

**THE**  
**Rubicon Group**

**Challenge:**

The Rubicon Group needed a solution that allowed IT specialists and end-users to access business data at their desktops for in-depth reporting.

**Solution:**

Application Development:

- Micro Focus XDBC

**Customer Benefits:**

- Faster access to data
- Supports multiple applications
- Relational database features
- Easy to deploy
- Flexibility
- Data Security

## The Rubicon Group Delivers Faster Data Access to End-Users with Micro Focus XDBC™

“Micro Focus has dramatically reduced the amount of time clients spend waiting for reports. What used to take up to several days can now be done almost instantaneously. Micro Focus XDBC allows us to arm our clients with actionable data to help them make better business decisions.”

[Mike Taylor, President, The Rubicon Group]

**The Customer**

Founded in 1984, The Rubicon Group develops enterprise application suites built from the ground up specifically for wholesalers and light manufacturers. The Rubicon Solution offers a real-time E-commerce layer, enabling customers to have immediate access to on-line product, order and account status information. Rubicon, whose software is installed in hundreds of companies across the U.S. and Canada, allows organizations to share information, creating stronger alliances with customers, suppliers and business partners.

The Rubicon Solution helps its customers maintain a competitive advantage, using technology as a tool to solve real business problems. Whether it is cutting edge applications like E-commerce and web-based applications, more established solutions like bar coding and EDI, or simply getting the most out of an existing network investment, Rubicon makes technology work for its customers.

**The Challenge**

As the speed of business continues to increase, Rubicon customers have become more demanding about the ability to analyze and publish corporate data for analysis. Prior to its deployment of Micro Focus XDBC, Micro Focus XDBC Server and Micro Focus XDBC Enterprise Edition, the Rubicon Group would produce customized reports to meet this demand – a costly process that diverted resources from creating optimal ERP solutions for its clients. The company needed a solution that allowed IT specialists and end-users to access business data at their desktops for in-depth reporting.

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[Mike Taylor, President, The Rubicon Group]

## The Solution

In order to empower its customers with the ability to generate accurate, effective reports on demand, The Rubicon Group turned to Micro Focus XDBC, a data management system designed to incorporate Vision files into a relational database-like environment. Thanks to Micro Focus XDBC, The Rubicon Group is no longer devoting valuable resources to writing customized reports for customers, allowing Rubicon to focus on the primary mission of adding feature functionality to the highly scalable and reliable Rubicon Solution ERP product.

Rubicon customers can now control their own destiny when it comes to reporting, with both IT and business users able to quickly create customized reports analyzing corporate data including purchasing, procurement, routing, labor reporting, and capacity planning.

## The Result

“Micro Focus XDBC has proven to be of exceptional value to Rubicon and its clients,” said Mike Taylor, President at Rubicon. “From day one of deployment, we have been able to automatically run reports analyzing data from disparate sources across the enterprise. This has allowed us to devote more time and resources to adding value to the solutions we deliver to our clients. At the same time, customers have the benefit of accessing mission-critical data from their desktops via user-friendly Windows applications whenever they need it.”

Micro Focus XDBC, which is designed to work with any Windows application that complies with Version 2.0 of the ODBC standard, provides broad flexibility to the way The Rubicon Group’s COBOL data is accessed and maintained. Additionally, it provides Rubicon clients with an extra layer of security by providing different levels of access to different users. For remote files, Rubicon uses Micro Focus XDBC server, which performs remote SQL processing on Unix, Linux and Windows. Micro Focus XDBC Enterprise Edition enables Rubicon to access Vision data from Java applications that use JDBC standards, providing additional flexibility.

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## The Future

Rubicon envisions a future where the next generation of applications will be browser-based, providing many alternatives for delivery, deployment, integration and OS abstraction. While Rubicon’s WebAccess suite already exploits these features, the company is constantly looking improve user experience with real-time interactive pages. As web technologies mature, Rubicon will leverage Micro Focus to remain at the forefront – providing customers with superior solutions to be effective in increasingly competitive markets.

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## About Micro Focus

Micro Focus, a member of the FTSE 250, provides innovative software that allows companies to dramatically improve the business value of their enterprise applications. Micro Focus Enterprise Application Modernization and Management software enables customers’ business applications to respond rapidly to market changes and embrace modern architectures with reduced cost and risk. For additional information please visit [www.microfocus.com](http://www.microfocus.com).