

Case Study



Background:

Vermont Systems, Inc. (VSI) is a privately owned value added reseller of banking, municipal, and other software applications together with hardware components. In 1988, VSI decided to specialize in developing recreation and parks software applications. In 1993, VSI opened a second related market when it signed a contract with the Air Force to provide recreation software for all bases worldwide. Today VSI has over 1100 customers including over 800 municipal and county agencies, several private organizations, and all U. S. Army, Air Force, Marine, & Navy bases worldwide. VSI is 100% owned by its employees and management, and VSI's staff is committed to providing high quality application software products and responsive customer support.

Challenge:

VSI needed a development product that worked with Progress software and allowed flexible coding options to fit their primary application. VSI found plenty of mobile software products, but they could not be integrated with another system. VSI needed the mobile device to act as feeder into their larger database application.

Solution:

VSI looked at roughly six other mobile development packages over the course of a year. They chose Jargon for two primary reasons. The product interfaced directly with their back office system and it was filled with features that the other packages could not match. Additionally, Jargon's pricing allowed VSI to provide a secondary application to their customers at a reasonable cost.

Results:

VSI was looking at mobility as a means of separating themselves from the competition, giving them a complete solution. The primary value of the "complete solution" is giving customers one more reason to buy from VSI rather than a competitor.