

## usoft GmbH Maintains Competitive Edge with ACCELL/SQL

**usoft GmbH** is a software and hardware vendor, systems integrator and IT consultant based in the small Swabian town of Wallerstein in central southern Germany. The company's core competence is in developing custom software, but it is also highly active in retailing standard software, procuring hardware, and providing services such as installation, software/hardware customization, on-site service, and remote support. usoft offers software solutions for the food and luxury food, printing, commerce, mechanical engineering, die-casting, injection molding, insurance, metals, trades and services industries.

usoft has been using Unify's ACCELL/SQL for nearly two decades to successfully write custom software for UNIX/LINUX. ACCELL/SQL is Unify's powerful 4GL development software that facilitates cost-effective writing of client-server applications. With the increased demand for speed and rapid response to customers' wishes, ACCELL continues to be usoft's tool of choice. ACCELL has been successfully used in new development projects, including a custom software solution for a customer in the food and luxury food industry.

One of the best examples of the successful application of a custom software solution developed by usoft is that of Bayerische Hausbesitzer-Versicherungs-Gesellschaft a.G. (BHVG) in Munich. BHVG, founded in 1911 has a long-standing tradition in the insurance sector. It specializes in liability, property and legal expenses insurances around real estates.

BHVG covers all areas of portfolio management with the aid of a custom solution created using ACCELL/SQL. The system provides for preparation of offers and adjustments, issuance of policies, accounting of premiums, commission payments and document management as well as premium statements. The ACCELL/SQL solution comprises more than 1,100 screen masks and has evolved over the course of many years.

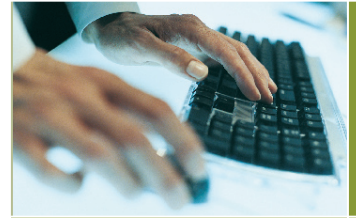
The decision to use ACCELL/SQL was based on its user friendliness (character-based user interface), developer productivity, and flexibility and development speed of upgrades and modifications.

Changes to the system became necessary due to changing statutory provisions, including the German Insurance Contract Act (VVG) reform that went into effect on 1/1/2008 and had only been defined as of mid 2007, that had to be easily integrated while the system was up and running. Legislators determined the basic requirements and left the precise mode of implementation to the insurance companies. With the short notice, this meant that adjustments to existing solutions had to be made very quickly. Using ACCELL/SQL, the modified solution was integrated into the production system in less than 4 months.

The process of continuous development also proved to be extremely efficient. With ACCELL/SQL, standardized processes have been introduced and paper-intensive workflows turned into electronic workflows, while incorporating issues relating to auditing acceptability and archiving.

This solution is complemented by the Unify database, DataServer, which stores the data for the portfolio management ("MERLIN") and offers management ("AVALON") modules. With database tables, some of which contain in excess of 1.5 million data records, DataServer provides high performance and stability. Easy-to-use database functions, such as field searches using specific search parameters and display of the input fields available, are unique advantages compared with competitive products.

Based on usoft's positive experience with Unify's ACCELL and DataServer, the company plans to continue to upgrade and update the "MERLIN" and "AVALON" solutions and to use ACCELL to develop additional modules that either will become necessary due to new legislation or help further reduce the level of administrative work.



*"ACCELL/SQL enables changes to software solutions to be made quicker, and we can carry out adjustments to our customers' systems far more cost-effectively. Particularly for a software house like ourselves, this is of huge importance when creating custom solutions."*

MARTIN RAUER  
MANAGING DIRECTOR, USOFT

*"The software solution from Unify is the heart of our company, offering great development potential. We plan to continue refining and expanding this solution in the future, and have never once regretted our decision to use this custom solution."*

BERNHARD MAIER  
BOARD OF DIRECTORS, BHVG

### UNIFY CORPORATION

Tel: +1 916 218 4700  
Email: info@unify.com

### UNITED KINGDOM

Tel: +44 0 1753 245 510  
Email: infouk@unify.com

### FRANCE

Tel: +33 1 34 58 28 30  
Email: infofr@unify.com

### GERMANY

Tel: +49 811 55543 0  
Email: infoug@unify.com

### AUSTRALIA

Tel: +61 402 208254  
Email: asiapacinfo@unify.com