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What's Next for ISVs?

Benefits Service Company Enhances Software and Services by Adopting Windows Environment



Fast Facts

ISV: BeneSys

Web site: www.benesysinc.com

Country or Region: United States

Industry: Professional services

ISV Profile

BeneSys, based in Troy, Michigan, makes and sells third-party benefits administration management software to organizations serving multi-employer benefit plans. It also provides benefits administration services to funds that serve trade groups.

Existing Platform/Technology

Proprietary "green-screen" software

Solution Profile

BeneSys used technology from IdeaBlade, a Microsoft® NXT Delivery Partner, to redesign its software for the Windows® environment.

New Microsoft Solution

- Microsoft .NET Framework 2.0
- Microsoft SQL Server™ 2005
- Microsoft SQL Server Reporting Services
- Microsoft Visual Studio® 2005

NXT Delivery Partner

- IdeaBlade

"The Microsoft and IdeaBlade solution is helping us redesign some highly complex software very quickly, which helps our competitiveness and our internal operations."

Michael Stoyanovich, IT Director, BeneSys

Business Challenge

BeneSys operates two businesses in the third-party benefits administration industry, with a focus on multi-employer benefit plans. It sells software used by organizations to run their benefits programs internally, and it provides administrative services for funds serving trade industries, such as carpenters' and electricians' unions.

The BeneSys software was originally written with PL/B, a programming language similar to COBOL that was developed in the 1970s.

BeneSys marketed its "green screen" command-line based software and also used it to serve fund beneficiaries who today total about 500,000 individuals. However, clients began requesting more visual and intuitive software. BeneSys also recognized that new software could also help internal users administer funds more efficiently. Plus, it wanted to avoid the third party licensing costs associated with screen-scraping technology.

Microsoft Solution

BeneSys considered both the Java and the Microsoft® .NET Framework 2.0 development environments. After consulting with IdeaBlade, a Microsoft NXT Delivery Partner that provides DevForce—a rapid application environment with tools and methodologies based on .NET software—BeneSys decided to redesign its application using Microsoft products. Along with the .NET Framework, these include Microsoft SQL Server™ 2005, SQL Server Reporting Services, and the Visual Studio® 2005 development system.

Benefits

- Integrated development environment helps with rapid development of software modules.
- BeneSys can quickly find developers in large pool of Windows® developers.
- Solution helps BeneSys team focus on creating business rules and logic instead of being forced to work on foundational code.



Microsoft