

Smooth Sailing for Virginia International Terminals

“ Only one vendor stood out for its migration knowledge, experience, and exceptional service: Fresche Legacy. We are very pleased with our results and look forward to a continued partnership. ”

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

When VIT decided it was time to migrate from the HP e3000 platform, it enlisted Fresche Legacy's expertise. Through a customized "jump-start" program, VIT is empowered to migrate its own applications and databases.

BUSINESS SITUATION

Migrating applications and databases running on the HP e3000 platform.

NEW CHALLENGES, NEW SYSTEMS

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. Over one million containers are handled each year by VIT and it expects to double its capacity within the next 10 to 15 years.

As a 24-hour operation, VIT depends on a variety of mission-critical applications to manage its operations. These applications, designed to track shipments, manage equipment, enable electronic data interchange and coordinate labor and other resources, were custom-developed in both Speedware/4GL and in Cobol. Furthermore, key information is stored within Turbolmage databases, a database management system proprietary to the HP e3000 platform. Virginia International Terminals was eager to undertake a migration process toward a more open computing environment. By doing this, VIT felt that it could protect the value of the investments it made in developing these custom applications and safeguard them against the future.

MIGRATION OPTIONS

VIT's interest in moving toward an open computing system coincided nicely with Hewlett-Packard's recent announcement of end-of-sale and end-of-support dates of

VALUE TO BUSINESS

Through Fresche Legacy's expertise in providing migration services, VIT was given the tools and the training necessary to migrate its mission-critical Speedware 4GL and Cobol applications to HP-UX and convert its Turbolmage databases to Oracle.

its popular HP e3000 computing platform. VIT was determined to get a head start over other companies that would be facing the challenge of migrating their applications and databases over the next months.

It was looking for a migration solution that was both cost-effective and minimized any system downtime — after all, cargo shipments entering its ports could not be asked to wait should system downtime occur.

VIT also wanted to benefit from the migration incentive programs offered by HP, namely the server loan program.

VIT TEAMS UP WITH FRESCHÉ LEGACY

Throughout the past 15 years, VIT has developed over 35 custom applications using Fresche Legacy's fourth-generation programming language, known as Speedware/4GL. Over the years, VIT has always been impressed with the quality and

robustness of Fresche Legacy's tools, as well as by its exceptional customer service. VIT was looking for help to:

- Migrate toward HP-UX, a more open, UNIX-based computing environment.
- Transition mission-critical Speedware/4GL and Cobol applications without sacrificing functionality.
- Convert Turbolmage databases to Oracle 9i and train IT staff to manage this new RDBMS.
- Improve the graphical user interface of their applications and extend their use to the web.

When it came time to partner with an experienced migration solution provider, the choice was clear. In fact, VIT felt that no other vendor has demonstrated the experience and expertise in the field of HP e3000 migration than Fresche Legacy. Fresche Legacy worked with VIT to develop a

custom program to allow it to easily migrate its applications and databases to a new, open environment.

FRESCHÉ LEGACY'S CUSTOM "JUMP-START" MIGRATION PROGRAM

Fresche Legacy created a "jump start" migration program for VIT. First, Fresche Legacy's professional migration services team performed a detailed assessment of the resources required to migrate VIT's applications and databases. A consultant from the group then went onsite to VIT's offices and migrated one of their key applications while at the same time training VIT's technical staff on the process. Fresche Legacy also left behind a host of innovative application and database migration software tools. VIT is now empowered to migrate their remaining applications and databases themselves — saving considerable money and allowing them to maintain complete control over the entire process.

MIGRATION SOLUTIONS TO SUIT A VARIETY OF NEEDS

Virginia International Terminals conducted a great deal of research on the topic of HP e3000 migration as well as on the different vendors who offer software and consulting services in this field. VIT's choice was clear — Fresche Legacy had the experience and know-how to help them through the process. For VIT, the best choice was to enlist the help of Fresche Legacy during the initial phases of the process and then let its own in-house IT staff complete the project on its own, using Fresche Legacy's software tools. In the next phases of this project, VIT is looking forward to using the Speedware Autobahn II application web-enablement tool to extend the functionality of their key applications and enhance their user graphical interface.

Fresche Legacy provides end-to-end migration services. Contact us today for a free assessment.*

TECHNOLOGY ENABLERS

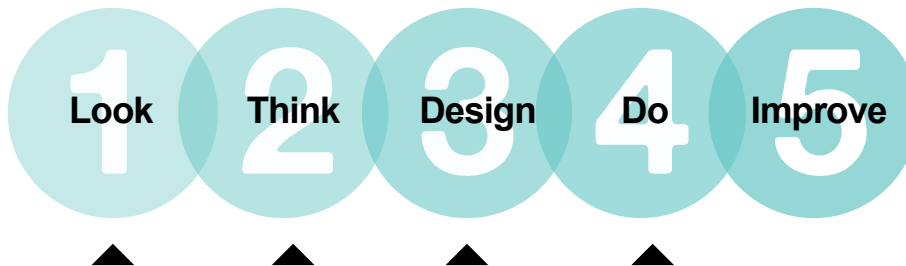
Fresche Legacy professional migration services
Turbolmage to Oracle 9i conversion tools
Speedware Autobahn II

FRESCHÉ LEGACY'S COMPLETE PORTFOLIO OF MIGRATION SERVICES:

- Comprehensive migration assessment
- Migration planning and analysis
- Complete project management
- Implementation
- Database porting tools
- 3GL and 4GL migration
- Award-winning technical support

The Fresche Approach™

Go to www.freschelegacy.com/frescheapproach for more information on our proprietary methodology.



THIS CASE STUDY HIGHLIGHTS THE:

"LOOK" step of our methodology, where we thoroughly examine your IT infrastructure from top to bottom, back to front and inside out.

"THINK" step of our methodology, where we strategically consider how your IT environment is performing, and should be performing.

"DESIGN" step of our methodology, where we employ our unique and innovative thought leadership capabilities to architect the future state of your IT infrastructure.

"DO" step of our methodology, where we complete the migration of your applications.

"IMPROVE" step of our methodology, where we offer 24 / 7 customer support and on-site service whenever you need us.