

Case Study



Background:

Osprey Retail Systems, Inc. was founded in 1990 by a small group of industry-leading POS integrators to develop state-of-the-art, general retail, in-store software for the reseller distribution channel. Osprey writes the software and supports the channel.

Challenge:

In Osprey's market segment competitors had a mobile wireless solution and they did not. After evaluating and writing some test programs it was clear to Osprey that the fastest and easiest way to get to where they wanted to be was to look for a successful mobile solution that would synch with their current systems.

Solution:

Osprey chose Jargon Software as a partner and took a stance of equal to or best functionality at a price point 30 to 40 percent under the industry leader (StoreNext). Jargon mobile tools allowed Osprey to continue using the language they were familiar with (Progress 4GL) while adding mobile functionality. The addition of Jargon's mobile technology with Osprey's retail POS solution worked seamlessly.

Results:

By adding a wireless module to Osprey's product mix they are now able to secure business they were losing in the past. Additionally, Osprey was able to maintain and upgrade customers with the mobile add-on. The investment has clearly been a valuable one for the company; allowing them to continue to compete in a dynamic marketplace.