

“ With Servoy Mobile for Progress, it was easy for us to develop a great-looking application in record time that delivers a fantastic user experience. ”

Ali Sassi,
Managing Consultant,
Garansys

Garansys develops mobile application in record time

Company

Founded in 2009 as an initiative of the Dutch IT company Caesar Group, Garansys stands for reliable business application development.

Under the motto “A deal is a deal”, Garansys delivers custom-specific applications within a fixed timeframe and a guaranteed budget.

Garansys customers are commercial enterprises and non-profit organizations, who recognize IT as a strategic partner and enabler of their business. Garansys develops applications that are critical for these companies and organizations to achieve their business objectives.

With the IT departments of their customers, Garansys defines the software product to be developed. Delivery of the defined functionality is then guaranteed to happen in

time and budget. If Garansys delivers later than agreed, up to 50% of the project price is paid back to the customer.

To ensure project completion within the guaranteed turn-around time, Garansys developed a specific approach that translates the “Theory of Constraints (TOC)” by management guru Eli Goldratt into the field of IT projects. TOC-IT allows them to finish more than 97% of their projects on time, which compares to an average of just 35% of IT projects worldwide.

In addition to the right project management approach, selecting the right platforms and tools is critical for Garansys.



Challenge

Koninklijke Saan, the Dutch logistics services provider, is one of these customers. With over a century of experience in the logistics of crane hire, industrial relocations, events, traffic and removals, Koninklijke Saan execute all their services with the help of excellent equipment and modern automation systems.

Koninklijke Saan's challenge was to provide a mobile application to its employees who are on the road and need real-time insight into their work orders. On the other hand, employees in the front office need real-time insight into the status of each work order. An existing Progress application was in place that had to be integrated with, causing as little disruption of the running system as possible. To meet these requirements, the customer had a limited budget and timeframe.

The company is therefore continuously on the outlook for innovative solutions that help them keep the ambitious promises they make to their customers.

Solution

Garansys accepted this challenge. In a very short time frame, they created an application for Koninklijke Saan that tremendously reduces the amount of paperwork and the amount of calls that crane drivers have to make to the office. Employees in the office have real-time information about what is happening in the field.

Initially, Garansys had selected a mobile platform delivered by their current technology provider. However, they quickly ran into a series of challenges

with that platform: It could only work in the browser, making it difficult for developers to be productive. It lacked version control tools, making it cumbersome to release versions to the testing team. It lacked debugging and testing tools, making it hard to deliver the quality desired. And it did not allow for offline usage of the application, making it impossible for the work orders to be edited without Internet connection. As the application is meant to be used on the road, this will be quite often the case. In summary, the initially selected platform could not support what had been agreed upon with the customer.

After extensive research of possible alternatives, Garansys selected Servoy as the platform to build and deliver the mobile application for Koninklijke Saan. "The first thing that struck me as we started talking to Servoy was their no-nonsense approach. They quickly helped us analyze the issues we had with the current tool,

and outlined a possible solution,” says Ali Sassi, Managing Consultant of Garansys.

Another reason for them to select Servoy was the “Assurance” program. It enables companies such as Garansys to deliver applications within time and budget. The program is a combination of project management, training, support and frameworks.

Servoy trained the Garansys staff on the job, creating the actual application while helping the developers to get up to speed with Servoy Mobile for Progress. In just a few weeks, Garansys was able to write the mobile application from scratch, test it and deliver it to Koninklijke Saan.

Benefits

With Servoy, Garansys could connect directly to the Progress-based backend without having to rewrite a single line of code. Existing business logic and data could be re-used by Servoy Mobile for Progress, making it seamless to create and deliver mobile applications quickly. Not having to change the back-office Progress application greatly reduced the development time and the project risk.

Servoy allows Progress developers to connect to existing ABL code and data in the Progress database as well as to web services that are provided by the Progress Application Server. Servoy also connects to older Progress installations from versions 10.2 and higher, which reduces the license or upgrade cost of existing applications.

Servoy’s offline technology enables the workers on the road to work remotely, without connection to the central system. Synchronization technology makes it easy to support workers in the field where Internet connections are unavailable or unreliable.

About Garansys

Garansys delivers “IT as agreed”. Based in Utrecht in the Netherlands, the company was founded in 2009 as an initiative of the Caesar group.

Over 50 people work for Garansys today.

They offer IT projects, application management and consulting services with deliverables that are guaranteed as to time and budget. Unilever, Van Oord, NS, Eneco, Nijenrode. Further information under www.garansys.nl

Garansys is part of the Caesar group, a Dutch IT organization that employs more than 250 IT professionals. Established in 1993, Caesar is owned by DGA (www.dga.nl) and by its employees. The financially solid company consists of Caesar Experts, Caesar Tender, Caesar Via Nova and Garansys. For more information, please go to www.caesar.nl

Servoy’s synchronization functionality made it effortless to define which data would be needed offline, and it automated the process of bi-directional synchronization of information. If a connection is available again, changes are reported directly into the back-office Progress application, enabling employees in the office to know in real time what is happening in the field.

The application can be used both on Apple iPhone, iPad and on Android devices. As Servoy comes with build capabilities for both platforms, a few clicks are sufficient to take an application from the development environment and deliver it to the end customer.

Ali Sassi is very pleased with the outcome of the first Servoy project at Garansys: “It was the combination of

the right platform, the right people and the right attitude that made our project so successful. With Servoy Mobile for Progress, it was easy for us to develop a great-looking application in record time that delivers a fantastic user experience. The Appsure program reduced our risk and time to market, allowing us to deliver the mobile app to Koninklijke Saan in time and budget.

Based on our experience, Servoy Mobile for Progress is the best platform to deliver mobile applications that integrate with existing Progress applications and databases.”

Curious to find out more? We will be happy to give you deeper insight into how you can innovate your business applications quickly with Servoy. Just send an e-mail to info@servoy.com or get in touch with your local Servoy contact. See www.servoy.com/contact for a list of contacts.

