

## EUROREALM CONSULTANTS LTD: REDUCED TIME TO MARKET WITH APPLICATION INNOVATION

Visual COBOL: enabling 30% increased developer productivity



### EUROREALM CONSULTANTS LIMITED ADVANCED BUSINESS SOFTWARE

URL: [www.eurorealm.co.uk](http://www.eurorealm.co.uk)

Industry: Software

Country: UK

#### Highlights

- Developer productivity increased 30%
- Faster time-to-market saves costs
- Enhanced application functionality
- Superior technical support
- Rapid customization and new feature delivery

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**Neil Willby,**  
Managing Director, Eurorealm

#### At a glance: Eurorealm Consultants Ltd.

Eurorealm is a UK-based organization providing dynamic software solutions to companies around the globe. Its main solution, EADIS, is a business accounting software application delivering complex accounting, sales ledger, order processing, general ledger, stock control and document management modules.

#### Solution:

- Micro Focus Visual COBOL for Visual Studio
- Micro Focus COBOL Server

#### Challenge

EADIS started life 25 years ago as a UNIX-based application. It was converted to a Windows application during the 1990s and EADIS.NET was born in the mid 2000s, leveraging a distributed architecture using Microsoft SQL Server. Neil Willby, Managing Director of Eurorealm, takes up the story: “Our customers were demanding an improved user interface (UI) and new features. Having invested nearly three decades of expertise in EADIS and needing to retain our competitive advantage, we felt it was either modernize or die. We moved to a Windows platform with an early version of Visual COBOL, so we were familiar with the Visual Studio Integrated Development Environment (IDE) and the potential this had for us.”

#### Visual COBOL – fastest way to a new UI

Becoming .NET compatible meant thousands of third party tools could now be integrated within EADIS. Willby explains: “Our past investment in COBOL skills paid dividends during the modernization process. The Object-Oriented COBOL programming within Visual COBOL made rewriting much of the UI from scratch a straightforward process and enabled us to pull in functionality we’d developed previously. The Micro Focus OpenESQL Assistant was a really powerful tool to help us with embedded SQL functionality and will enable us to transition seamlessly from ODBC database access to ADO.NET.”

Eurorealm was able to rapidly enhance EADIS by incorporating .NET framework functionality. The EADIS application can now generate PDFs, send SMS and email and the overall look and feel of the applications have been dramatically improved by incorporating charts and enhanced control

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### Exceptional support

Willby readily acknowledges that without the support of Micro Focus Eurorealm would not have the product it has today: "Many companies have moved support to Web-only and made it more difficult to actually talk to anyone: I'm glad that Micro Focus has not taken this approach. The support we've received has been outstanding. I've always been able to get some very complex coding issues resolved quickly. Without Micro Focus we would not have got our product to market."

### Development made easy

Visual COBOL has streamlined the development process for Eurorealm. It is now developing Web-based ASP.NET products using MF COBOL and reusing code and skills without having to invest time and money learning new languages. Willby comments: "We've used many software languages, but find COBOL very easy to return to and understand, regardless of who has written it. This reduces development time and debugging. We estimate that Visual COBOL has reduced our development time by at least 30%. We are able to quickly respond to customer requirements, be they one-off customization requests or feature enhancements for EADIS. This has shortened our time-to-market and saved substantial costs."

Using Visual Studio, Eurorealm can reuse code and develop applications for the PC platform or for a cloud-based Software as a Service (SaaS) offering, giving Eurorealm's customers maximum choice. Eurorealm has noticed a real move towards cloud-based and mobile computing in its Asia Pacific and Africa regions: Thanks to Micro Focus and Visual COBOL, its infrastructure can now meet this challenge.

### Visual COBOL is the future of COBOL

Willby concludes: "Micro Focus has helped us deliver excellent customer service, providing a solution which grows with our customers and is future-ready to move in any direction. The support we've received during this process has been key to our success. Our strapline is "the agent of change" and we recognize this pioneering spirit in our relationship with Micro Focus and the ever-evolving Visual COBOL".

### 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, Testing and Management software enables customers' business applications to respond rapidly to market changes and embrace modern architectures with reduced cost and risk.

### Contact us at: [www.microfocus.com](http://www.microfocus.com)

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