DATA.TXT Corp. Credits TopSpeed With Their Success

Time Matters — Industry-Leading Product

Time Matters for Windows Software (produced by DATA.TXT) is the number one selling Law Office Personal Information Manager (PIM), and the winner of the most recent Law Office Computing Magazine's Editor's Choice Award (the industry's top award from its number one magazine). In this year's Legal PIM Software Shoppers Guide, Time Matters outscored major retail products like Lotus Organizer, GoldMine, and Day-Timer. Legal Assistant Today Magazine included Time Matters on its list of the best software for Paralegals. In June 1997, Law Technology Product News featured a full-color, front-page article about Time Matters.

"Time Matters could not have accomplished this success without TopSpeed's® tools. Our ability to rapidly add features without introducing defects, while still producing a lightning fast and totally reliable networked application, has left our competitors stunned," says Bob Butler, Technical Director, Time Matters.

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The legal software market is one of the most — if not *the* most — technically advanced, demanding, and competitive of the vertical software markets. Only the most advanced, reliable, and complete software does well in what many consider the number one vertical market. What this means is the number one application in the number one vertical market was developed using TopSpeed's® tools.

TopSpeed's Vital Role

There are many elements that lead to this kind of success and TopSpeed's® technology plays a vital role in virtually all of them. In the early stages, the Clarion Application Generator allowed Time Matters to quickly and easily prototype many approaches to the problems that software would address. Further, they were able to run field trials using fully-functional applications to get rapid, real-world feedback on their software design.
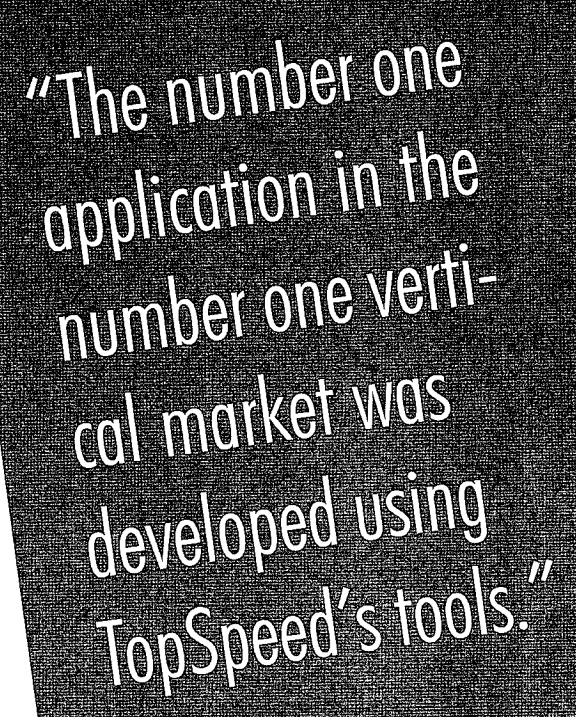
Major revisions were made in days, not weeks, allowing for many more refinements and maintaining the continuity of the review process. This was invaluable in ensuring the design concepts addressed problems in a powerful, consistent and flexible manner... and in a manner understood by real-world users.

As the software evolved, Time Matters took advantage of many industry standard technologies — VBX, OCX, DLLs, and standard Windows Application Programming Interface (API) calls — to rapidly add features. Most recently, as the demands for performance, connectivity, and highly specialized features grew, Time Matters enhanced the product through extensive use of "hand coding," API calls, and links to Software Development Kits (SDKs) in other programming languages.

The Competitive Edge

During its development, Time Matters enjoyed unprecedented programmer productivity. They had one set of source code for both the 16-bit and 32-bit versions of their software. Both versions are capable of working on the same networked data, giving them a competitive edge in offices that have both 16-bit and 32-bit operating systems. Further, TopSpeed's® technology enables Time Matters to produce software that does not make any changes to the Windows setup (i.e., no changes to the SYSTEM.INI, WIN.INI, Windows Registry, etc.) nor place any files (i.e., DLLs) outside its own directories, greatly reducing their technical support costs. Lower development costs (fewer programmers working over a shorter period of time) and lower technical support costs (system-friendly setup with fewer bugs with quick and safe revisions) have freed up resources for extensive marketing and first-rate customer service.

