



OPENEDGE BUSINESS DEVELOPMENT PLATFORM

Delivering Transformative Apps

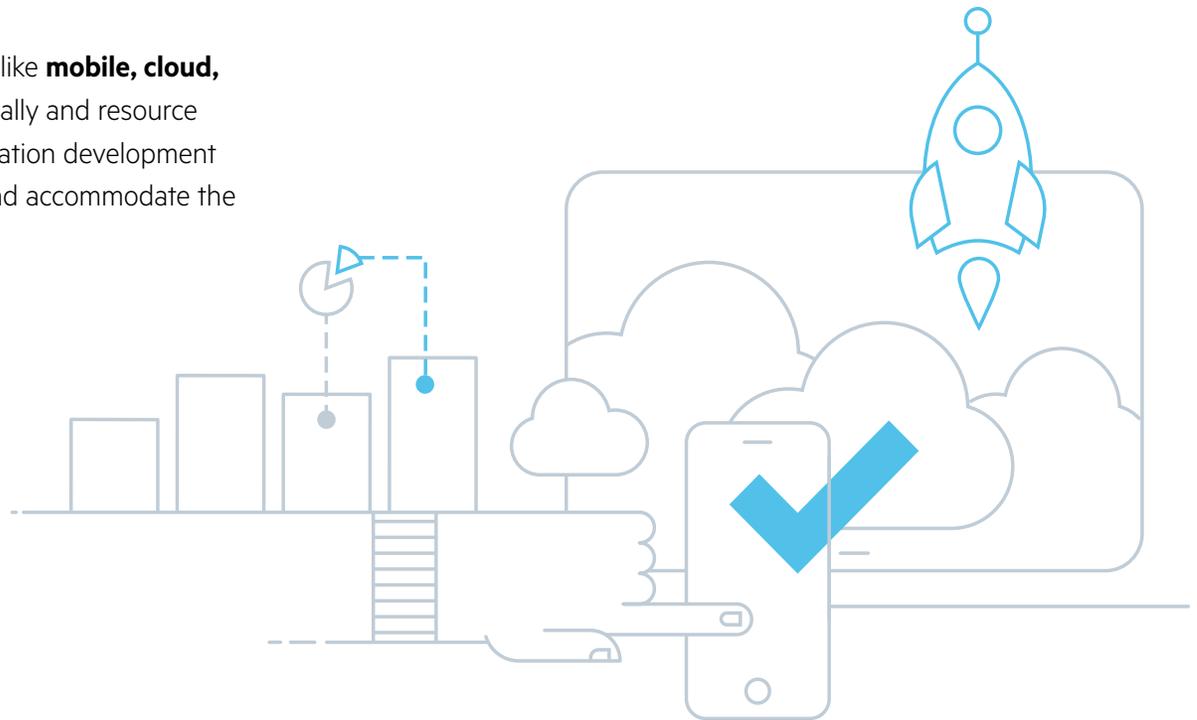
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The Foundation of Digital Business

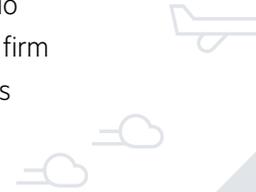
You need your business applications to adapt to changing customer demands, regulatory constraints and market conditions. They need to be highly scalable and up and running 24x7; but now you face a new and challenging business imperative. Your applications must support the customer engagement model and provide an optimal customer experience in order to be productive and competitive.

Constantly innovating and staying ahead of trends like **mobile, cloud, analytics, business rules and SaaS** can be financially and resource intensive. That's why you need an adaptable application development platform that can continuously meet your needs and accommodate the ever-changing business landscape.

