

EXIGEN® SERVICES: CASE STUDY

SIRSIDYNIX LIBRARY MANAGEMENT SYSTEM

"Horizon 8.0 was a critical project for Dynix because the legacy solution had stalled the company's growth and development. One of the key reasons that Sirsi acquired Dynix was the success of the new product."

*Jack Blount,
CTO and Board Director
at SirsiDynix,*



ABOUT SIRSIDYNIX

SirsiDynix is the global leader in strategic technology solutions for libraries, with approximately 4,000 library and consortia clients serving over 300 million people through more than 20,000 library outlets in 70 countries.

BUSINESS CHALLENGES

Founded in 1983, Dynix Corporation was the global leader in library management systems. Horizon, the company's flagship product, was created for single site special libraries with client/server environments, and had an installed base of over 12,000 in 42 countries. However, the platform was struggling to meet the diversifying functionality demands of customers, and Total Cost of Ownership had become high due to maintenance requirements.

Dynix had decided to develop a new version of the platform, one that combined the strengths of the legacy systems with the latest developments in technology. Horizon 8.0 was to take advantage of recent technology innovations, such as Web Services and Service Oriented Architecture, to create a system that allowed new features to be added on an ongoing basis.

Dynix undertook an extensive analysis of the resources required to develop the new platform, exploring in-house development options, outsourcing options and offshore options. Faced with declining revenues and a stalled customer base, the rapid successful development of the new platform was critical to the company's future.

The limited available R&D budget combined with the fierce time to market constraints meant that an offshore solution was the most effective option. A significant challenge was the requirement to monitor and analyze the modernization project with only partial automation of the migration process, and to deliver quality assurance with limited testing possibilities.

SOLUTION DELIVERED

Horizon 8.0 was a substantially improved open technology platform, with more than 2,000 features leading to an over 400% increase in productivity over the previous version. Despite the fact that development costs cut by over 60%, the new product shipped to customers on time. Horizon 8.0 resulted in \$30 million in new revenue realized in first year, up to \$100 million forecast for next three years

IMPACT ON THE BUSINESS

The new platform features greater interoperability, multiple language capability and localization tools while providing APIs and processes that enable



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third party partners, distributors and customers to assist in continually improving the product.

In June 2005, Dynix Corporation merged with Sirsi Corporation to create SirsiDynix. The merger was attributed to the success of Horizon 8.0 which provided SirsiDynix with a robust solution on which to build market share.

TECHNOLOGY USED

The underlying technology of Java EE, Jboss, DB2, Sun Solaris, Windows, MS SQL

ABOUT EXIGEN® SERVICES

Exigen Services is the leading application outsourcing services provider, and combines world class skills, recognized expertise in development methodologies, and industry experience to reduce risks, lower costs and deliver results. Exigen Services has pioneered a new approach to global application outsourcing, Outsourcing 2.0 that includes commercial terms that optimize financial alignment between client and vendor. As a result, Exigen Services makes IT outsourcing a much easier and more beneficial undertaking for global enterprises.

Since 2000, Exigen Services has been the global leader in the use of distributed Agile methods for rapid and precise systems development throughout the banking/ insurance/ brokerage, healthcare, telecommunications, government and media industries. Exigen Services has achieved high honors in a variety of independent lists and rankings, including *Brown & Wilson Black Book of Outsourcing* in 2008, *Global Services 100* in 2009, *Inc Magazine's* 2008 Inc5000 and is a top 10 provider of both outsourced product development and human capital development.

Clients range from mid-sized growth companies to Fortune 500 organizations including Sun Microsystems, CSC, Universal Music Group, Standard & Poor's, T-Mobile, Westpac Bank and many others.

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