

NAMICS

Delivers More Functionality For The Money with Spring

NAMICS

Namics.

SPRINGSOURCE RESULTS

Spring and SpringSource delivers the following business results to Namics:

- Faster Application Development – Cycle Time Reduced by Up to 50%
- More Functionality for the Money
- New Enterprise Capabilities
- Greater Application Quality
- Stronger Customer Relationships
- Standardized Development Process

TESTIMONIAL

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“With Spring, we can deliver more functionality for a defined amount. We don’t have to tell customers that the budget limits our ability to provide what they have requested. We can now fulfill the needs of the customer more elegantly, and customer satisfaction is much higher.”

“Spring helps us achieve stronger long-term relationships with our customers, because we are able to deliver on the customer requests.”

Namics

Namics, based in Switzerland and Germany, is a consulting firm specializing in development of web applications for ecommerce, Intranet, brand communication and web content management. Namics serves companies in a variety of industries in Europe, including automotive, telecommunication, insurance, consumer goods and many others. Namics’ objective is to maintain long-term customer relationships by delivering on customer expectations, and the company has found that the application development environment can be a key contributor.

Challenge

“We started application development with our own framework,” explains Sandro Ruch, Technical Architect and Partner at Namics. “The problem with an in-house framework, however, was that we had to maintain it. We had to have developers who could extend the framework and fix all the bugs. This is not the core competence of Namics. We found that it was a waste of time to develop and maintain our own in-house framework.”

“We had less time to work on features for customer applications,” he continues, “because developers often had to spend time working on the internal framework. Every minute that a developer had to take care of the internal framework was time they were not available to work on a customer project.”

The problem of maintaining the in-house framework also increased Namics’ development costs, since the company had to cover the costs of the time developers spent on the framework. According to Ruch, because of the extra framework-related tasks, as well as a slow development framework, Namics often struggled with the budget for a particular project, which resulted in a customer relations issue or more likely ate into Namics’ profits.

Namics also attempted to use Struts, however they found it to be an inflexible and very intrusive framework. Ruch says developer speed in Struts was slow and they still had to build the infrastructure. Also, it was not easy to test the application in Struts, which was a major disadvantage.

Solution

To solve the many challenges of application development, Namics adopted Spring, the de facto standard platform to build, run and manage enterprise Java applications. On most projects, Namics recommends the use of Spring to customers.

“Today, Spring is used throughout Namics to develop successful projects on time,” Ruch says. “For us, Spring is an enabler in terms of functionality.”

Service

To ensure project success, Namics also contracts with SpringSource, the company behind Spring, for technical support. "SpringSource's response time is quite good," Ruch confirms. "Issues have been fixed fast, and I am very happy with the support."

"Sometimes, with other companies' support desks, it can be time intensive to get to the bottom of the problem," he adds. "Often we must invest time on the front end so the vendor can understand our development terminology, but we don't have that problem with SpringSource support. We can present the problem in our own technical language, and SpringSource always understands our needs."

Benefits

SPRING AND SPRINGSOURCE DELIVER THE FOLLOWING BUSINESS RESULTS TO NAMICS:

Faster Application Development

For Namics, one of the greatest advantages of Spring is the built-in infrastructure components, which relieves the developers from the time-consuming task of building and maintaining an application development framework. "Developing an application in Spring takes 40% to 50% less time because we don't have to write the code for the infrastructure," Ruch states.

More Functionality for the Money

"With Spring, we can deliver more functionality for a defined budget," Ruch explains. "We don't have to tell customers that the budget limits our ability to provide what they have requested – which was a problem previously. We can now fulfill the needs of the customer more elegantly, and customer satisfaction is much higher." Furthermore, Namics requires less developer overtime and incurs less costs to accomplish customer projects.

New Enterprise Capabilities

According to Ruch, Spring provides a wide range of enterprise functionality that was not available previously with any platform, addressing tasks such as batch jobs, integration and security. All of this enterprise functionality is inherent in Spring.

Greater Application Quality

Spring enables Namics to test applications much more easily and quickly and reduces the cost of testing. Unit testing, which was not possible on previous platforms, is a particular advantage which encourages the developer to perform more tests, even in situations where time or budget is running out. "Applications are better tested and covered by more unit tests in Spring, so we can be more confident in the quality of the application," Ruch says.

Stronger Customer Relationships

Ruch explains that competition in their industry is tough, because everyone claims that they can provide all the functionality for a certain price. "In the end, customer satisfaction is the key to the future of the customer relationship," Ruch says. "Spring helps us achieve stronger long-term relationships with our customers, because we are able to deliver on the customer requests."

Standardized Development Processes

One of Ruch's goals is to standardize development processes so it will be easy for developers to move from one project to another and become productive without a significant amount of ramp up time. By standardizing on Spring across the company, Namics has been able to achieve this objective. "The advantage in using Spring is that applications are built in the same way, and this actually enables us to develop new applications more quickly," Ruch concludes.

About SpringSource

SpringSource, a division of VMware, Inc., (NYSE: VMW) and the leader in Java application infrastructure and management, provides a complete suite of software products that accelerate the entire build, run, manage enterprise Java application lifecycle.

SpringSource employs the open source leaders who created and drive innovation for Spring, the de facto standard programming model for enterprise Java applications. SpringSource also employs the Java and Web thought leaders within the Apache Tomcat, Apache HTTP Server, Hyperic, Groovy and Grails open source communities. Nearly half of the Global 2000, including many world's leading retail, financial services, manufacturing, healthcare, technology and public sector clients are SpringSource customers. For more information visit: www.springsource.com.



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