



Winpos achieves big gains by migrating to RDM Server

A Birdstep Technology, Inc. Raima Division Case Study

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Customer: Oy Winpos Ab
Vaasa, Finland
www.winpos.fi

Industry: Business Automation
Employees: 25
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Abstract:

This Case Study takes a look at Winpos Ab, a longtime customer of RDM Embedded, who took advantage of the easy migration path to RDM Server.

This article is relative to the following versions of RDM:

RDM Server: 8.0

Contents:

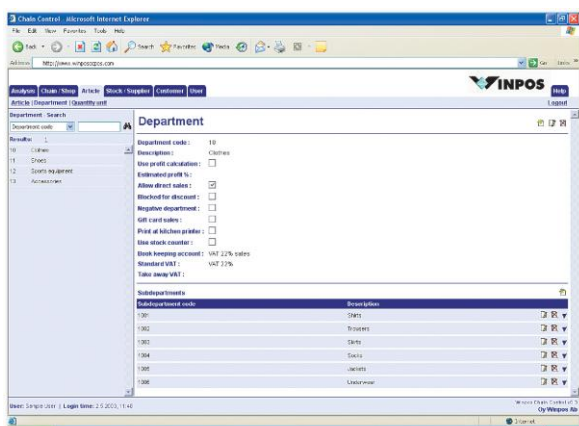
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Overview



Winpos AB supplies customers in the Nordic countries, especially speciality stores, fast-food restaurants and the public sector, with complete information systems. The Winpos POS-products are used in among others the expanding Pentik-chain, the M-Group food store chain, member bookstores belonging to Suuri Suomalainen Kirjakerho, the chain of shoeshops Ecco Shop from Vaasa in Finland, many museums and swimming halls, Hartwall Sports Arena in Helsinki, and all the prison-canteens in Finland. The company also works with IT development-projects for large international companies, especially in Central Europe.

About the Applications



Winpos' MegaStore POS-System—is a complete POS-system, which functions on an ordinary PC. Winpos is not only a cash register, but a complete system, with which you can control several tills and even chains of stores. Winpos can make the system just as you want it. You can select between many different configurations, displays and functions in order to fully suit your own needs and wishes. Winpos uses the newest technology available today. By using Winpos products, the life of both the shopkeeper and the shop assistant becomes noticeably easier.

Winpos-CC Branch Management—uses the newest Internet browsing technology, still maintaining the highest class in the information protection of the central business. The system is based upon the users-friendly Windows-based Winpos-program. Winpos-CC strenghtens the basic program with special fuctions which are needed for administration and follow-up in chains of stores. These functions makes it possible to maintain the system from one single computer for example to check sales and stock information.

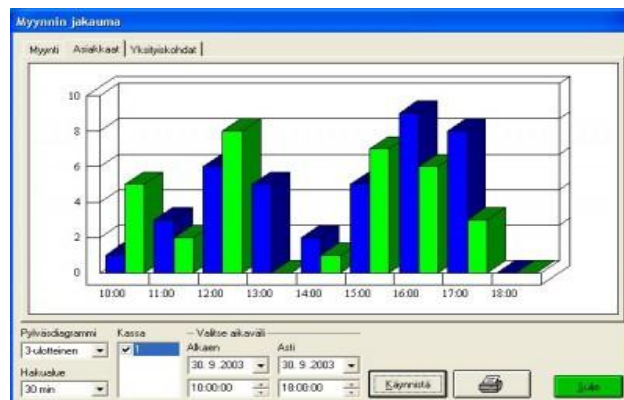
Challenge

Winpos—a longtime customer of Birdstep Technology and has been using RDM Embedded in their products for several years. But as many small software companies they have grown as well as the demands of their customers. Although RDM Embedded was still a solid solution for the majority of their customers, they however began to see an increasing demand for handling larger volumes of data, a greater number transactions, more concurrent users, and additional reporting capabilities. Some of their larger customers, like those in the sports arena ticket sales business and larger food-stores experience a great number of time critical transactions per day. It was relatively easy to realize that a client/server architecture was needed to achieve the increasing demand of Winpos' customers.

Winpos needed to do something quick to address their customer's needs. They looked at Microsoft's SQL Server as an alternative to RDM Embedded as well as investigating the possibility of migrating up to RDM Server which at the most basic definition can be described as the client/server version RDM. An additional challenge for Winpos is the fact that the margins in their business are extremely thin and therefore the embedded database solution would need to be priced accordingly in order for Winpos to maintain profitable.

Solution

The solution for Winpos was to migrate their applications from RDM Embedded to RDM Server. There were several reasons for their decision including the fact that the RDM Embedded and RDM Server APIs are nearly identical making the migration to RDM Server easier and requiring far less rewrite of code in comparison to intergrating a different embedded database solution. Winpos develops in Visual Basic and use ADO.NET. They liked the fact that RDM Server has a more extensive SQL API as well as other development interfaces which make programming easier. During the development they also realized they could extend their product line due to the additional features and functionality available in RDM Server. This was an unforeseen winfall for Winpos who in 2008 were able to attract new customers with their new products.



As indicated, earlier performance was a driving factor for the search for a better embedded database solution for the Winpos' products and was driven by the requirement to handle larger volumes of data, a greater number of transactions and more concurrent users. They found out that RDM Server can handle not only the current requirements of their most demanding customers but also provides sufficient room to scale even higher for tomorrow's unknown requirements.

The final consideration Winpos took into account when making the decision to migrate to RDM Server was the flexibility in the commercial terms Birdstep could provide. The commercial licensing terms provided the financial considerations which allowed Winpos not only maintain their product profitability but also generate greater revenue by expanding their product line.

Conclusion

RDM Server delivers the performance to meet the increasing demand of Winpos' customers. The migration to RDM Server from RDM Embedded was relatively straight forward and quick. Winpos was able to extend its product line with the additional functionality and features they found in RDM Server. Finally, Winpos was able to migrate to RDM Server at a cost that fit well into their business model.

Contact Information

Website: <http://www.raima.com>

NORTH AMERICA

Birdstep Technology, Inc.
2101 Fourth Avenue, Suite 240
Seattle, WA 98121
Telephone: +1 206 748 5300
Fax: +1 206 748 5200
E-mail: americas@birdstep.com

EUROPE

Birdstep Technology ASA
C.J. Hambros Plass 3c
0164 Oslo, Norway
Telephone: +47 90628326
Fax: +47 24134701
E-mail: lpagni@birdstep.com