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#### FOCUS AREAS

- Update
- Portals
- Architecture
- Integration
- Assessments

#### THE QUESTIONS

Deciding to update or rewrite an existing application presents a set of questions, such as:

- How long will it take?
- If it takes too long, we will lose the strategic benefit of the investment?
- Who will do it?
- Who has both the business and the technical knowledge?
- How much will it cost?
- What is the risk?

## APPLICATION MODERNIZATION OVERVIEW

Summa specializes in transforming legacy software into effective applications that meet your current business requirements and keep an eye on your future. Our solutions:

- Modernize business applications by increasing their usefulness
- Integrate business applications
- Enable access to multiple business applications through portals
- Create the right technology architecture
- Provide up-to-date technical training

Since 1996, Summa has been creating commercial-grade, custom IT applications for organizations of all sizes, including Global 2000 companies. Through our partnerships with recognized leaders IBM, BEA and Microsoft, and our technical expertise, we've been able to deliver cost-effective solutions to meet the challenge of delivering new business application capabilities, while respecting the investments made within legacy systems. Our Application Modernization Practice focuses on five different areas.

### Update Business Applications

You've seen the statistics - "*Over 200 billion lines of COBOL code in existence (eWeek)*", "*Majority of customers are still on mainframes (ComputerWorld)*", and application "*replacement costs are \$20 trillion (eWeek)*". The fact is that most companies don't completely replace their applications, at least not all at one time. The smart ones work to develop a modernization roadmap that identifies which business issues are most critical to address, and how and when to address them.

#### The Business Issues

Many companies are driven to update their applications by one or more of the following business issues:

- There is a need to increase the quality, reliability or performance of existing applications.
- Existing applications are missing features that customers desire, and that may drive these customers to consider a competitor's solutions.
- Mergers and acquisitions are making existing applications less useful.
- There is a need to update applications for regulatory or compliance issues.
- The technology or hardware is no longer supported by the vendor.
- There is a need to improve security.
- Better integration with suppliers or customers is needed.
- It costs too much money to continue investing in existing applications.

#### The Solution

Whether it's revising your claims processing system, web enabling your mortgage application system, or integrating your materials system with suppliers, Summa can help you take advantage of the latest technology advances to build updates and extensions into your existing business systems.

If a complete rewrite is needed, we can help you develop and implement a cost-effective solution that takes into account your need to manage costs, but replace an important business application at the same time.

## THE QUESTIONS

Portal strategies should answer these questions:

- Can I improve my customers' experience through self-service access to information?
- Should we allow partners and employees to perform routine activities quickly over the Web?
- Will resolving routine service issues over the web reduce operating costs for customer service and improve customer satisfaction?
- Should we consider consolidating access to multiple applications through an integrated user interface?

## THE QUESTIONS

Architecture evaluation strategies should answer these questions:

- How can I ensure that I am building the application based on industry best practices?
- How do I ensure that my solution will perform well out of the gate and into the future?
- How can I ensure that robustness and security are built in from the ground up to satisfy Sarbanes Oxley, security and other compliance requirements of government, investors and business partners?
- How can I be sure that I am getting the most out of my IT investments?

## Enable Communications through Portals

Access to important, current information on a just-in-time basis through the Internet is driving most application modernization today. Customers want to know their current banking account balances, the status of orders or availability of products. Suppliers want to know when you may require more raw materials. Employees need access to information to do their jobs most effectively. Portals are great tools for this type of web enablement. They provide value to many companies because they are a gateway, or a major starting point, for users when they get connected to the Internet.

### The Business Issues

Many companies are implementing portals to meet the needs of customers, suppliers, partners and employees. By providing a single secure, integrated and easy-to-use web interface to new and existing functionality, companies can ensure that relationships continue to meet the needs of all parties.

### The Solution

Web enablement through portals helps your company provide web accessible interfaces to mission-critical business applications that allow your users to interact with your applications like any other web application. Web enablement allows companies with extensive investments in existing systems and applications to extend access to a broader set of employees, customers and business partners. The end result is better customer service, improved collaboration, more efficient workflows and reduced costs.

