



MR BILL MANSUR, IS MANAGER FOR WORZALLA

QUALITY PRINTING & BINDING COMPANY IN WISCONSIN MOVES TO SQL WITH AMT-LION

ABOUT WORZALLA

Worzalla, an employee owned company, made the decision to move to the open SQL database system of Asysco's Migration Technology (AMT) LION in January 2004. Worzalla were moving from their Unisys Clear-Path running EAD 3r3. A project plan was put together to start training in late March and the conversion in April 2004. The project was started and completed to schedule and Worzalla went live on their new SQL WINTEL based systems in May 2004. Worzalla moved all their Mainframe based Enterprise Systems over. They built their LINC EAE applications into one single database with the majority of their systems being driven through On-Line processes.

Worzalla has been in the printing business for over 100 years. It is a state-of-the-art, full service printing and binding organization, located in Stevens Point, Wisconsin, in a 300,000 square foot facility. This plant is dedicated to the printing and binding of books. With many different styles and categories of product produced (juvenile, coffee table, medical, directories) Worzalla is truly a versatile book manufacturing facility.

WORZALLA'S SITUATION AND NEED

Worzalla is a 100% Employee Owned Company so each and every person is an owner. Over the years there have been many pressures and different types of competition,

the latest of which coming from the Far East. Worzalla always review all possible ways to keep quality, price and delivery the best possible for their clients. Some years ago Worzalla invested heavily in the LINC development technology and took advantage of the higher levels of productivity it provided during the 80 s and 90 s. However as the requirements built to deliver more and more information and capability over the internet, Worzalla began to find that delivery of these capabilities became more complex.

Mr Bill Mansur, IS Manager for Worzalla, says, "We did not want to go down the path of multiple languages for internal and external systems and Client and Server applications. We felt that was a path that led to additional complexity and levels of application support. We did not want to increase the burden on our department. We really wanted to get to a single development technology that would allow us to deliver Web-based and Windows Client-Server based applications with one set of skills, with one point of control."

Worzalla were looking for an application and development technology that would allow them to move to Open WinTel systems and so reduce their dependency on proprietary solutions and technologies.

Bill Mansur explains, "We were looking for platforms that



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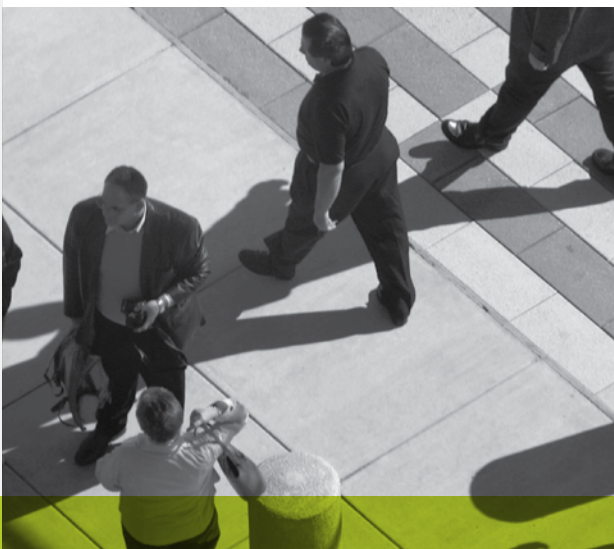
would help us get the cost and complexity of IS down. We looked at several Off The Shelf Application Packages for our industry but quickly discovered that important capabilities were missing. Over the years these capabilities have been crafted into our current in-house system. Our users would not have been satisfied without these capabilities."

THE SOLUTION FOR WORZALLA

Worzalla reviewed a conversion and development solution which is Asysco's Migration Technology (AMT) LION and quickly saw the benefits it offered. Asysco provided a demonstration of the Worzalla system converted and running on Worzalla's data in a SQL database.

"THE POWER WE GET FROM THE SQL DATABASE IS STUNNING. REPORTS RUN AT ANYTHING UP TO 10-15 TIMES THE SPEED WE WERE USED TO, PLUS THEY DON T AFFECT ON-LINE USER RESPONSE TIMES."

"This was the proof that made clear to us that there really was no smoke and mirrors involved with the AMT-LION solution," Dale Heide of Worzalla recalls. "They built the system from scratch in front of us. They generated it and loaded the data in a day. Now our final solution replaces all the previous functionality of the mainframe system including TELNET sessions to communicate with our RF Fork Lift Trucks in our warehouses. It allows both Windows PC users and Mac users to access our system over the web. We now run faster and much more effectively than before. We can make changes quickly and easily and are now able to deploy full GUI interfaces for our internal users as well as our customers over the web. We can use the full power of SQL."



CUSTOMER

Worzalla is a full service printing and binding organization in a 300,000 square foot facility. They provide the best in book manufacturing services all under one roof.

SECTOR

Commercial

PROBLEM

Worzalla was looking for a way to get down costs and complexity of IS. They also wanted to deliver more information and capability over the internet. Worzalla needed a solution to create a single development technology that would allow them to deliver Web-based and Windows Client-Server based applications with one set of skills, with one point of control.

SOLUTION

With the migration of their LINC development technology to Asysco's Migration Technology (AMT) LION Worzalla was able to reduce their dependency on proprietary solutions and technologies. The migration resulted in

- Both Windows and Mac users have access to the system over the web;
- Worzalla's system runs faster and more effectively;
- Worzalla can make changes quickly and easily.
- They can use the full power of SQL.

Bill Mansur states: "For us the move has been very beneficial, AMT-LION has provided many additional features and capabilities we didn't really have with the EAE ClearPath system. The power we get from the SQL database is stunning. Reports run at anything up to 10-15 times the speed we were used to, plus they don t affect On-Line user response times. We no longer queue our users reports for processing, now they all run on demand as our users need them. We are very happy with the move to AMT-LION, it has delivered what we had hoped for. We found the support from Asysco to be highly responsive and focused to our needs. It has been a pleasure to work with Asysco."

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