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• *I have experience working with software development companies across the country and ComFrame is better than any I have worked with. The project was in scope, on budget and on time.* •

*Michael Stoeckert  
CIO and CTO, EPL*



## COMFRAME CLIENT CASE STUDY

### INDUSTRY

Financial Services Software

### SERVICES DELIVERED

- ✓ New development using SOA technologies and design approaches
- ✓ Training and mentoring to transition client's in-house engineering team

### MAJOR BENEFITS

- ✓ Increased feature development speed by 600%
- ✓ Cut product development costs by 45%
- ✓ Reduced installation time by 84%
- ✓ Decreased reaction time for application deployment



- ✓ Eliminated inherent risks of fat client deployment
- ✓ Reduced product defect rate by 94%

### CLIENT SNAPSHOT

Established in 1977, EPL, Inc. is a Birmingham, Alabama-based, full-service provider of integrated information processing solutions for 80 credit unions in 30 states, serving 560,000 total members.



## EPL Delivers Advanced Credit Union Software with ComFrame Application Modernization Services

*Technology solution provider EPL needed to transform its software products to expand market share among small and medium-sized credit unions. EPL leaders determined that reengineering the existing product, an in-house developed system designed for larger credit unions, was the best approach.*

## Business Challenge

EPL's existing software product provided business functionality to support tellers, collections staff, lending services and other users, as well as information access services for credit union members. Expansion plans targeting a higher-tier customer segment came in response to market analysis indicating a major shift in EPL's client base.

EPL clients had historically been credit unions with deposits totaling \$20 million or less. The analysis showed that these smaller credit unions were consolidating into larger organizations with highly-individualized operating requirements. EPL needed to modernize its software applications to quickly and cost-effectively meet these new requirements. EPL selected ComFrame Software Corporation as its strategic technology partner in this technology transformation project.

## Project Focus

EPL implemented Java 2 Enterprise Edition (J2EE) to reengineer its legacy applications. As the project progressed, ComFrame was able to leverage additional technologies that combined to deliver significant cost reductions. Project objectives included:

- ✔ Produce a modern application leveraging J2EE technologies
- ✔ Remain vendor-neutral for both hardware and software requirements
- ✔ Increase product profitability and potential for sales
- ✔ Reduce hardware entry costs
- ✔ Transition EPL engineering focus and experience from COBOL to J2EE

To ensure that development goals remained on target, ComFrame sought out the support of existing EPL customers, using their feedback to guide product design. This collaboration produced an immediate sense of buy-in and loyalty among customers. ComFrame also managed the transitioning process, aiding EPL by negotiating with third-party vendors and supporting customer relations.

EPL tapped into ComFrame's training and mentoring expertise to help them increase the capabilities of in-house engineers. ComFrame's guidance enabled EPL to produce a top-notch J2EE team capable of maintaining and supporting the enhanced product base for all customers.

## Business Results

ComFrame managed EPL's entire new product development process, which resulted in the creation of a modern, Web-based architecture with applications running on Oracle software. The new product line, known today as i-POWER, has been recognized as a success by EPL customers and by the credit union industry as a whole. The new architecture enabled EPL to shave an average of 21 hours off each client installation, reducing implementation costs significantly. These savings resulted in EPL's ability to expand, while providing a cost-effective solution for larger credit unions and additional product benefits for smaller organizations.

- ▶ *The new architecture enabled EPL to shave an average of 21 hours off each client installation.* ▶

## About ComFrame

Since 1997, ComFrame Software Corporation has delivered more than 200 elegant projects for clients in diverse industries across the southeastern United States, helping them reduce IT complexity and successfully deploy modern architectures and applications that improve business agility and efficiency. From offices in Birmingham, Alabama and Nashville, Tennessee, we deliver a broad range of custom solutions and packaged business applications. More than 70 architects, software engineers and project managers make up our highly skilled team. Expertise ranges from enterprise application development and integration to consulting, business process management, corporate planning and performance management, business intelligence, project and portfolio management, information integration, collaboration management, IT mentoring and training in new information technologies and service-oriented architectures (SOA).

# COMFRAME

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