Summa has extensive experience creating portals, especially using the IBM WebSphere family of products. Enterprise portals have been a natural extension of Summa's deep experience in large-scale web application development.

## Create the Right Architecture

"Studies have shown that companies can realize a 25-40% cost savings in enterprise application integration and modernization by having an enterprise architecture. (Giga 2003)". Years of updating existing applications on older technology platforms is starting to take its toll. Companies now realize that, in many cases, to provide the web-enabled interaction their suppliers and employees desire and their customers demand, they need to re-evaluate their current enterprise architecture.

### The Business Issues

Planning and implementing the right enterprise architecture for your company can be the difference between success and failure. Not only should your enterprise be dynamic, distributed and secure, it must be designed to meet your present business requirements coupled with scalability for future needs and requirements that aren't predictable today.

### The Solution

Summa's Enterprise Architecture consulting services rise above the one-size-fits-all approach offered by many consulting firms. In addition to deep technical expertise, our experienced architects and developers are customer-focused and take the time to listen, evaluate and create the optimal solution based on your company's needs.

Our Enterprise Architecture services encompass the entire planning, development and deployment process; from assessment to architecture design, product specification to integration, project management to performance analysis, and administration to maintenance and knowledge transfer.

## THE QUESTIONS

Application integration strategies should answer these questions:

- How do I improve the accuracy and timeliness of transactions between my organization, partners and customers?
- How can I improve data consistency by eliminating redundant systems and providing global reporting?
- How can my company automate processes and information flow between customers, partners and employees?
- How can I extend the value of applications by reducing the cost and time of building and integrating new and existing applications?

## THE QUESTIONS

- Assessments for application modernization strategies answer these questions.
- How do I validate my architecture for present and future use?
- How can I determine the extent to which current and future needs for scalability, reliability and maintainability are satisfied in my current solution?
- How do I identify areas for improvement and ways to get the most out of existing and new technologies?
- How can I establish a cost-effective plan to tackle existing challenges and build a robust application architecture that incorporates best practices?

## Integrate Business Applications

One of the biggest issues our customers face is how to integrate their mix of legacy, custom-built and packaged applications, while eliminating redundancies and communication barriers. Many times, integration was achieved by simply connecting one application to another with custom code. This evolved into a spaghetti code maintenance nightmare. In fact, Gartner Group found that "about 35% of an enterprise's software maintenance budget is spent on maintaining the multitude of point-to-point links already in place."

### The Business Issues

Because of the significant changes occurring in the supply chain, companies are forced to look for more productive ways to communicate with their suppliers and customers. Often times, this means determining how to integrate with their business systems. Other business issues may drive the need to integrate your internal applications to comply with security or regulatory issues like Sarbanes Oxley.

### The Solution

Application integration allows the functionality of your business applications to be exposed to other applications to provide real time connectivity and exchange of information. This provides broader accessibility to your applications, enabling business interactions that were not possible earlier.

## Assess Business Applications

Business applications sometimes don't live up to an organization's needs. Requirements may have changed, the implementation may have occurred too hastily, or some products or services may not be meeting expectations. When this occurs, it often makes sense to take a step back and assess your current IT environment.

### The Business Issues

When application improvements or replacements are needed, it is difficult to know what the options are and where, when or how to start. Before you start down a path that may not ultimately meet your objectives, you should consider an application assessment.

### The Solution

An application assessment will help you understand where you are, so that you can better determine where you need to go and what it will take to get there. Summa's application assessment combines our extensive expertise in architecting, building and modernizing enterprise applications with our process and checklist of topics that cover application architecture, design, development, deployment, process, quality attributes and testing.

### Want to Learn More?

Take the opportunity to learn more about what we do and what we've done, by contacting us today at 412.258.3300 or by visiting [www.summa-tech.com](http://www.summa-tech.com).