



CTI Web Enabling Services for Client/Server Applications

Features:

Significantly reduces cost vs. new development by re-using existing design

Drastically reduces development time by extensive use of automation

Preserves design of the front-end

Offers a pathway to new technology while leveraging existing expertise

Provides a strategic framework for future development

Move your application to the Web at a fraction of cost and effort associated with new development.

Your existing client/server application contains a wealth of knowledge, development effort, and hard-learned lessons about your business processes. The application has been adapted and modified to better match the way you do business. But maintenance costs are high. And to succeed now you need instant access to your data from anywhere in the world via Web, which you can not do with the existing architecture. Unfortunately, cost and effort associated with development of a brand new Web-enabled application are prohibitively high. To address this issue, CTI offers Web-enabling services for client/server applications at a fraction of cost and effort of full-blown application development by employing automated conversion tools powered by XML Server Pages technology.

Costs

The typical project cost breakdown is given in Figure 1

below¹. According to this data, Design, Implementation, and Testing combine for approximately 50% of the total project cost. The initial Requirements definition and the ongoing Knowledge recovery portions of the project combine for the remaining half of the project cost.

Development time

XMLSP technology is a Rapid Application Development (RAD) solution that allows to significantly lower development costs. Based on CTI team's experience, most of the savings are generated from the reduction in the time and the effort required to successfully complete a PowerBuilder conversion project. CTI RAD methodology most decisively affects Design and Implementation phases of a conversion project. XMLSP object model is specifically developed to minimize re-design of an application.

¹ Robert B. Grady, Successful Software Process Improvement, Prentice Hall PTR

CTI research data shows that its technology gives it a 4-fold advantage over other technologies such as HTML or Java that, in order to be implemented, require full application re-design. Similarly,

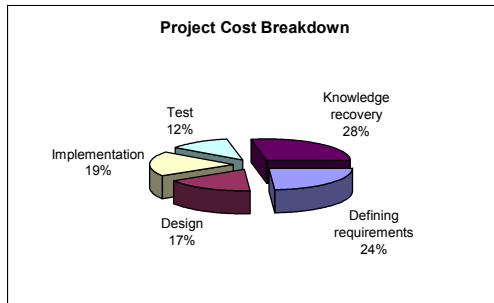


Figure 1

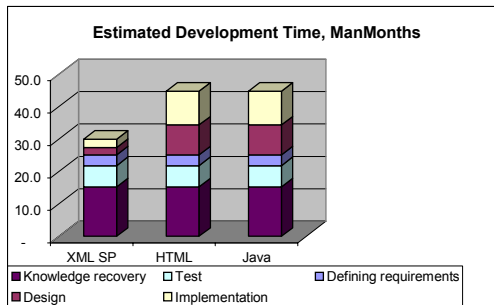


Figure 2

automated conversion provided by DW2Java conversion tool and re-use of existing application logic, generate an approximately 4-times improvement in the time required for project implementation. Depending on the approach to application testing, time required for testing can be reduced because of the reduced amount of original code. Studies show that applications that allow reuse of the existing code require only 25% of the effort associated with complete application development cycle. The data in Figure 2 shows² that on a

² Robert B. Grady, Practical Software Metrics For Project Management And

typical large project, utilization of XMLSP technology results in reducing the time allocated to the project by approximately 32%. In addition to reduced development time other factors affect the overall cost of the project.

Reduced uncertainty
By reusing proven application logic XMLSP minimizes the risk associated with new development. This allows the management to obtain a more accurate project completion date, to better allocate resources for the current and following projects, and to reduce staffing requirements.

Minimized training

Due to XMLSP's PowerBuilder-like interface and object model, developers can immediately utilize their PowerBuilder expertise with minimal training required to

become proficient in the conversion suite.

Simple maintenance

Since the ported application retains most of the logic and flow of the original application, the maintenance is simplified. The same support developers that have gained knowledge and understanding of the original application can be assigned to support of the ported application with minimal necessary training and disruption. Figure 3 shows project maintenance costs broken down by the cause of maintenance request. Modifications in specifications

Process Improvement
1992, Prentice Hall PTR

cause up to 60% of all maintenance costs. Since such modifications require activities analogous to initial development, the cost advantage of using XMLSP technology during maintenance are similar to the 30% advantage demonstrated during development.

