QUINSCAPE
Speeds Project Delivery and Improves Quality with Spring

SPRINGSOURCE RESULTS

Spring delivers the following business results to QuinScape:

• Faster Product Ramp Up

• Increased Productivity from 15-100%

• Easier Application Evolution

• Better Application Quality

• Competitive Edge

• Greater Control Over Applications

• Higher Customer Confidence

TESTIMONIAL

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QuinScape

QuinScape, based in Dortmund, Germany, is a software development consulting company working with customers throughout Europe. They specialize in the development of web applications, portal solutions, intranets and extranets. QuinScape leverages these technologies in order to support and optimize business processes via employee portals and customer relationship management (CRM) solutions, as well as quality, project, innovation and knowledge management scenarios. Customers require QuinScape to quickly complete projects and to maintain and evolve applications over the long term.

Challenge

"In the past, Java was unstructured and we had many technologies to choose from," explains Thomas Biskup, one of three CEOs at QuinScape. Biskup notes that a unified infrastructure was missing in Java, before the introduction of Spring, the de facto standard platform to build, run and manage enterprise Java applications. Consequently, QuinScape was forced to use a variety of diverse open source technologies, each one for a specific task. "We would bring in several varying technologies on one project, which made it very difficult to manage," Biskup remembers. "We used many separate components to build an application, but they were not part of an overall strategy."

Biskup points out that after a year or two, many of the technologies would start to diverge as the people and focus of the open source projects changed. Also, components would evolve at different speeds. Over the years, problems would arise in QuinScape's applications relating to component compatibility. This became even more of a problem because QuinScape works on many long-term portal projects. To address these issues, QuinScape had to do a significant amount of extra testing for compatibility between all the diverse components. "There was a lot of additional work," Biskup maintains, "and customers had to invest extra effort in order to evolve the applications. Customers did not always understand why they had to keep spending more money on technological evolution when they had already paid for the original system."

In addition, Biskup says that development was slower in the past because many open source projects did not have adequate documentation. Application quality also suffered because the application code was complicated, hard to test, and there was no way to automate the testing process.

Solution

"Spring is now our technology of choice," Biskup confirms. "When our customers use legacy frameworks, we coach them about how Spring can help them. Once they change, we know they will stay with the decision for a long time." Spring provides QuinScape with a unified infrastructure, according to Biskup, and all the components are well designed with excellent compatibility, which is much better for the development process than the previous collection of mismatched components. "Spring is more than just a new way of handling technology," Biskup adds. "It has introduced a new way of looking at how software is built. Spring has changed the entire way we run projects."

Benefits

SPRING DELIVERS THE FOLLOWING BUSINESS RESULTS TO QUINSCAPE:

Fast Project Ramp Up and Increased Productivity

"Spring allows us to start projects very quickly, and the cost is very low, which is especially important for our small to midsize customers," Biskup explains. "Spring has excellent documentation, so it is much faster to get new programmers and projects up to speed."

"Spring takes complexity out of application development, so we can do the same thing in a much simpler way and be much more productive," says Biskup. "With Spring, we can develop much faster – a 15-30% increase in speed. Furthermore, when compared with legacy frameworks built in-house by our customers, we achieve up to a 100% speed up with Spring."

Easier Application Evolution and Better Application Quality

Spring makes it easier for QuinScape to evolve applications over the long term, by reducing complexity and allowing QuinScape to build simpler architectures that are easier to modify. "Our customers notice that we can evolve their applications at a much faster speed, because of Spring," says Biskup.

Spring's unit test and integration test capabilities provide a substantial benefit to QuinScape because the firm can deliver higher quality products to customers. "Spring has very good testing, which raises the quality, reduces the number of bugs, and lowers the cost," Biskup verifies. "The ability to completely test complex functionality has been very good for us."

Competitive Edge

"Our competitors do not use Spring," Biskup explains. "They have in-house developed frameworks, which means development is at a much slower pace. With very good community support and SpringSource behind it, Spring is much more advanced than our competitors' frameworks, and this really gives us a competitive advantage."

Greater Control Over Applications

Biskup notes that new SpringSource products such as SpringSource dm Server augment applications built in Spring because they provide more power to monitor and manage installations than was ever available before. SpringSource dm Server is a completely modular, OSGi-based Java server designed to run enterprise Java applications and Spring-powered applications with a new level of flexibility and reliability. SpringSource dm Server is based on the new SpringSource Dynamic Module Kernel (dm Kernel), which harnesses the power of Spring, Apache Tomcat and OSGi technologies.

"When working on large Java projects, we have many resource components," Biskup explains. "On our last project, for example, we had 100 components, and some of them had conflicting requirements. It is hard to get these conflicts under control in most application servers, because they don't have a mechanism to handle this. In the modular SpringSource dm Server, however, we can hide the conflicts from each other. This makes it much easier to assemble large solutions. We see a great potential for SpringSource dm Server and we are recommending this beneficial new technology to our clients."

Higher Customer Confidence

The fact that Spring is backed by SpringSource gives QuinScape customers high confidence in the ability to support this open source platform. Biskup says his clients know that all applications built on Spring will be supported in the future, and this is a very important consideration for QuinScape customers. In addition, Biskup says the new management capabilities included in SpringSource dm Server and SpringSource tc Server bolster customer confidence as well, because they provide commercial-level management and monitoring to keep applications running 24/7.

About SpringSource

SpringSource, a division of VMware, Inc., (NYSE: VMW) and the leader in Java application infrastructure and management, provides a complete suite of software products that accelerate the entire build, run, manage enterprise Java application lifecycle. SpringSource employs the open source leaders who created and drive innovation for Spring, the de facto standard programming model for enterprise Java applications. SpringSource also employs the Java and Web thought leaders within the Apache Tomcat, Apache HTTP Server, Hyperic, Groovy and Grails open source communities. Nearly half of the Global 2000, including many world's leading retail, financial services, manufacturing, healthcare, technology and public sector clients are SpringSource customers. For more information visit: www.springsource.com.

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