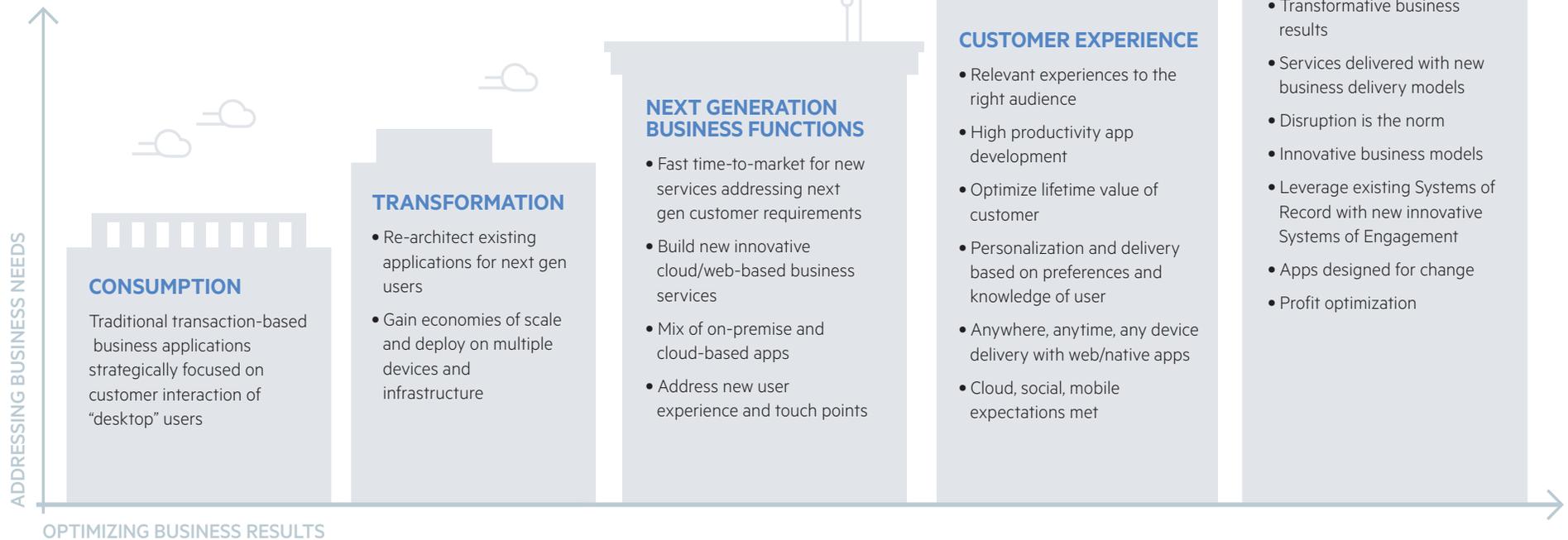


Capture Business Opportunities in the Digital Age

Succeeding in today's digital economy requires making a strategic and business investment in an application portfolio strategy that delivers faster response and better ROI while preserving integrity, integration and governance. Analyst firm Gartner, Inc. calls it a [Pace Layered Application](#) whereby companies leverage necessary transaction-oriented systems fundamental to the operations of a business, to ad hoc applications that capitalize on technology trends and deliver transformative business results, opening new markets and optimizing profits.



The Digital Business Application Investment Model



OpenEdge Optimizes Business Results

With [Progress® OpenEdge®](#) you can build and protect beautiful applications and deploy across any platform and mobile device—on-premise, cloud, or hybrid. It's one of the most flexible, reliable, scalable and affordable application development platforms in the industry, architected for all of your digital business needs.

It takes a wide variety of application types to support a digital business strategy. The OpenEdge Platform approach leverages technology advancements to exceed the expectations of your users, enabling you to deliver high-performing business applications that your users not only need—but want.

In the OpenEdge development portfolio, you will find:

- **Telerik Platform for OpenEdge:** Build great mobile apps directly on top of, and integrated with, existing OpenEdge applications
- **Kendo UI Builder by Progress:** Rapidly deliver and future-proof elegant OpenEdge web experiences with industry-leading UI technologies.
- **Progress Rollbase:** Rapidly build SaaS-based business apps with responsive UI delivered on any cloud—public, private or hybrid—or on-premise
- **OpenEdge Business Process Management (BPM):** Make informed decisions, so you can execute process improvements that optimize your business
- **Corticon Rules for OpenEdge:** Make faster decisions by managing the rules that drive your business processes with our highpowered business rules engine
- **OpenEdge Pro2:** Quickly and easily replicate OpenEdge data into a separate OpenEdge, SQL Server or Oracle database without disrupting normal business operations
- **OpenEdge Analytics360:** Gain true business insight with our comprehensive business intelligence and data analytics solution

