

# Syska makes rapid move to IBM Informix with help from BYTEC

## Overview

### ■ The Challenge

Syska wanted to be able to offer its best-of-breed financial accounting and reporting software to a broader set of customers; its parent company, the Sage Bauer group, aimed to incorporate Syska's software in its ERP suite.

### ■ The Solution

To meet both objectives, Syska needed to enable its software to be used with the IBM Informix Dynamic Server 10 database platform, and worked with BYTEC Bodry Technology GmbH ([www.bytec.de](http://www.bytec.de)), an official IBM Distributor for ISVs and Technology Partners, to develop a new Informix-based version of its financial software.

### ■ The Benefits

Support for the robust, high-performance Informix database platform has opened up a major new market for Syska's financial accounting and reporting software; BYTEC helped Syska to complete the switch to Informix rapidly and cost-effectively



Founded in 1992 in Karlsruhe, Germany, Syska develops and markets financial accounting software for the Microsoft Windows platform. Syska has more than 21,000 customers in Germany, Austria and Switzerland for its core bookkeeping software, called EURO FIBU. The company also offers financial reporting software called SQL REWE, which provides fast and accurate management information for companies in any industry sector.

Syska's parent company, the Sage Bauer group, decided to incorporate Syska's financial accounting systems into its own enterprise resource planning (ERP) suite of software. This represented both an opportunity and a challenge, as Josef Habic, Managing Director of Syska, explains:

"Distributing our financial accounting software as part of a broader ERP suite would open up a major new market for Syska.

"However, to enable tight integration with the ERP software, we first needed to include support for the IBM Informix database platform preferred by our parent company."

### Deep understanding

Syska already supported a variety of database management platforms as the back-end for its financial software, including Oracle, Microsoft SQL Server and GUPTA SQLBase. By adding support for the robust IBM Informix database, Syska could more easily sell its software to a major new market segment, including the more than 1,200 businesses using Sage Bauer ERP software.

Based on a successful track-record of past projects, Syska opted to work with BYTEC Bodry Technology GmbH,



an official IBM Distributor for ISVs and Technology Partners with considerable expertise in Informix. Ulrich Kuckert, Product Manager at Syska, comments: "Although we naturally have a great deal of in-house programming expertise, we wanted to work with a partner with a very deep understanding of the Informix technologies. Working with BYTEC gave us the confidence that we were backed by expert support, and helped us to complete the project rapidly."

BYTEC supplied the Informix Dynamic Server 10 and Informix Connect software, and helped Syska to implement the new solutions. Informix Connect acts as the gateway between the Informix database platform and Syska's financial applications, both of which run on Microsoft Windows. "In total, the development effort lasted six months, but most of that time was devoted to building a new, improved release of our financial software," recalls Ulrich Kuckert. "The adaptation to Informix itself accounted for just six weeks – this was a relatively rapid and easy process."

### **Fast, high-quality support**

Syska has successfully completed a pilot phase with the new Informix version of its financial accounting software, and will soon begin shipping the product to customers, both as part of the Bäurer ERP suite and as a stand-alone solution.

"Customer demand for Informix support was increasing, so naturally we wanted to make the move quickly and smoothly," says Josef Habic. "Working with BYTEC, an official IBM Distributor for ISVs and Technology Partners, gave us the confidence to develop Informix support within a short timeframe. The service from BYTEC was of the highest quality, and although we rarely encountered issues that we could not resolve for ourselves, it was reassuring to know that expert assistance was on hand."

Ulrich Kuckert adds, "For our customers, reliability is paramount, and we needed to be sure of the robustness and performance of Informix as a database platform for our software. All of our rigorous testing has shown Informix to be a true enterprise-class database, and we are perfectly confident to add it to the set of databases that can be used with our software."

Richard Luft, Head of Sales Products & Services of BYTEC agrees with this assessment of the suitability of Informix as a database platform for mission-critical operations: "Informix is one of the most reliable databases available today," he says. "One of the biggest advantages of using Informix as a transactional database is that it can easily handle up to 10,000 users. This factor makes it the ideal platform for the full Bäurer ERP suite."

### **Open for new business**

With its software now available to customers using the Informix Dynamic Server platform, Syska has opened up a significant new market, and enabled its applications to be distributed as part of the Bäurer ERP suite.

Says Ulrich Kuckert, "The adoption of Informix has extended the reach of our solutions and made it easier to sell to new customers. Informix is clearly a good choice for our customers: it combines easy administration with sophisticated features and high performance, and we anticipate that the total cost of ownership will be low."

Josef Habic concludes, "With assistance from BYTEC, we rapidly and successfully adapted our software to run with Informix, offering a new set of customers the opportunity to benefit from our best-of-breed financial accounting solutions."



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