



micro plastics, inc.

customer case study



Micro Plastics, Inc.
Flippin, Arkansas

Micro Plastics, Inc. Launches New Remote Access Capabilities with BlueZone™

It's no mystery that sharing data electronically over the Internet is faster and cheaper than traditional methods that involve the manual exchange of paper. But for companies like Micro Plastics, the number one manufacturer of nylon fasteners in the world, exchanging critical business data between their iSeries system and salespeople in the field was not as easy as simply clicking a link. Micro Plastics was using a terminal emulation solution that provided no remote access capabilities, imposing limits on their sales force's ability to access up-to-date inventory and pricing data.

To improve their accessibility, Micro Plastics needed to replace their outdated terminal emulation solution with newer, more advanced technology. The new solution had to be a thin, easy-to-deploy solution that could provide their employees in the field with remote access to their iSeries.

Micro Plastics selected Seagull Software's BlueZone technology, a component of LegaSuite®, as their new terminal emulation solution. BlueZone is a thin, fast, full-function Web-to-host and PC-to-host terminal emulation solution for IBM mainframe, iSeries, UNIX/DEC and secure File Transfer Protocol connectivity.

Seamless, Risk-Free Deployment

Because of BlueZone's virtually transparent installation, Micro Plastics got up and running quickly without disturbing ongoing operations. By simply clicking a link, Micro Plastics was able to launch BlueZone and connect to the host application for green-screen-in-a-browser access to legacy applications. And because BlueZone has an extraordinarily small footprint, Micro Plastics minimized the use of desktop disk space. "The biggest advantage is the ease of installation, distribution and the weight of the application. It has almost no overhead. It was very simple to configure, install and deploy," said Reed Kimble, network administrator for Micro Plastics.

Micro Plastics is using BlueZone as their company-wide emulator and to provide salespeople on the road with secure remote access to core applications running on their iSeries system. In combination with BlueZone, LegaSuite Security Server provides Secure Sockets Layer (SSL) encryption, ensuring that data shared between the salespeople in the field and the home office remains private. "Our old emulator didn't offer remote

Micro Plastics is the world's largest manufacturer of nylon fasteners including screws, bolts, threaded rods, nuts, washers, screw insulators, nylon spacers and PCB mounts, panel clips and fasteners, wire positioning hardware and accessories and circuit board hardware. The company employs approximately 450 people with a manufacturing plant in Flippin, Arkansas and a distribution location in Coventry, England. Micro Plastics serves customers worldwide such as Boeing, Compaq, Dell, General Motors, IBM, Motorola, Wal-Mart and Whirlpool.



access capabilities. BlueZone has given us affordable and secure remote access, allowing us to keep our salespeople connected," said Kimble.

Micro Plastics selected BlueZone because of its ability to offer full functionality and customization capabilities with a small footprint and a low total cost of ownership. With BlueZone's unique licensing and maintenance policies, there are no upgrade fees for a new release or to support a new operating system as long as users remain current on maintenance. "BlueZone is one-tenth the size of our previous solution, yet it is just as functional. Plus, right now we are in a mixed environment of everything from Windows 95 to XP. It's great that there's no additional fee to support multiple operating systems," said Kimble.

Since deploying BlueZone, Micro Plastics has experienced significant benefits. They have reduced the time associated with training employees, and they've been able to keep technology expenditures associated with their emulation strategy to a minimum. "It was easy to teach our employees how to access BlueZone. It wasn't nearly as complicated as our previous solution. And we saved money because we weren't forced to set up a VPN to achieve remote access. BlueZone has given us remote access very efficiently," commented Kimble.

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*Reed Kimble
Network Administrator
Micro Plastics, Inc.*



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.

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