Top reasons why partners and customers choose OpenEdge over competing development environments such as IBM, Oracle, Microsoft and Salesforce.com

NUCLEUS RESEARCH

1. EASE AND COST OF DEVELOPMENT
2. REDUCED TIME TO DELIVERY
3. PERFORMANCE AND STABILITY
4. BREADTH OF DELIVERY
5. THE OVERALL RELATIONSHIP WITH PROGRESS

Apero Solutions

Enhances UI and Adds Mobile Through Modernization



For more than 25 years, [Apero Solutions](#) has relied on Progress OpenEdge to power its Latitude ERP software, a leading solution that controls business processes for wholesale distribution businesses. The character-based app was trusted and respected by users, but many were clamoring for modernized features like an advanced GUI and mobile connectivity.

Apero modernized the Latitude suite to a service orientation with OpenEdge, providing customers a rich experience, connectivity with virtually any device and software, and internally is enjoying the benefits of development cycles for new modules sped up from 6x to 10x.

The Power of Progress OpenEdge

- Apero successfully launched SalesXpress, a mobile app that accesses the Latitude suite
- Apero quickly integrated Latitude to a new Web store, answering the calls of its customers
- With connectivity to virtually any device or software, new modules and custom integrations can be built in record time

“Our goal was to modernize the product with a new user interface. But in reality, we were trying to do much more than that. We needed to future proof our core Progress OpenEdge-based system. We only wanted to do the modernization once in this decade.”

Sophy Nathanall
CEO, Apero Solutions

Power & Tel

Mobile Asset Tracking App Optimizes Supply Chain

A premier distributor to the global communications marketplace, [Power & Tel](#) needed to incorporate mobile to meet customer demands for apps that enable asset tracking in the field. The company extended its Infor OpenEdge-based ERP application and deployed Telerik Platform to create two mobile apps to provide customers the information they demand across multiple platforms.

Customers can now track and control assets to the end of the supply chain, beyond the end of a typical distributor's exit point. In addition, using Kendo UI by Progress, Power & Tel customers enjoy a responsive experience, no matter which device they choose to use.

The Power of Progress OpenEdge

- Power & Tel estimates that what would have ordinarily taken their development team nine months to build, was completed in three months
- Hosting Power & Tel's apps in the cloud has dramatically increased efficiency because of the native multi-tenant capabilities in OpenEdge

"Developing and deploying solutions to our customers using Telerik Platform is extremely efficient, and it doesn't take very long for us to develop the solution once we have the requirements. Even better, we're able to provide the customer with an application that can be used in multiple platforms."

Matthew Moye
Director of IT, Power & Tel

Britehouse Automotive/Godrich Toyota

Merging Three ERP Systems Through Modernization

Progress OpenEdge partner [Britehouse Automotive](#) sought to migrate three ERP products onto a single platform. Working with Progress, Britehouse completed the task in seven months. Customer Godrich Toyota, one of the first to receive the newly engineered app, immediately reaped the benefits of improved performance, increased database stability and lower total cost of ownership.

The Power of Progress OpenEdge

- Britehouse is better able to respond to customer demands for new solutions, increasing its competitive edge
- Streamlined customer interface provides a modern look and feel and faster load times

“Modernization assures customers that their success continues to be our priority. We now have a new technology stack with many new advantages and access to the latest tools and technologies Progress offers.”

Fergus Mcloskey
General Manager DMS Solutions
Britehouse Automotive

Sterland Computing

Cloud-based Solution Meets Demands for Anytime, Anywhere Access

ERP solutions provider [Sterland Computing](#) continuously invests in new technologies to keep pace with market needs. To that end, Sterland recently engaged Progress Services to modernize its character-based legacy ERP app.

The goal was to create a cloud-based modular solution to meet customer demands for anywhere, anytime access with a responsive UI. The app was modernized on a module-by-module basis, leveraging existing business logic to speed development without disrupting the business.

