

Plus Software

“Pervasive.SQL allows us to offer our clients reliable and scalable software for the optimisation of their business processes. In addition, Pervasive seamlessly interacts with Magic, the software development tool we use to write our applications.” - Frank van Gemert, Director Plus Software

About Plus Software

Originally founded in 1984 under the name Acécom, Plus Software has been active as an independent company since 2002. Headquartered in Hoogeveen, it currently employs 31 people. Plus Software develops, sells and implements decision-supporting software in two market segments – (i) the transport and logistics sector and (ii) the construction and paint sector.

In the transport sector, Plus Software serves some 200 customers (medium-sized to large companies) with Plan&GO! For the automation of their administrative and logistic business processes. Customers are based in the Netherlands but often ask for similar solutions for their subsidiaries in Great Britain, France, Germany, Austria and Poland. Customers buy on average between 20 and 40 licences.

In the construction sector, Plus Software numbers around 400 customers (medium-sized to large companies). They use ALERTxd for the maintenance and management of their construction projects. Customers on average buy 5 to 15 licences.

Both sectors respectively account for 50% of the company’s total turnover.

Business Challenge: streamlining of business processes

Transport and Logistics

Whereas the challenge for logistic service providers used to be full capacity utilisation of the available fleet, today they work on an order-driven basis.

This means that the number of hired vehicles will vary according to the orders on hand. The order intake typically exhibits strong daily fluctuations, so it is very difficult to make forecasts and draw up the corresponding planning. It is therefore essential that orders be handled as cost-effectively as possible. Moreover, the sector works with only small margins in the transport of goods from A to B.

Construction

The different systems used in the construction industry, such as costing systems, procurement systems and CRM solutions, often do not interface with each other. As a result, business processes are not always efficient and they are invariably cost-intensive. Another problem is, for instance, theft of building material that is left lying around on the site before it is used.

For both sectors it is necessary that business processes be streamlined in order to cut costs and reduce errors. To this end, organisations must be able to exchange information with their suppliers and partners in a fast and reliable manner, which is perfectly possible with Pervasive.SQL.

Business Solution: Pervasive.SQL and Magic – a success story

Plus Software developed Plan&GO! For the transport sector and ALERTxd for the construction sector to optimise the business processes in both sectors. The Pervasive database engine enables reliable and fast information exchange to solve the bottlenecks in the respective industries. Both applications are written in Magic, a platform-independent software development tool.



Moreover, the solutions support various databases and their open structure allows interfacing with other systems. Btrieve, a transactional connector, was chosen for the data exchange between the applications and the actual databases. Btrieve is an essential component of Pervasive.SQL. Plus Software was also looking for a database engine that permits fast data exchange. Pervasive.SQL allows businesses and their partners to rapidly gain real-time insight into all relevant information on a per-order and project basis.

“Another reason why we chose Pervasive.SQL is because the solution allows data to be accessed in various ways, which is quite unique. Apart from the Magic Report Generator, the database can also be consulted by a whole string of other modules and applications. Pervasive.SQL in fact supports a multitude of standards, including ODBC, JDBC and OLE DB. In our case, this gives us enormous flexibility for future applications, as the current Btrieve solutions also include so-called DDF files. This makes the structure and therefore also the data accessible to other applications that may use still other access methods. The Btrieve API today gives us the necessary transactional performance; but the solution also makes it possible for us to use the relational functionality for other purposes as well,” says van Gemert.

“We have been using the Pervasive software for seven years to our fullest satisfaction. Not only does it optimally interface with Magic, it is also very user-friendly and easy to install. The speed with which data can be exchanged as well as trouble-free operation, are two exceedingly important criteria for our customers. With Pervasive.SQL we can offer our customers a reliable solution that can in addition be extended. The solution in fact supports a wide range of standard access methods, so that extension costs are reduced to a minimum. This is a powerful argument for any end user looking for an affordable and future-proof investment,” adds van Gemert.

Bottom Line

Pervasive.SQL allows Plus Software to offer a reliable software package to the transport and construction sectors and thus to help eliminate the bottlenecks encountered in these industries. In addition, the database engine permits high-speed data exchange, it is easy to use and install, and guarantees high performance.

About Pervasive Software

Pervasive Software is a leading global data-management company powering the success of application developers by providing solutions that deliver the industry's best combination of performance, reliability and low administration costs. Pervasive's strength is evidenced by the size and diversity of its customer base, serving tens of thousands of customers with hundreds of thousands of end-users in nearly every vertical market around the world. Founded in 1994, Pervasive sells its products into more than 150 countries and is based in Austin, Texas, with offices in Europe.

For further information

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The logo for Pervasive Software, featuring the word "PERVASIVE" in a bold, blue, sans-serif font. The letter "V" is stylized with a diagonal line through it. A registered trademark symbol (®) is located at the top right of the word.