

Capital Software

AcuToWeb accelerates new revenue opportunity while extending application value, access and performance

Overview

Capital Software provides payroll, payments and collection services to corporate and SME customers throughout Africa. The company is also one of the largest issuers of co-branded pre-paid debit cards in South Africa.

Challenge

This 50 year old business ran on a COBOL-based mainframe application since the late 1960s. During the client/server era in the 1990s, Capital Software converted its COBOL code to **ACUCOBOL-GT**, meeting customer demand for increased platform and database interoperability. It has since followed the Micro Focus **ACUCOBOL** upgrade path, as Jacques de Wet, Managing Director for Capital Software, explains: "Every **extend** release gave

us new features enabling us to bring a richer customer experience. However, the underlying architecture was perceived as legacy by our customers and we found ourselves defending our COBOL choice and explaining why we couldn't offer a web-based solution, like many of our competitors. Even though we could very effectively compete on a feature-by-feature-basis, we were often not invited to the table."

Capital Software solutions heavily rely on straight through processing power, and the robustness, scalability, and performance of the solutions has to be a priority. Nevertheless, the company wanted to explore development of a web-based version. De Wet: "We started converting our COBOL code to .NET which we estimated would take us 2-3 years. In a fast-moving market like ours we really didn't have this time, and we were delighted when Micro Focus released its latest version of **extend** which delivered exactly what we needed."

Solution

This latest **ACUCOBOL** technology, **AcuToWeb**, offers even greater platform support, new performance optimizations, Unicode internationalization support, and, crucially for Capital Software, a new capability for instant UI transformation for web and mobile access without code change, cost or risk.

"The speed to market for our new AcuToWeb solution was just incredible. From concept to delivery in eight weeks, with an ROI of just four months, is something we could only have done with the amazing support of Micro Focus."

JACQUES DE WET

Managing Director
Capital Software



At a Glance

- **Industry**
Software and Technology
- **Location**
South Africa
- **Challenge**
Capital Software develops a range of market leading products for the financial sector, developed using AcuConnect Thin Client technology. To maintain their leadership position in an increasingly competitive market, Capital Software needed to offer customers a modern web and mobile-ready solution quickly and without compromising existing functionality and performance.
- **Products and Services**
extend
ACUCOBOL
AcuToWeb
- **Success Highlights**
 - + Rapid eight week time to market with the AcuToWeb standards-based solution enabling HTML5 application access and web deployment
 - + ROI achieved within 4 months
 - + Immediate increase in sales revenue and creation of new business opportunities
 - + A standards based approach to web and mobile application delivery
 - + New features can be rapidly developed and instantly deployed

“Straight through processing is our core competency and we would never have compromised our ability to process low value and high volume payment transactions. **AcuToWeb has given us the best of both worlds; a user friendly and flexible interface with the essential robustness and efficiency.”**

CHRISTEL DE BRUIN
Chief Operations Officer
Capital Software

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The Capital Software development team quickly abandoned its code rewrite effort and were instead educated on the new **AcuToWeb** capabilities. Christel de Bruin, Chief Operations Officer for Capital Software, comments: “We had to upskill our COBOL-focused development team to understand a browser universe. Micro Focus supported us with fantastic training and professional services and we managed to create the entire presentation layer with our new toolset within eight weeks.”

Capital Software now has the feature-rich application it always had, but with a brand-new front-end, and endless possibilities. It can deliver the full functionality of the customers’ existing **ACUCOBOL** applications via a standards-based web browser on any platform. Whereas in the past Capital Software had focused on SMEs, now large corporate customers are well within its reach, as de Wet comments: “Using the latest version of **ACUCOBOL**, our new modern look and feel puts us in a great competitive position. It’s also much easier for us to add new features and increase our integration capabilities. Our latest version includes a live chat feature for instance, and we customize front-ends with our customer’s branding so that our solution fits seamlessly in their own client offering. We have already signed contracts with large government departments and financial institutions.”

The African continent has very quickly embraced mobile payments and, with the new **ACUCOBOL** capabilities, this market is now

open to Capital Software. South Africa aims to uplift local township economies by introducing thousands of small retail shops in strategic locations. This lower end of the SME scale was never a viable segment for Capital Software. However, its retail POS solution can now be deployed on tablets, making it profitable to deliver these services at scale to small shops.

Results

The new HTML5 presentation layer was introduced without any degradation to system scalability and performance. Capital Software has seamlessly moved from supporting SME customers with an average of 50 users, to corporate customers with a user base of 150,000.

De Bruin comments: “Straight through processing is our core competency and we would never have compromised our ability to process low value and high volume payment transactions. **AcuToWeb** has given us the best of both worlds; a user friendly and flexible interface with the essential robustness and efficiency.”

De Wet concludes: “The speed to market for our new **AcuToWeb** solution was just incredible. From concept to delivery in eight weeks, with an ROI of just four months, is something we could only have done with the amazing support of Micro Focus. With the latest version of **extend** and **AcuToWeb** we feel we’ve only scratched the surface of what’s possible; our blinkers have well and truly come off and the sky is the limit.”