"The number one application in the number one vertical market was developed using TopSpeed's tools."

Developing software products in an operating system environment that is increasing in complexity at an exponential rate, while facing competition from some of the most powerful software companies in the world, can seem daunting at times. Yet, since TopSpeed® is truly reachable to assist with special problems, and anticipates technological and marketing trends, Time Matters has the technology and support to produce software that can compete with these giants. Whether you compete with giants or not, it is comforting to know that TopSpeed's® tools can produce world-class quality software. **Time Matters is proof**.
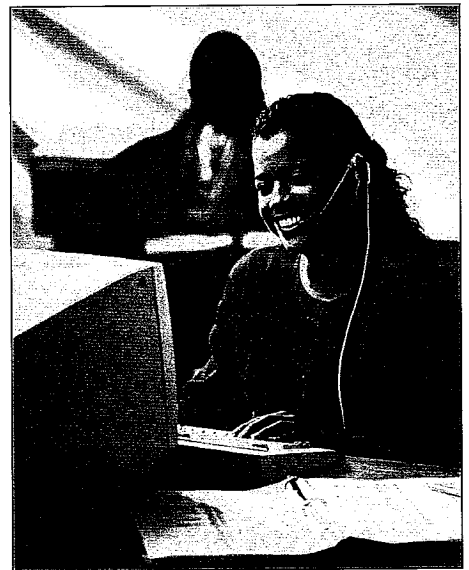
Clarion for Windows
Answers JDA's Call

The Challenge

JDA Software Group, Inc., makers of Point of Sale (POS) software, had a challenge —
develop a multi-user, Windows-based POS application supporting two (or many more)
cash registers. The system they developed had to operate in very small installations and
smoothly scale up to very large installations. What made this even more challenging is
that JDA entered the POS software market late in the game, and faced competition from
formidable competitors including IBM, NCR, and Fujitsu. Additionally, the POS
Development team was a new group within JDA.

What tool allowed JDA to meet and exceed this challenge within the time and budget
allocated? **Clarion for Windows**™.

The Selection Process

JDA first appointed a team to determine which tool could meet the Windows project
challenge. A number of tools including: Microsoft Visual C++, Visual Basic, Access,
Delphi, PowerBuilder, Oracle, Progress, Informix, and Clarion for Windows™, were
evaluated. The team quickly eliminated all except Visual C++ and Clarion because of
excessive hardware requirements — they
all (except Visual C++ and Clarion)
required too much hardware muscle to
operate effectively in small store
environments where one or two cash
registers were the entire system. JDA
ultimately selected Clarion for the Windows
project because of its ease of use and
development time savings. Another
determining factor was Clarion's integrated
database dictionary and template-based
code generator.

The Benefits

Given JDA's requirements for developing a large system on a relatively small budget, the project's team leader — Scott Hines — describes Clarion's benefits: "Clarion for Windows™ solved these two critical problems by allowing us to produce a **full-featured industrial strength application using a fraction of the time and staffing** that would have been required using another development tool. **We were able to catch and actually pass our much larger competitors** because we could produce our application so rapidly. And, we did this within our time and budget constraints because **Clarion made each of our developers as productive as a much larger group of programmers.** I believe that had it not been for the unparalleled productivity available in Clarion for Windows™, we would never have been able to complete our application within the time and budget allocated for the project."

The productivity factor was dramatically demonstrated midway through the project. One of its largest competitors contacted JDA to find out if they would be interested in purchasing their *almost-completed* project. Thirty developers had worked three years on a Windows POS application, using Microsoft Visual Basic and Microsoft Visual C/C++. The project was so over budget and behind schedule, they had decided to sell off its work in progress.

