



The challenge

MetaWare Technologies, a leading European company within the platforms migration market, reports the signing of its first migration contract with Salomon regarding its HP partnership. This agreement concerns HP's choice of Phoenix solution from MetaWare to ensure the migration of its outdated HP e3000 servers.

The first MetaWare-HP joint action concerns the migration of COMFIL, Salomon's business application, to the HP Unix platform: HP-UX.

"The installation and learning of a new business management application solution was presenting a major risk of degradation of our customer relationship and, consequently, of our sales. Therefore, Salomon has retained the only migration option able to guaranty an equivalent quality level without generating any perturbation neither for our subsidiaries, nor our customers. »

Thierry Desaleux,
Salomon Informatics
Manager

SALOMON, SPECIALIST IN SPORT ARTICLES, chooses MetaWare Technologies and HP to implement its HP-UX architecture and have its HP 3000 servers migrated



Salomon has changed the HP e3000 planned stop into an opportunity to improve its quality service.

The background

COMFIL has been used for more than 15 years. It is an internal development which has succeeded in constant improvement to meet Salomon's needs perfectly. 14 Salomon' subsidiaries throughout the world are equipped with COMFIL which manages orders from more than 10.000 customers. In addition, this application enables delivery and invoicing of more than 10 million products a year, aimed at international sports firms (Intersport, Décathlon), as well as every 100m² mountain shop.

Definition of HP e3000 conversion to HP-UX

Salomon's original data-processing installation included two HP 3000 systems. COMFIL was based on a MPEiX environment using IMAGE database. The source Cobol programmes will be modified into Cobol Microfocus.

The business application will be migrated to a HP-UX platform.

The new architecture will be supported both by applications server and Oracle database (9iAS et 9i). At the final stage, Comfil will run on HP 9000 servers.

	Source Environment	Target Environment
Hardware	HP e3000	HP 9000
Operating Systems	MPEiX	HP-UX
Screen Design	VPlus	JSP/ HTML
Database	IMAGE	ORACLE® 9i
TP Monitoring	N/ A	ORACLE® 9iAS
Language	HP COBOL II	COBOL Micro Focus®

Choice of the upgrade method

Further to the evaluation of various market opportunities (migration, rewriting, ERP, emulation) the migration solution presented by MetaWare has quickly prevailed. This is the only solution which brings to the existing SI, the best permanent quality upgrade by the integration of advanced technology (SGBDR, J2EE, Datawarehouse, JSP, etc.).

MetaWare Technologies
Customer success **SALOMON**
HP e3000/ HP UX

"MetaWare is a migration specialist, which has shown singularity in eluding no issue and transparency upon its methods at the opposite of other companies we met, that were offering "black box" type propositions. Moreover, MetaWare's migration solution is the only one ensuring performances, costs and delivery times through a contract price service. Regarding the human factor, we have found in MetaWare the same spirit as in Salomon: passion, creativity and team work. To end, MetaWare is truly paying great attention to our needs."

Thierry Desaleux,
Salomon Informatics Manager

"HP's guarantee was decisive to choose MetaWare. It has set our mind at ease, as well as the fact their migration solution includes Oracle's offer; we work in partnership with MetaWare, more specifically regarding our implication in tests. This approach will allow us to recover at the final stage of migration the same independence in term of Comfil extensive knowledge as before MetaWare' intervention."

Thierry Desaleux,
Salomon Informatics Manager

Benefits

The HP9000 (HP-UX and Oracle) technological platform now hosts half of Salomon' applications. "COMFIL migration will enable us to considerably improve the inter-applications communication, by using Real-Time base-to-base conversion interfaces, specifically with the Supply Chain, to better inform our clients on products availability", adds Thierry Desaleux.

The migration has changed COMFIL into a more open environment towards new technology, thanks to the integration of colours and products photos, making business teams' work easier. Moreover, the migration will facilitate the removing of some structural and historical limits of the application. For example, the creation of applicative extensions integrated in the migration process will enable the order lines management of more than 9999 articles (industrialized extending of areas and expansion through the whole asset components).

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technologies



About SALOMON

Reporting € 714 million financial results in 2001, Salomon appears within adidas-Salomon as the Group's sliding and outdoor sports brand (the "freedom action sports"). Salomon is specialized in individual sports based on adventure, sensations and creativity. Their practise covers all types of ground throughout the planet: snow, rocks, water, air, asphalt, using the same natural environment as a wide playing field.

Global leader in the winter sports, mainly thanks to equipment, these last few years Salomon has also gained market share in clothing and footwear. The Bonfire, Mavic, Cliché and Arc'téryx brands actively participate to Salomon' growth.

Strongly involved in each sport it covers, Salomon continuously strives to improve the practise aimed to always get better performances and pleasure in nature.

For more information, please visit the site www.salomonsports.com

About HP

HP is a leading global provider of products, technologies, solutions and services to consumer and business. Its offerings span information systems infrastructure, personal computing and access devices, global services, digital imaging and printing systems. HP has merged with Compaq on May 3rd, 2002. For more information, please visit the site www.hp.com