

PAPE / ESCORT SQL

The Papé Group, founded in 1938 and based in Eugene, Oregon, is the leading provider of end-to-end solutions to the construction, forestry, agriculture, turf, underground trenching, commercial trucking, and warehousing industries across the west. For nearly a century, Papé has provided industry customers with the equipment, parts, and service they need to maximize Uptime and get their job done.

True to its mission, it is paramount for Papé to have the best uptime for its critical systems and applications. They chose HPE NonStop, which provides a secure, robust platform purposefully built for online transaction processing.

Papé runs all its core applications, like the ERP system, Parts and Service, Sales & Inventory, Whole Goods Sales, Preventative maintenance, Telemetrics and other critical systems on HPE NonStop. The efficient operation of these systems and applications was crucial in supporting Papé's growth over time.

CHALLENGES

Some of the most significant challenges for IT organizations worldwide are acquiring top talent plus leveraging skillsets and technologies across platforms to reduce costs, improve ROIs and speed time-to-market. The critical factor in achieving these goals might surprise some, but it's the database. Data is the heart and foundation of IT systems, but whether the database enables or inhibits an organization's responsiveness is critical to its success.

Papé has been an HPE Nonstop user for many years and found itself with the challenge to modernize the applications with the minimum amount of disruption for a growing organization.

For many years, it has been a goal to separate the database and the user interface (UI) and provide all data by services within the robust HPE NonStop environment.

As there is an inherent turnover in the user base, a robust web-based UI is essential for new users to be able to do a good job in servicing Papé's customers. Papé had to make a move to change the future direction of the systems fundamentally. The only question was "how" to get it done.

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The best-in-class product Escort SQL 'sold' the company comforte to us. We then experienced that comforte's and its partner's TIC Software support was second-to-none! We greatly value the partnership with comforte and TIC Software and will work on more projects together in the future.

Shaun J Swift – VP CIO

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QUICK FACTS

- ▶ The Papé Group is the leading capital goods equipment dealer in the West.
- ▶ The Papé Group has 4,000 + current employees.
- ▶ We have over 140 locations on the west coast, Hawaiian Islands and Alaska.

COMFORTE'S TRUSTED SOLUTIONS FOR HPE NONSTOP

A leading global provider of connectivity, security, and digital enablement solutions, comforte delivers best-in-class products and outstanding support for its customers using the HPE NonStop platform. Building upon its many years of experience, comforte has helped customers make the most of their investment in NonStop systems and applications with a wide range of innovative and proven products for secure NonStop system connectivity, data protection and system security, digital enablement, and integration. With offices in Germany, the United States, Singapore, and Australia, comforte has a global reach with local staff and has served as a trusted HPE NonStop partner since 1998. comforte's roots in the HPE NonStop (Tandem Computers) market go back to 1975, and today, comforte's leading security products protect data at rest and in transit and are included in HPE's NonStop OS (operating system).

To learn more, contact a comforte representative today by visiting: www.comforte.com/contact/.



SOLUTIONS

Papé decided to modernize its very robust systems and applications in-house.

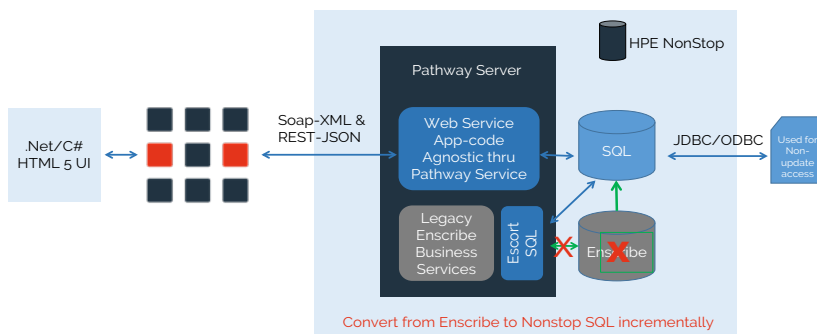
Using efficient intercept technology, Escort SQL quickly and easily converts even the largest and most complex Enscribe databases to NonStop SQL. Legacy Enscribe applications can run transparently against the new NonStop SQL database. And it does all of this with absolutely no reprogramming required.

An essential feature of Escort SQL is that customers can convert from Enscribe to NonStop SQL incrementally, thus reducing risk and making the data useful more quickly. Because no change to programs or setup is required, the project team can choose to convert many files or just one – it's completely transparent to the applications.

The alternative is daunting as, without comferte Escort SQL, every program must be rewritten and retested when files – one or many – are converted. This significantly increases both the complexity of the conversion and the chances of project failure.

Papé used Escort SQL to modernize its Enscribe databases to SQL/MP with zero disruption. The ability to use "old school" systems and applications while modernizing those applications in a non-disruptive manner was a key factor in the decision for Escort SQL.

Papé didn't only convert Enscribe to SQL, but they also reorganized the database structure to fit their actual needs better.



BENEFITS

For Papé, the financial benefits have to do with the organization's minimal disruption.

Operational benefits are derived as new users can intuitively understand processes and applications more quickly, which makes them more productive from the start. Again, there is also less disruption with employee turnover.

We value comferte's partnership and expect to use many of their tools going into the future.

PROJECT GOALS

- ▶ Transformation of HPE NonStop Enscribe database to SQL/MP
- ▶ Modernize systems and applications with minimal or no disruption.
- ▶ Provide (new) users with applications and processes that are intuitive and easy to understand.



If your current systems provide great business logic, do not disrupt that but simply modernize it.

Shaun J Swift, CIO at Papé

