



Customer Case Study:

Customized report generation using 'wrap around technique' for a leading US based seafood manufacturer and packer

The Client:

The client is one of the leading seafood manufacturers and packers based out of Illinois, US.

The client specializes in procuring seafood from across the world and has more than 50 years of industry experience.

The Client's customer base ranges from restaurant chains, institutions foodservice, retailers, wholesalers to Industrial processors.

The Challenge

The client was having issues in generating customized reports. They were using MAS 90 with a proprietary database. Flexibility available for generating customized reports was limited to the Crystal reports and the proprietary ISAM database.

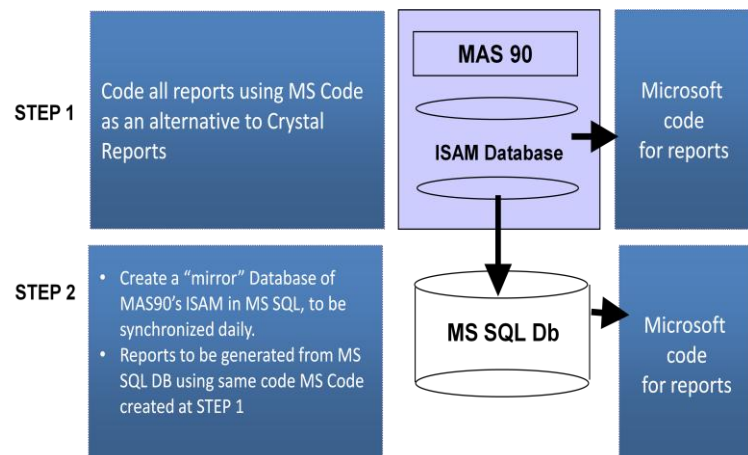
Another critical issue the client had was that the application used to get locked when the reports were being generated. This was very inefficient and caused unnecessary delay.

The Solution

- Migrating to a new application that provided the benefit of state of the art databases with associated reporting capability meant significant investment.
- The client was also reluctant because the previous migration to the existing IT set up 8 years ago was very painful and it took much longer than expected for the system to settle down.
- StylusFMS suggested using 'wrap around' technique without changing the existing database.
- Microsoft SQL was selected to mirror and synchronize database with the proprietary database.
- This made it very easy to generate customized reports

Risks in the approach

- It was a quick fix solution, hence cost incurred in creation of the reports will be wasted in long term.
- Cost benefit is difficult to work out as long term MIS requirements are unknown at this point.
- It followed a bottom-up approach – alignment to business objective is achieved iteratively and potentially at high over all cost.
- MS SQL “mirror” database is not relational because ISAM database is not relational
- It is very likely that the database has to be re-designed in future
- This will render new code for reports defunct since reports are tightly linked to database structure.
- Processes efficiency constrained by legacy systems.
- This also prevented locking the application during report generation..



Benefits to the client

- Increased usability of existing MAS 90 application,
- Microsoft based reports prevented database locking during report generation
- Customized reports can be generated on demand.
- Potential re-use of reporting code in future

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