JDA was initially quite interested, and sent Scott to do a technical analysis. He was shocked to find that despite a far greater investment of time, and manpower, their project was well behind the Clarion project at that point! Four Clarion programmers, working one year, had already created a far more feature-rich, far less buggy application than thirty programmers working three years with other tools. JDA declined the opportunity, and shortly after, the competitor's parent company shut down the project.

JDA Today

In October 1996, JDA started the wide-scale deployment of its Windows POS application. Approximately 175 installations of an expected 3,500 have gone live. According to JDA, customers are extremely pleased with the Clarion-based application.

"With Clarion, we were able to develop a significantly better product with 4 guys in 1 year than could a team of 30 developers working for 3 years in Visual Basic."

Clarion Benefits

✔ Speed...10xs faster than competitors

✔ Slashes development by 70%

✔ Rapid application development

✔ Generates entire programs for databases automatically

✔ 10 years of award-winning products

Clarion Teams Up with Kentucky's Transportation Cabinet

Searching for a Solution

With over 100 building maintenance requests hitting the desk of the Division of Real Property every day, and only a manual paper request process in place, Kentucky's State Transportation Cabinet needed a solution — and fast.

The sheer volume of maintenance requests made it impossible for the Division of Real Property to efficiently monitor the maintenance on the hundreds of buildings it owned and leased. Not only was the current manual system inefficient, time-consuming, and confusing, but it also resulted in inaccurate accounting of expenditures. "What we had was a mess," said Robert Flynn, Director, Division of Real Property.

Fortunately, the Cabinet was familiar with Clarion for Windows™. It turned out to be the right development tool to get the job done quickly, efficiently and within budget. In the past, when the Cabinet needed to develop mission-critical applications, they had used their "secret weapon" — Clarion!

The Solution

With only five weeks to build and implement a new maintenance request system, the Cabinet's Division of Information Technology was asked to assist in the development. Having previously used Clarion to author the Contractor Payment Estimate System, which manages over half a billion dollars annually in highway contract funds, Fred Upchurch, Systems Consultant, stated, "Considering the reliability with which the Contractor Pay System has operated over our wide area network for the past four years, I had no doubts about Clarion's ability to perform for the Building Maintenance project."

Upchurch needed no convincing that Clarion for Windows™ was the best choice; however, others who had not experienced the capabilities of Clarion firsthand, examined other development tools, including: dBase, Visual Basic and Access. All were ruled out because they could not create applications as quickly and efficiently as Clarion for Windows™. "In one instance, a dBase application that took over two hours to process a data set from the mainframe took only 13 minutes using a Clarion for Windows™ replacement application," said Bruce Wells, System Analyst Chief with the Division of Information Technology.

"In one instance, a dBase application that took over 2 hours to process a data set from the mainframe took only 13 minutes in a Clarion for Windows™ replacement application."

Under Budget and Before Deadline

Using Clarion for Windows™, the new application was designed and built in three weeks, not five.

Additionally, building managers from all over the state can now input building requests at their PC. Once entered, they have the ability to monitor the progress of each and every request. This has increased each manager's efficiency and level of service.

Clarion for Windows™ also allows the developer to concentrate on designing the user interface instead of spending a lot of time writing and debugging low-level code. As a result, applications are very user-friendly. "The building maintenance program is very simple to use and easy to understand," says Jeannette Morgan, Administrative Secretary Senior with the Division of Real Property.

Not the End of the Story

This example is just one of many. Clarion for Windows™ has allowed the Transportation Cabinet to be much more responsive to the needs of the citizens of the Commonwealth of Kentucky. Furthermore, the Cabinet has chosen Clarion to play an important role in their future technological direction.

Why Clarion?

✔ Clarion slashes development effort

✔ Clarion reduces maintenance

✔ Clarion accesses data anywhere

✔ Clarion migrates legacy applications

✔ Clarion applications are fast

✔ Clarion applications are efficient

✔ Clarion does all kinds of Windows

✔ Clarion is a powerful business language