

Virginia International Terminals

A Speedware Quick Start Success Story

"From the onset of our migration project, our staff's goal was maintaining the integrity of our databases while staying on budget. As a result of Speedware's hands-on training and exceptional expertise and guidance throughout this project, we are achieving an outcome beyond our expectations."

— Clark Farabaugh, Jr., Assistant Director of IT, Virginia International Terminals

Customer Profile

Virginia International Terminals, Inc. was established in 1982 as a result of the movement towards unification of the Ports of Hampton Roads.

Virginia International Terminals, Inc. (VIT) is a marine terminal management company chartered by the Virginia Port Authority to operate the state-owned port terminal facilities. It serves four major Virginian terminals and ranks among the most sophisticated terminals in the world.

Value to Business

Speedware's expertise in providing migration services and training helped VIT to migrate its mission critical Speedware/4GL applications to HP-UX and transition its TurboImage databases to Oracle-within budget while maintaining the functionality of its databases.

Challenging Scenario for VIT

VIT's goal was to use its in-house resources to migrate its current applications, custom-developed in Speedware/4GL, COBOL and JCL, and to convert its TurboImage databases into Oracle on HP-UX.

Migration challenges

VIT faced many challenges in achieving its migration objectives. Foremost, the company had no HP e3000 migration experience for transitioning its applications and databases which was key to the success of this project. Additionally, its IT infrastructure utilized many different technologies-each with their own migration limitations and requirements that impacted on each other.

The search begins

VIT was searching for a quick and effortless solution to start their migration project. In particular, they needed an effective jump-start to get up to speed with key migration and target technology concepts. As important as it was to motivate its staff, it was essential for the company to find a solution that wasn't complicated to use that would eliminate the need for interacting with multiple vendors. VIT wanted more than just a one-time solutions provider. They were looking for a partner and a long-term migration advisor that would understand the intricacies related to migrating and changing multiple technologies simultaneously.

Quick Start in Motion

VIT was one of Speedware's first customers to use Speedware's Quick Start Migration services. The Speedware Quick Start Migration ("Quick Start") provides companies with a cost-effective and productive solution for quickly getting up to speed with key migration and technology topics in order to be efficient in planning and executing their own migrations successfully. Quick Start

maximizes the productivity of IT staff by providing a knowledge transfer and valuable insight into the migration best practices of our highly-skilled migration experts.

Prior to the Quick Start, as a first step, VIT utilized a Detailed Migration Analysis (DMA) service from Speedware, which included a system inventory, company requirements gathering and migration recommendations. This helped VIT pave the way for planning their migration project. During this exercise, it became apparent that VIT wanted to be directly involved with their transition so Speedware shifted gears and helped VIT determine how they could use their own resources to perform the migration themselves.

Following the DMA service, Speedware customized a Quick Start program to fit VIT's needs. The Quick Start identified one key application to be used as a test case for migration-and for customized staff training.

The customized Speedware training and materials provided to VIT's technical team was instrumental to the success of them performing migration initiatives on their own.

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The Speedware migration consultant tailored training based on VIT's environment, their applications and databases.

Specifically, the following customized training was provided resulting in the success of VIT's Quick Start Migration project:

- Basic Oracle
- UNIX getting started
- Speedware on UNIX
- Omnidex for Oracle
- Customized migration procedures specific to VIT's applications and databases.

Mission Accomplished

Through Speedware's expertise in providing a Quick Start Migration program, VIT was empowered with the required tools and the training necessary to migrate their 35+ mission-critical Speedware/4GL applications to HP-UX and convert their Turbolmage databases to Oracle. Speedware was successful in providing a migration plan that met VIT's objectives.

Speedware's Professional Services Team

Speedware prides itself on providing exceptional technical professional services. We understand that migrating mission-critical applications and databases can be a complex undertaking for any organization, especially when new technologies or unfamiliar development processes come into play.

A large number of companies who have already completed migration projects can attest to the strength of Speedware's team. You can rely on our technical expertise to ensure a successful, complete and rapid migration process.

Migration Profile

Source Technology	Target Technology
HP e3000/MPE	HP 9000/HP-UX
Speedware/4GL on HP e3000	Speedware/4GL on HP 9000
Turbolmage with Omnidex	Oracle with Omnidex
JCLs	UNIX Scripts

About Speedware

Speedware, a wholly-owned subsidiary of Activant Solutions Inc., is a leading provider of enterprise software solutions. The company provides a complete suite of HP e3000 migration solutions, application development technology and business intelligence tools. Based in Montreal with a distribution network spanning 35 countries, Speedware offers market leaders the end-to-end solutions they require to achieve their business objectives and enhance their competitive advantage.

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