Future developments

CTI provides its clients with detailed documentation regarding the objects included

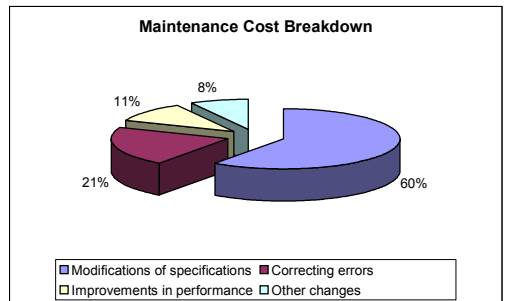


Figure 3

in the XMLSP suite, their methods, and instructions on use. As a result, the future developments and maintenance can be easily performed utilizing the original application developers.

A customized approach to meet your objectives

CTI applies a staged approach that starts with strategy and solution evaluation consulting to identify your conversion needs and then provides an optimum solution for your business. We help ensure that each step meets your requirements, adds value, and delivers return on investment to your business.

Structured approach delivers success

Stage 1: Assess

CTI's team of highly-regarded industry experts ensures that the client's business and technology positions are properly assessed.

Business need

CTI consultants, in collaboration with the client, examine the existing business need to Web-enable enterprise software applications. Upon evaluation the consultants develop a high-level list of requirements and suggest means to fulfill the need.

Technology

CTI consultants review the current architecture and determine whether XML SP solution can be applied to guarantee success of the conversion project. In conjunction with the client, CTI consultants review any necessary high-level changes caused by updated requirements and determine their impact on business operations of the company.

Resources

CTI reviews skills possessed by client's personnel and may recommend necessary training programs or skill upgrade. CTI is committed to ensuring success of its projects and believes that only well-trained personnel can provide that.

Cost

After developing high-level requirements, CTI consultants develop a detailed cost estimate to complete the project. CTI makes sure to recommend areas where conversion is most beneficial to

the client.

Stage 2: Plan

CTI believes that extensive planning is critical to success of any project. The company's highly-trained consultants can provide architecture consulting.

Architecture

CTI team proposes application architecture that is the most beneficial to the client. The consultants review the current system and propose the most cost-effective and efficient solution.

Resources

CTI develops the resource allocation plan for the project taking into account project phases, required and available skills, and collaboration with the client. CTI is committed to professional project management and is employing a structured project management approach. CTI encourages engagement by the client's personnel at every phase to ensure success of the project.

Stage 3: Proof of Concept

CTI helps to customize a solution that best meets your specific requirements.

Application proof of concept

An application proof of concept during the architect stage can identify the scope of the project and help demonstrate the benefits of the proposed solution.

Infrastructure proof of concept

An infrastructure proof of concept can highlight technology issues before you spend the time, money and resources to implement a complete system. This proof of

concept validates the proposed system design, the products to be used and the estimated cost and effort of integrating them into your existing infrastructure.

Stage 4: Development

CTI consultants and developers are experienced professionals who develop appropriate software solutions for each conversion task.

Conversion

CTI consultants use XMLSP automated conversion toolkit to minimize required effort. The toolkit is a part of overall conversion solution.

Coding

CTI consultants are experienced JavaScript developers who perform manual conversion of parts that are not suitable for automated conversion.

Testing

CTI, in collaboration with the client, performs vigorous testing of the converted application prior to its deployment.

Stage 5: Training

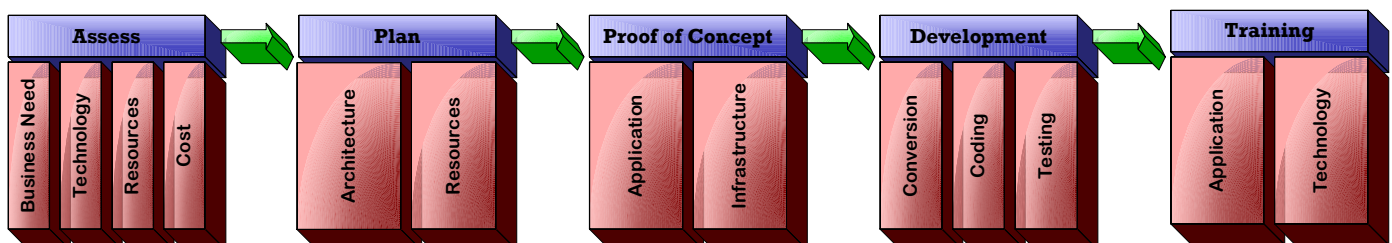
CTI wants to ensure that, after the project is complete, client's personnel are fully qualified to maintain and extend the application. A training program is a part of every CTI project.

Application training

CTI provides client with all pertinent documentation, and reviews application architecture and functionality.

Technology training

CTI trains client's personnel in XMLSP technology and provides access to XMLSP toolkit for future application upgrades and maintenance.





Our business expertise, industry-leading conversion technologies and advanced analytical capabilities make us uniquely qualified to provide world-class application conversion solutions for you.

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