



Auto Parts Retailer
United States

Leading U.S.-Based Auto Parts Retailer Yields New Efficiencies by Replacing Obsolete Terminal Emulator with BlueZone™

For many companies that run business applications on legacy systems, terminal emulation technology is a necessity; however, it is rarely viewed as a strategic function of the IT architecture. Consequently, some organizations tend to take the “if it isn’t broke, don’t fix it” stance, extending the use of emulation products well past their prime. These aging emulation technologies are typically functional, but in the long run they can cost a company exponentially more than the expense of upgrading to a newer, more efficient emulation solution.

Not Worth the Cost

For one leading United States-based auto parts retailer, the cost necessary to maintain its terminal emulation solution was becoming unbearable. The company’s core applications reside on a mainframe, accessed by approximately 1000 users based in the organization’s headquarters, plus employees located in 3000 retail stores throughout the U.S. “We limped along for years with our old emulator, avoiding the inevitable fact that at some point it would have to be replaced. The solution we were using was outrageously priced, offered sub-par support and delivered limited functionality. We knew we needed to make a change,” said the company’s systems engineer of the IT server group.

The company also planned to embark on a large-scale project to standardize all of its desktops and operating systems. Citrix was going to play a significant role in the standardization initiative, which created a new obstacle. The company’s terminal emulator provided limited compatibility with Citrix. “We ran into multiple problems with the emulator on Citrix. It would disconnect people in the middle of a session. The disruption was very frustrating for our users, especially programmers who would lose all of the work they had just completed,” said the systems engineer.

The auto parts retailer investigated several technology options and decided to purchase a new, state-of-the-art terminal emulator - BlueZone from Seagull Software. BlueZone is a thin, fast and feature-packed Web-to-host and PC-to-host terminal emulator for mainframe, iSeries, UNIX/DEC and secure File Transfer Protocol (FTP). BlueZone is designed to be easy to implement, easy to use and easy to customize.



Highly Recommended Technology

"We were very interested in BlueZone because of its robust features and its low cost. Plus we knew FedEx was using the product. Being a large, nationwide retail company, we needed proof that another Fortune 500 organization was having success with it. FedEx's use of BlueZone immediately gave weight to the product," said the systems engineer.

Using BlueZone, the auto parts retailer delivers reliable, secure access to mission-critical applications housed on the company's mainframe. BlueZone's full compatibility with Citrix enabled the retailer to move forward with its standardization project without delay. "BlueZone performs very well on Citrix. We've experienced an increase in speed of the applications, which allows our employees to be more productive," said the systems engineer.

"We were very interested in BlueZone because of its robust features and its low cost. Plus we knew FedEx was using the product. Being a large, nationwide retail company, we needed proof that another Fortune 500 organization was having success with it. FedEx's use of BlueZone immediately gave weight to the product."

*Systems Engineer
Auto Parts Retailer*

New Cost Savings

BlueZone delivered cost savings by replacing the auto parts retailer's solution for telnet connections. "We used a separate product called CRT to provide telnet connections for approximately 300 of our employees. BlueZone serves that purpose for us now so we've been able to eliminate use of the CRT product, which has yielded additional cost savings," said the systems engineer.

"BlueZone has a smaller footprint than our previous emulator, takes up less memory and is a lot faster. Plus, our employees really like using it. In addition to the significantly lower maintenance cost, the technology has helped us reduce some of our other costs. Seagull has been a great vendor to work with," the systems engineer said.



Seagull Software specializes in powerful technology for connecting proprietary legacy applications to service-oriented architectures in J2EE and .NET environments. The LegaSuite® platform of integration, Web-enablement and terminal emulation solutions reflects over 14 years of legacy liberation experience, and is used by over 8,000 organizations around the world for business-critical operations.

Every day, millions of end users depend on LegaSuite for online banking, relocation services, e-government, insurance claims processing, cable/utility/telecom call centers, kiosk bill payment, online order processing and many other important business processes.

U.S. Headquarters

Seagull Software Systems, Inc.
3340 Peachtree Rd. N.E.
Atlanta, GA 30326
+1 404 760 1560

Europe Headquarters

Seagull Business Software
Korte Parallelweg 1
3311 JN Dordrecht
THE NETHERLANDS
+31 78 632 28 00

www.seagullsoftware.com

info@seagullsoftware.com

© 2004 Seagull Software Systems, Inc.
All rights reserved.