



Veryant, the COBOL technology innovator

Evolution, without revolution



**InfoTrax**  
Software solutions for direct sales

CASE STUDY

Orem Utah, USA





## Enterprise State of Mind

InfoTrax was finding that more current and prospective customers wanted SOA and Web Services-based tools to support their sales functions, and there was a growing need for the InfoTrax software to interface with a greater number of third-party tools. Because of these evolving market needs, the company decided to modernize its sales support applications and seamlessly integrate with newer technologies like Java and XML using the isCOBOL Evolve Suite from Veryant.

### Innovative software solutions

For more than 30 years, InfoTrax has provided software solutions for direct sales and multi-level marketing organizations worldwide. The company's advanced tools help businesses with online distribution, warehouse automation, commission processing, sales organization maintenance, distributor communications and training, and much more. InfoTrax has a history of innovative ideas and products.

The company's applications had previously been deployed using the ACUCOBOL-GT® Runtime Environment.

InfoTrax had implemented a combination of custom tools and workarounds to incorporate the modern technology solutions and third-party XML interfaces customers desired for functionality such as credit card payment systems and sales tax calculations. However, these workaround solutions were time-consuming to implement and maintain on the proprietary ACUCOBOL-GT platform.

“ I have always expected prompt help from my vendors and Veryant has exceeded that expectation time and time again, developers have not only answered our questions, but they continue to show us how to best utilize isCOBOL to its full potential. Veryant is very willing to think outside the box with us and together we have built solutions that will push us to the forefront of the market.

Jared Smith, lead developer

The company then decided to modernize its applications. InfoTrax wanted a solution that could use open, standard interfaces and run on a standardized Java Virtual Machine (JVM). The goal was to preserve the millions of lines of valuable source code and leverage the irreplaceable professional skills of the trusted staff while adding modern technologies and capabilities such as Java, SOA, Web Services, XML, and more.

“ We really liked Veryant because their staff was very helpful in working with us as we made our decision, The product developers understood our former environment, so they could help us make informed and educated decisions about how to operate in isCOBOL. There were several other key reasons for selecting Veryant, isCOBOL could be deployed quickly with few source code changes and it provided a flexible Java-based solution and offered multi-language localization capabilities with its strong Unicode support.

## New approach to modernization

To reach this objective while avoiding a risky application rewrite, InfoTrax needed a partner who could deliver first on the technology requirements, and was willing to discuss the company's needs and find ways to meet them. That's when InfoTrax contacted Veryant, which delivers isCOBOL Evolve, a software solution that protects and extends valuable application assets by blending the optimized, business-oriented nature of COBOL with the openness, portability, and power of the Java platform, without requiring businesses to retrain staff or rewrite code.

isCOBOL technology is highly compatible with today's common COBOL dialects and the Veryant development team is highly skilled in assisting customers with migrations from alternative platforms such as ACUCOBOL-GT.

## A smooth transition

The company's applications are DataTrax, InfoTrax Virtual Office, and InfoTrax Commission Consulting. With approximately 800 online programs, 300 files, and 100 screens, InfoTrax's team of 15 application developers, assisted by the Veryant staff, transitioned the existing applications to isCOBOL.

Previous COBOL  
ACUCOBOL-GT

800  
COBOL Programs

100  
GUI Screens

300  
Data file

## A flexible future

The role of InfoTrax's development team was largely unaffected by the move to isCOBOL Evolve. Many of the company's developers wanted to learn Java and over time, InfoTrax will be moving basic application functions to the Java platform. With isCOBOL, InfoTrax has a flexible architecture for the future and the continuity that all of its application code compiles to Java.

## Highlights

- Preserved valuable application assets and irreplaceable programming skills
- Enabled organization to take advantage of modern Java technology
- Retained long term customers and gained new sales opportunities
- Provided Web enablement, SOA, and Web Services
- Offered enhanced graphical user interface (GUI) capabilities

### WHY VERYANT?

The Veryant solution has given us improved cross-platform application portability, provided a very cost-effective solution with a fast time to value, and we find the performance is excellent.

*Mark Rawlings*  
CEO  
InfoTraX



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