

## Harps Food finds support for rapid growth in IBM Informix and Gillani solution.

### Overview

#### ■ Challenge

Performance issues with information management platform and outdated hardware and operating system prevented timely completion of transactions and batch processing jobs, depressing productivity

#### ■ Why IBM?

Longtime IBM customer, Harps Food wanted to continue its positive experience with the Informix® platform and leverage its existing investments in Informix applications and skills.

#### ■ Solution

Migration of business applications to Gillani FourGen Case Tools, Version 8.1 on a platform consisting of IBM Informix Dynamic Server, Version 9.4, on IBM System x™ running Linux® to increase capacity, boost performance and enhance functionality of application and technology

#### ■ Key Benefits

Processes that used to take 1 hour to run can now be done in 20 minutes, a 67% improvement; increased capacity; improved transaction performance; higher productivity



Retail grocery chain Harps Food Stores turned to IBM Informix Server, Version 9.4, and IBM Business Partner Gillani, Inc. for a technology refresh to improve the performance of its supply chain management system.

Growth has a limit even for the most successful and ambitious company: it's called system performance. Harps Food Stores, Inc. based in Springdale, Arkansas, found that out when its Informix Dynamic Server running on an outmoded NCR platform couldn't muster the speed to complete online transactions in a timely fashion, or run batch processing jobs within an efficient timeframe.

*“With the solution from IBM and Gillani, we now enjoy increased capacity, improved performance, higher productivity, faster completion of online transactions, and realignment with the latest operating system, middleware and hardware technology.”*

– Gary Bennett, Director of Information Systems, Harps Food Stores, Inc.

## Powering the retail grocery industry with increased performance and capacity

### Key Components

#### Software

- IBM Informix Dynamic Server, Versions 9.4 and 10
- IBM Informix 4GL
- Red Hat Linux

#### Servers

- IBM System x365

#### IBM Business Partner

- Gillani, Inc.

Engaged in the distribution and sale of food products through its chain of more than 50 stores in Arkansas, Oklahoma and Missouri, Harps Food Stores was locked into a platform that inhibited its capacity to match its fast-growing business.

Fortunately, a solution was at hand in the shape of IBM Business Partner Gillani, Inc., a pioneer in the development of synchronized supply chain management applications based on IBM Informix Dynamic Server. The Richardson, Texas-based independent software vendor Gillani delivers distribution management, warehouse management and retail enterprise resource planning solutions to its customers. For Harps Food, Gillani provided an upgrade of business applications migrated to Gillani FourGen Case Tools, Version 8.1. The applications run on a platform consisting of Informix Dynamic Server, Version 9.4, running under Linux on a 2-processor IBM System x365. This solution offered greater capacity, improved performance and enhanced functionality of applications and technology.

*“We are very happy with both the stability and the performance of our new IBM system. We are pleased we have an accounting and warehousing solution we can depend on for the foreseeable future.”*

*– Gary Bennett*

#### Turnkey solution from IBM Business Partner Gillani, Inc.

“Gillani provided one price for our IBM System x, Linux, Informix database middleware, installation and implementation services for IBM products, and training, as well as Gillani’s iDistribute application software,” says Gary Bennett, manager of information systems, Harps Food Stores, Inc. “With the solution from IBM and Gillani, we now enjoy increased capacity, improved performance, higher productivity, faster completion of online transactions, and realignment with the latest operating system, middleware and hardware technology.”

The IBM solution enabled Harps Food to completely renew its underlying technologies while preserving its investment in the application software. The project included moving the applications for accounting, payroll and

warehousing—over 900 programs—to the new IBM system. Gillani's MBD™, Modifiability by Design™, is a concept which enables each application to be modified to fit the customer's unique business practices while preserving the ability to upgrade and patch the base solution. This allows Harps Food to easily customize its applications for future development using IBM Informix 4GL or Gillani FourGen Case Tools.

### Upgrading to Informix, Version 10

The new system provided the customer a more stable and much faster technology platform to perform its jobs. For example, processes that once took over an hour now routinely take less than 20 minutes. In fact, the company is so satisfied with its choice to upgrade to Informix Dynamic Server, Version 9.4, that it plans to further upgrade to Informix Dynamic Server, Version 10, by the end of the year.

"We are very happy with both the stability and the performance of our new IBM system," says Bennett. "We are pleased we have an accounting and warehousing solution we can depend on for the foreseeable future. Gillani was critical to the success of the project. We developed a close working relationship with Gillani. We found them capable, reliable and willing to address any concerns we had."

### For more information

Please contact your IBM sales representative or IBM Business Partner.

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You can get even more out of Informix software by participating in independently run Informix User Groups around the world. Learn about opportunities near you at [www.iiug.org](http://www.iiug.org)

For more information on Harps Food, visit: [www.harpsfood.com](http://www.harpsfood.com)

For more information on Gillani, Inc, visit: [www.gillani.com](http://www.gillani.com)



*The turnkey solution included a soup-to-nuts basket of products including Gillani accounting, payroll and warehouse applications, Informix Dynamic Server, IBM System x server and Linux operating system.*

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*– Gary Bennett*



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