The Power of Progress OpenEdge

- OpenEdge methodology has delivered an estimated 100 percent faster time to market than if the company had redeveloped the application logic
- Sterland anticipates a 40 to 50 percent improvement in terms of new feature delivery

“A rich and intuitive user interface clearly helped users come up to speed quickly, and I would guesstimate these customers are receiving a 40 to 50 percent improvement in productivity from our new Progress OpenEdge-based Frameworks systems.”

Mark Evans
Development Manager
Sterland Computing

FDM4

Delivering New Experiences

An OpenEdge customer for more than 20 years, business management solutions provider to distributors and manufacturers **FDM4**, wanted to modernize its legacy OpenEdge applications by moving to OpenEdge 11.6 and providing a browser-based interface.

FDM4 leveraged the latest version of OpenEdge and Kendo UI by Progress to modernize its complex ERP application with 3,000 screens in about three weeks. The modernized solution is not only aesthetically pleasing and easy to update, it has transformed the customer experience by enabling mobile access from any device or platform.

The Power of Progress OpenEdge

- Kendo UI provides visual consistency across all platforms and applications, allowing FDM4 to reuse controls for faster development, improving productivity and getting new features to customers faster
- With OpenEdge 11.6, upgrades to the system are easier, compliant with current security standards and take full advantage of the latest features of the OpenEdge platform

“We now provide a structured application that enables business users to see and take action on data remotely. We’ve taken the experience of interacting with our application outside the enterprise, making it mobile friendly and easy to access anywhere, anytime—quite literally transforming the customer experience.”

Carl Brewer
Chief Operating Officer, FDM4

Telematel

Adds Mobility, SaaS and Cloud to its ERP Solution

Based in Spain, [Telematel, S.L.](#) provides business management applications to more than 2,300 customers across Spain and Mexico. For more than 25 years, it has relied on Progress OpenEdge to power its ERP solutions.

In response to rapidly changing customer requirements, Telematel recently upgraded to OpenEdge 11, modernized its apps and developed mobile, SaaS and cloud solutions.

The Power of Progress OpenEdge

- Accelerated time to market by about 30%; needing less than one month to move existing apps to the cloud
- OpenEdge multi-tenancy now provides customers with an additional layer of security
- Flexibility of the OpenEdge ABL and easy integration with third-party apps readily allows Telematel to meet the diverse needs of its customers

“The ability to leverage our existing investment in Progress OpenEdge while having the flexibility to innovate our technology has saved us significant time and costs and enabled us to maintain a competitive edge.”

Gary McMullen
President and Founder, CARDWATCH

Need a Hand Delivering Transformative Apps?

Today's digital economy promises to usher in an unprecedented convergence of people, business and things that disrupts existing business models and creates new revenue opportunities. The transition will not always be easy, but having the right technology and expertise at hand will help you meet these new business imperatives.

Whether you want to take advantage of the latest OpenEdge features and functionality to enhance performance, strengthen security or modernize your applications and explore the possibilities of SaaS, cloud and mobility, [Progress Services](#) can get you there.

In addition, the [Progress Modernization Framework for OpenEdge](#) is designed specifically to modernize OpenEdge solutions to deliver transformative digital business apps. The Modernization Framework takes an iterative approach to modernization projects. We work side by side with you to determine business and technical needs, and what architecture and technology best suits your objectives to transform your apps for the digital age.

Transforming into a digital business doesn't happen overnight. It starts with thinking about where your business is today, and where you want it to be tomorrow.

The world keeps changing. You cannot afford to sit still. Progress can help.

GET STARTED TODAY

74% of surveyed IT organizations who selected Progress for OpenEdge services, tuning, or consulting report a very strong or better return on investment regarding their engagement.

Source: TechValidate

About Progress

Progress (NASDAQ: PRGS) is a global leader in application development, empowering the digital transformation organizations need to create and sustain engaging user experiences in today's evolving marketplace. With offerings spanning web, mobile and data for on-premise and cloud environments, Progress powers startups and industry titans worldwide, promoting success one customer at a time. Learn about Progress at www.progress.com or 1-781-280-4000.

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