greatly improving the flow of information. "This infrastructure," Cellana concludes, "allows us maximum flexibility in terms of current operations, as well as greater potential with regard to the design of new software applications."

Benefits

Ascoli was able to maintain their existing software and avoid the disruption of installing and learning a completely new system by migrating to an Acucorp platform-independent system. This change made their current operations more efficient and increased productivity. Their custom applications were converted with little or no impact on the daily routines of endusers.

Future Plans

Ascoli is in the process of developing a new Internet tracking system and wireless technology to improve quality control and shipping efficiency. One thing is for sure, Acucorp's solutions will be there to help them deliver the goods.