



## Progress Software Corporation Case Study



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*“Progress partners and customers realize that mobility is a critical part of a modern enterprise business application. By integrating capabilities of Tiggzi into the Progress® OpenEdge® Mobile App Builder product, we are simplifying the development of mobile apps across multiple operating systems and enabling OpenEdge partners and customers to extend the full functionality of their critical business applications to mobile devices rapidly and cost-effectively,” said Karen Tegan Padir, Senior Vice President and Business Line Executive, Application Development at Progress Software Corporation.*

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### Background

Progress Software Corporation (NASDAQ: PRGS) is a global software company that simplifies the development, deployment, and management of business applications on-premise, on any cloud, on any platform, and on any device to any data source with enhanced performance, minimal IT complexity, and low total cost of ownership.

The comprehensive Progress portfolio provides leading solutions for application development, data connectivity and interoperability, and SaaS and cloud solutions. Progress solutions are used across a variety of industries, including manufacturing and distribution, retail, healthcare, and financial services.

## Situation

Progress partners and customers realize that mobile applications are a critical part of a modern business application. Employees are much more mobile than ever, BYOD (Bring Your Own Device) is putting extra pressure on IT departments, and customer service and intimacy are better managed through on-demand reach. However, bringing mobile support to business applications can be challenging and costly. Each native device requires its own development language and skill set, has its own form factor and resolution, and is shipping with more and more sensors and capabilities at a very rapid rate. Progress was looking to simplify the development of mobile applications by making mobile a core capability of its OpenEdge application platform and enabling customers and partners to make mobile a core competency.

## Solution: Exadel's Tiggzi

Progress did a broad review of the market, reviewing over thirty-five products. Progress evaluated these products on a number of criteria, including the development model and environment, ease-of-use, vision, licensing models, and how partner-friendly they would be.

Progress selected Exadel's Tiggzi for three main reasons:

1. **Product.** The hybrid app approach utilized by Tiggzi was the same model preferred by Progress – it is the most viable technology stack on the market today to create a heterogeneous mobile solution – enabling Progress Software to offer a “write once, deploy anywhere” approach in the OpenEdge product, removing the need to learn device-specific languages or development environments, while enabling the creation of full-featured apps that can access all of the most important device capabilities, such as the camera, GPS, accelerometer, and contacts.

On top of that, the cloud development environment was very important for Progress. It allowed Progress to innovate and release new capabilities in an agile manner, something very important in the fast-paced world of mobility.

2. **Partner-friendly.** Exadel understands the Progress business and the importance of being a great partner. “Exadel worked with us tirelessly to make sure we got what we needed to make the OpenEdge Mobile product a success” said Dion Picco, Manager of Product Management at Progress Software Corporation. “Exadel was willing to evolve their product to make the OpenEdge experience seamless and easy. Plus, they made sure that Progress was deeply involved in their roadmap planning. We felt like a partner, not a customer.”
3. **Mobile Services Expertise.** Exadel is able to complement the Progress services organization by bringing significant people and mobile skills to bear. Exadel engineers have the design

competency and implementation expertise, with a sufficient capacity, to help Progress roll out the OpenEdge Mobile solution globally.

## The Results

Progress integrated the Tiggzi platform, enabling it to successfully launch the OpenEdge Mobile product. The OpenEdge Mobile product eliminates the need for developers to recreate existing services and provides them with an optimized development environment for transactional apps.

## About Progress OpenEdge<sup>®</sup>

With the Progress<sup>®</sup> OpenEdge<sup>®</sup> product, you can develop dynamic solutions that incorporate business process and integration capabilities securely across multiple platforms and devices. Whether you deploy on-premise, on a mobile device, or in the Cloud, the OpenEdge application offers a single integrated platform that is 40% more productive and provides a 30% cost savings versus the competition.

The OpenEdge product is a productivity platform for end-to-end application development, enabling Progress customers and partners to deliver responsive business applications through key features that include:

- **Mobile Development and Deployment** – The OpenEdge Mobile product provides the ability to quickly and easily extend existing OpenEdge applications to support multiple mobile devices on various platforms or to build new mobile apps for new business areas or new markets.
- **Multi-Tenancy** – Database-level support to a number of separate and distinct groups of users greatly reduces operational complexity due to the number of shared resources and because only one instance of the application and database is involved. For SaaS and cloud implementations, the unique differentiator with the OpenEdge platform is that, instead of the client managing access to tenant data, the database takes care of everything, making it transparent to the application provider. And, OpenEdge product gives you the ability to self-provision tenants for cloud-based applications.
- **Agility** – The OpenEdge platform allows you to balance productivity and flexibility by eliminating many of the coding tasks associated with creating robust business applications. Through these visual workflows, you can quickly and efficiently incorporate new processes into your application, driving new levels of personalization. They facilitate collaboration and empower the business user to take control of application change. When combined with the Progress Corticon<sup>®</sup> product, developers and business owners achieve new levels of agility and the ability to rapidly change and customize applications. The result: you can

swiftly create business process and rules-enabled applications with little or no code—significantly cutting development time while preserving your ability to customize an application.

- **Operational Excellence** – The OpenEdge solution supports the development of high-performance ultra-reliable applications to meet the needs of 24/7 business operations with ever-increasing numbers of users.
- **Security and Compliance** –Whether your business is in retail (PCI-DSS), financial services (PCI-DSS, SOX), healthcare (HIPAA) or is impacted by the European Union Directive on Data Protection, your business must comply with regulations aimed at protecting data in order to survive. The OpenEdge product makes it easy to secure your application and data in order to comply with these regulations and does so with minimal setup or application change.
- **User Interface Flexibility** – Enhanced Rich Internet Applications (RIAs) provide a dynamic web experience that is rich and engaging, as well as interactive. RIA technologies provide a variety of development, deployment, and run-time options for SaaS-based applications.

## Trademarks:

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