proALPHA and Progress: A Shared History of Problem-Solving and Growth

CASE STUDY

proALPHA®

INDUSTRY
Software & Technology

REGION
Germany

PRODUCT
Progress OpenEdge

About proALPHA

Founded in 1992 by Werner Ernst, Leo Ernst and Martin Wolf, today 1,400 proALPHA employees support more than 5,200 SME customers worldwide through their flagship ERP solution. Other companies in the proALPHA Group and certified partners complement the portfolio with solutions for data analysis, procurement and quality management, plant data collection, machine data entry, time and attendance, access control and more.

Growing With Progress

"I've used Progress almost my entire professional life in IT," says Martin Wolf, Internal Advisor/Wizard, proALPHA. "I've seen Progress grow from a small company to what it is today. As a partner, we've had frequent meetings, common projects, discussed topics in depth and proALPHA has provided valuable input to Progress product management. Besides having a reliable and efficient platform, working together 'at eye level' was always a very important success factor for us."

"When we started proALPHA, IT was important, but not as mission-critical as it is today with highly-integrated processes demanding continuous operation," he continues. "Today, the robustness of the OpenEdge environment is extremely important to us to guarantee continuous operation."

TIMELINE

1992
Used Progress Version 6 to create new ERP application from scratch

1998
New multi-Window UI based on ADM-1 SmartObject model

2003
Established a closer relationship with Progress at management and technical level

2013
Enhanced .NET UI (embedding ABL screens), new integration platform based on AUREA ESB

> **"Progress has been a key factor for the growth of our company. It gave us high productivity in development as well as a very robust and reliable production environment. This was extremely important, especially during our first decade, as it enabled us to build fast and operate a complex, large-scale application with a small, nimble team."**
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> **Martin Wolf**
> Internal Advisor/Wizard, proALPHA

> The compatibility of newer Progress releases, combined with continuous integration of new technologies, gave us the option to leverage those technologies without being forced to rewrite significant parts of the application again and again.

Martin Wolf
Internal Advisor/Wizard, proALPHA

Remembrances

Martin Wolf tells the story of how in 2013, proALPHA faced an issue with their multi-window UI—it was loved by customers once they used it, but disliked by sales because it didn't attract prospects at first glance. After consulting with an external design agency and key customers, proALPHA R&D launched a project for a new UI.

"Our expectation was we'd need to rewrite the entire UI—a multimillion, multiyear approach," he says. "We broached the topic during a visit to Progress headquarters and came back with some ideas about how to embed our current screens in a .NET container."

By matching the possibilities with the ideas about a more modern UI, the proALPHA team found that almost all of the new concept could be done without rewriting everything. Three months later, they had a fully-functional first version.

Wolf also has memories of Progress co-founder and software pioneer Mary Székely.

"When discussing architectural changes with our consultant Mike Omerod, we found a 'missing link' in dataset handling to make it much easier to handle recursive datasets," he says. "Mike called Mary to discuss the possibilities. At the end of the call, she said, 'I like it. Let me give it a try.' The next morning, we had a build from her desk including a first implementation. Later, when she presented the final version, the audience gave her a round of applause."

→ **Learn more at:**
progress.com/openedge

About Progress

Progress (NASDAQ: PRGS) provides the best products to develop, deploy and manage highimpact business applications. Our comprehensive product stack is designed to make technology teams more productive and we have a deep commitment to the developer community, both open source and commercial alike. With Progress, organizations can accelerate the creation and delivery of strategic business applications, automate the process by which apps are configured, deployed and scaled, and make critical data and content more accessible and secure—leading to competitive differentiation and business success. Over 1,700 independent software vendors, 100,000+ enterprise customers, and a three-million-strong developer community rely on Progress to power their applications. Learn about Progress at www.progress.com or +1-800-477-6473.

Worldwide Headquarters

Progress, 14 Oak Park,
Bedford, MA 01730 USA
Tel: +1-800-477-6473

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