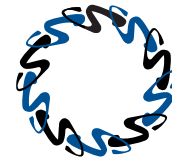


CASE STUDY

Manhattan Associates



OPTIMUS solutions

COMPANY OVERVIEW:

Manhattan Associates is the world leader in supply chain management software solutions, with close to 1,000 consultants around the world selling and implementing their software. In order to improve data integrity and processing speed, the company wanted to move their time and expense management application from Lotus Domino to the Microsoft.NET platform.

BUSINESS & TECHNOLOGY CHALLENGES:

Manhattan Associates stores all its data and does all its reporting—such as accounting invoicing and project management reports—from a Microsoft SQL server. Unfortunately, the time and expense management application suffered from chronic data translation errors as a result of the complexities in bridging the Domino application to the Microsoft SQL server via middleware. This caused problems such as incorrect invoices, incomplete project status reports and inaccurate budget reports, causing frustration for employees and driving down customer satisfaction.

THE OPTIMUS SOLUTION:

To correct these problems, Optimus Solutions redeveloped the company's time and expense management system in the Microsoft.NET framework and developed a new front-end for the application. The new application, called NETsteps, included a more normalized database on the Microsoft SQL server (for better structure and improved performance) and a more user-friendly look and feel. Throughout the project, Optimus consultants used Microsoft Visual Studio Team foundation server to help our team manage tasks.

Optimus Solutions was chosen for this project because of our experience with large-scale custom Microsoft development projects as well as our knowledge of Microsoft SQL Server 2005. The company had initially considered a pre-packaged, off the shelf application but could not find one with capabilities equivalent to the custom solution provided by Optimus. Additionally, because Optimus custom-built the application, Manhattan Associates now owns the NETsteps product and does not have to pay product license fees, as they would have had to with an off the shelf application.

MEASURABLE RESULTS:

With the redevelopment of the NETsteps application, Manhattan Associates now has more reliable billing and reporting data along with increased application performance and ease of use with the more user-friendly look and feel. The company also now saves almost \$300,000 per year in decreased maintenance costs and license fees.

TECHNOLOGIES USED:

- Microsoft SQL server 2005
- Microsoft Visual Studio 2005 team edition
- AJAX
- DHTML
- ASP.NET
- Microsoft.NET 2.0

SERVICES RENDERED:

- Application development
- Application interface design
- Middleware integration

"Optimus has been a great asset to Manhattan Associates and key to our continued success for many years... As Manhattan Associates continues to be a market leader in supply chain solutions we will look to Optimus to provide internal applications to ensure that success."

-- **Andrew Waddell**

Director, Enterprise Applications