

Shared Successes

Lewis Bakeries

Industry: Manufacturing

Lewis Bakeries is the largest wholesale bakery in Indiana and is recognized nationally for its bakery products. To run its business for 20 years, Lewis relied on an HP COBOL application that was developed in-house. Lewis wanted to upgrade to an HP Itanium 64-bit processor running HP-UX because the HP e3000 system on which this application ran was becoming costly to maintain and would soon be unsupported. Lewis chose ACUCOBOL-GT for many reasons: it had all the functions needed to replicate its business system; its pricing structure was competitive; and its graphical screen features were impressive. Acucorp also offered a graphical workbench and had proven longevity in the industry. Using Activant Speedware's AMXW tool (Automated Migration to UNIX or Windows), the baker's internal team finished converting more than a million lines of code three months ahead of schedule and under budget. Employees were thrilled to see screens that looked and functioned as before, with better performance.

"ACUCOBOL-GT® was a perfect fit for our HP COBOL applications. We were able to complete our migration three months ahead of schedule and under budget too."

Dan Coyle
Vice President MIS, Lewis Bakeries, Inc.

"HP's market-leading multi-OS servers, together with Acucorp's proven software solutions, provide a winning combination for modernizing legacy systems."

—Gerold Ekström, Vice President, Strategic Alliances, EMEA, Acucorp, Inc.

About HP

HP is a \$90 billion global technology solutions provider to consumers, businesses and institutions and serves more than one billion customers in more than 170 countries on six continents. (Source: HP Fast Facts, www.hp.com). A company of HP's size, breadth, and competencies truly has the ability, in collaboration with its partners and customers, to invent the future.

HP is the global market leader in Windows, Linux and UNIX server sales.

In fact, IDC reports that for the 16th consecutive quarter, HP has been the number one vendor in worldwide server shipments and has assumed the number one spot for total server revenue. (Source: IDC June 2006).

HP: Making More Things Possible

Through their relationships with customers and partners, their work as IT innovators and manufacturers, their experience as cutting-edge IT users, and their understanding of diverse business practices, HP knows first-hand that today's businesses are best positioned to thrive amidst change if they have:

- IT that is closer to and better synchronized with business processes
- IT that is more agile and responsive to change
- IT that is consolidated and designed to maximize resource utilization
- IT that is open, modular, and flexible
- IT that provides a larger, more rapid return on investment with less risk

To help us build this landscape, HP has created the *adaptive enterprise*. The adaptive enterprise is an architecture that "drives business strategy and business processes into the underlying applications and infrastructure to fuel business success." How? By using a standards-based framework to transform vertical stack infrastructures into integrated, adaptive, scale-on-demand systems. In HP's words, the adaptive enterprise is:

*...a standards-based framework that leverages best-of-breed technology and components, not only from HP, but also from **best-of-breed partners**. ...It lowers IT acquisition and IT operating costs by using industry standards to drive efficiencies and economies of scale. And, it provides an **evolutionary path** to adaptive infrastructure, enabling you to take the right steps at the right time.*

From: "Building an adaptive enterprise: Linking business and IT" © HP

A Winning Combination

Best-of-breed Acucorp technologies help you transition valued legacy assets into the adaptive enterprise. These critical applications—living implementations of your business rules reflecting years of investment and evolution—can be retained, transitioned and modernized in the adaptive enterprise at far less cost and risk than other alternatives. Retaining and modernizing also makes the best use of the people most expert in your applications and systems—your existing staff—further reducing cost and risk. As you modernize, you can make your applications vastly more portable, modular, and open to integration, making them integral components of the adaptive enterprise.

Shared Successes

Seagram Americas*

*now known as, Diageo

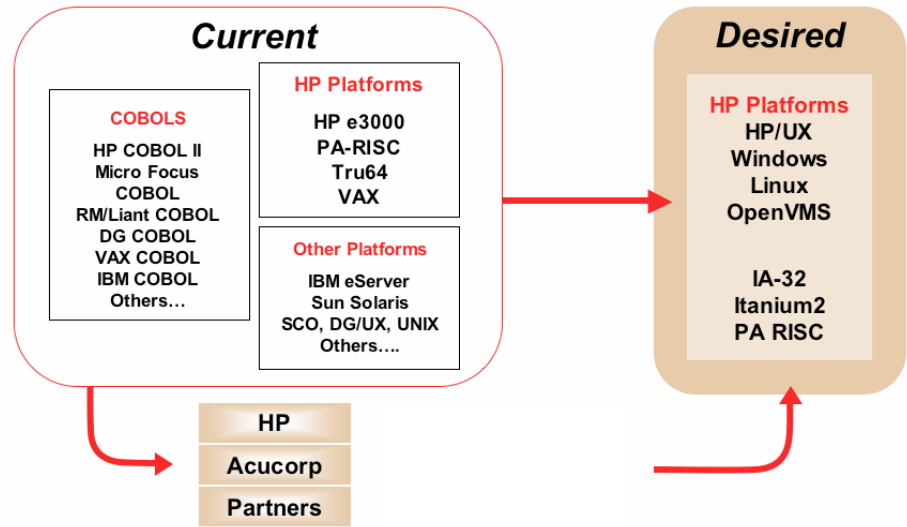
Industry: Manufacturing

A premiere producer of wine and spirits, Seagram Americas has manufacturing and distribution facilities in the U.S., Canada, and Mexico. Providing critical IT support is a 1.8 million line custom application that implements Seagram-specific and regulatory controls for manufacturing. The application was originally written in IBM COBOL and deployed on an ES9000. Seagram wanted to improve stability and user response times, reduce operating costs, take advantage of open system architectures, and modernize the application's user interface. The application was converted to Acucorp's COBOL and redeployed on an HP 9000 running HP-UX in less than six months. System availability shot up to 99.9%. Batch processing times improved 50%. Ongoing maintenance costs shrank 90%. The project cost payback period was less than one year!

"Acucorp, together with their partners, revitalized our manufacturing management system, and they did so at a fraction of the cost of alternative solutions."

Joe Horlander,
North American Manufacturing
Systems Manager,
Seagram Americas

Acucorp's world-renowned open systems COBOL and *extend*[®] technologies can help you move off of isolated, aging, high-maintenance platforms and onto modern HP servers.



Acucorp was the first COBOL released on Linux IA32, HP-UX Itanium2, Linux Itanium2 (all major distributors), Windows 2003 Itanium2, and OpenVMS Itanium2. We also support PA-RISC and Tru64.

Not only do Acucorp technologies help you transition to modern HP servers, they provide the innovative tools and capabilities you need to modernize and integrate your COBOL applications within the adaptive enterprise.

More things are possible for your legacy COBOL applications in the adaptive enterprise. Get there with Acucorp technologies.

To engage HP and Acucorp in your move to the adaptive enterprise, contact your Acucorp Sales Professional at 800.262.6585 or +1 858.689.4500 (outside the U.S. and Canada).