

Success WITH CA

Advantage™/
AllFusion™

Partner Info AT A GLANCE

Company Name:

Jumar Solutions Europe Ltd.

Industry:

Software Development

Geographic Location:

Solihull, England

CA Products:

Advantage™ Gen for
Enterprise Servers
AllFusion™ ERwin® Data Modeler

ca smart™ Solutions:

Jumar:Links for Rational Rose and
Advantage™ Gen; Jumar:Links for
AllFusion™ ERwin® Data Modeler
and Advantage™ Gen; Jumar:Links
for COOL:DBA/COOL:Business
Team and AllFusion™ ERwin® Data
Modeler; others



Computer Associates®

Jumar Reduces Application Development Time With CA's Advantage™ Gen

Jumar Solutions Europe Ltd. (Jumar), a software development specialist in Solihull, England, offers a combination of application development, training, systems integration and consulting to Fortune 1000 customers in the finance, logistics and transport sectors. In addition, Jumar has developed a range of software products that it sells directly to customers.

The Challenge: Adapting to New Challenges

Specializing in component-based development (CBD), an application development that creates re-usable components of computer code that can be slotted together in different ways to build applications quickly and cost effectively, Jumar was under pressure to deliver innovative solutions with cutting-edge functionality for faster returns on investment.

As a young, fast-growing company, it needed a solution that was competitively priced and that would support emerging technologies in application development, such as J2EE and Enterprise JavaBeans. It also wanted a solution to be up and running quickly, with the least possible fuss, added Wendy Merricks, a director with Jumar. "We needed something to work with the SQL Server database that could be installed simply."

To meet these challenges, Jumar implemented Advantage™ Gen and AllFusion™ ERwin® Data Modeler from Computer Associates International, Inc. (CA). The tools are used to develop applications and tools for customers, and to create a range of application tools that Jumar sells directly to customers.

"I looked at other products on the market, but none offered the breadth of support and flexibility of Advantage Gen from CA," said Dave Tomkins, another director with Jumar.

Tomkins was familiar with the Advantage™ family of products, having worked with the tools in his previous job, and recommended CA because he had experienced its proven track record of strong support and success stories. "With Advantage Gen, if a business wants to switch platforms for a business reason, they can keep the same data to a large extent," Tomkins explained. "There are a lot of tools that promise that, but only Advantage Gen really delivers the broad, end-to-end capability we need."

The CA Solutions

Jumar reduced the time to develop applications from an average of five months to just two months with Advantage Gen. "It means we can develop products and take them to market faster," said Tomkins. "Advantage Gen gives us the life cycle tools needed to maintain, create and update applications quickly."

Using Advantage Gen and AllFusion ERwin Data Modeler, Jumar has also developed a range of software products designed to help customers migrate data from older platforms to newer CA environments. The products are now an important source of revenue for the company. Faster development is critical in a tight market. "It cuts costs and gives us a competitive advantage," added Merricks.

Since becoming a participant in CA's Strategic Business Alliance and achieving ca smart™ certification for its solutions, Jumar has experienced access to extremely high levels of support in technical matters and marketing. "We have access to other CA solution partners with ca smart certifications, so it's like having a global network of people marketing your products," explained Merricks. "Because everything in the program is complementary, we can be marketed in territories where we couldn't go ourselves."





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“
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”

Dave Tomkins
Director
Jumar Solutions Europe Ltd.

Going Forward

Jumar took part in the beta testing of CA's Advantage™ Gen 6.5, and is planning to upgrade to the next version of AllFusion ERwin Data Modeler for improved database modeling. And with CA's FlexSelect LicensingSM, which provides customers with flexible, month-to-month licensing, Jumar has dramatically improved its cash flow. "The reliability and performance is great, but it's the relationship we have with CA that makes the difference," said Tomkins.

The ca smart Solutions

Jumar's full range of ca smart solutions includes: Jumar:Links for Rational Rose and Advantage™ Gen; Jumar:Links for AllFusion™ ERwin® Data Modeler and Advantage™ Gen; Jumar:Links for COOL:DBA/COOL:Business Team and AllFusion™ ERwin® Data Modeler; Jumar:Xtras ModelReporter for Advantage™ Gen; Jumar:Xtras BulkUpdate for Advantage™ Gen; Jumar:Xtras Print Enhancer; Jumar:Xtras Plug-in Manager; Jumar:Xtras Ancestry Manager

**For more information, call 1-631-342-4200
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