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What's Next for ISVs

Gibson Technology Group

Social Services ISV Cuts Time to Market by 33%, Speeds Performance, with Move to Windows

Fast Facts

ISV: Gibson Technology Group

Web site:

www.gibsontechnologygroup.com

Phone: (973) 648-0550

Country or Region: United States

Industry: Information technology

Solution Profile

The LyncServ System is a scalable, secure, Web-based case management system that enables non-profit organizations to access client data from a central, encrypted storage location.

Delivery Partner: Hanu Software

Web site: www.hanusoftware.com

Contact: Anil Singh

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Phone: 1.732.668.3691

Country or Region: NJ, US

Industry: Information technology

Partner Profile

Hanu Software is dedicated to developing effective outsourcing partnerships with ISVs and Enterprises to reduce their IT cost, improve process management & reduce time-to-market.

Previous Solution

- Java
- Linux

Microsoft Solution

- Microsoft .NET Framework 3.5
- Windows Server 2003
- Microsoft MapPoint

"Our solution meets a crucial need that social service agencies have in serving their clients. Microsoft technologies helped us to bring it to market fast and cost effectively, with superior performance."

Andre Gibson, CEO and President, Gibson Technology Group

Previous Solution

Gibson Technology Group began to develop the LyncServ System when company president Andre Gibson realized that people seeing public assistance through one local government program often didn't know about other programs for which they also qualified, limiting their benefits and causing their case managers to spend time on chasing down program details, rather than on helping their clients.

Business Challenge

Gibson began to develop LyncServ using Java and Linux for their supposedly lower cost—until Gibson realized that cash-strapped local agencies would have to run dual systems (the Linux for LyncServ, Windows Server® for everything else), with dual costs for training, support, and hardware. Gibson also found the Java/Linux combination slow in bringing up records from the encrypted database.

Microsoft Solution

Working with Microsoft Gold Certified Partner Hanu Software, Gibson migrated its

development to the Microsoft application platform. An applicant accesses the system through a Web front end and completes an application. Business logic matches the applicant's data with program criteria and returns a list of programs, with URLs, for which the applicant qualifies. Using a Software-as-a-Service (SaaS) model, the solution uses Microsoft MapPoint to display the locations of program offices.

Benefits

- **Faster Development.** Gibson estimates it saved 33 percent of the time and cost of Java/Linux development by switching to .NET and Windows.
- **Faster Performance.** The Microsoft-based solution displays up to 20,000 records in three seconds, which Java/Linux couldn't match, according to Gibson.
- **Better Integration.** The Microsoft-based solution works with the hardware and software that target agencies already know and use. Microsoft Office integration with the solution enables applicants to create and file their resumes online.

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