



## **CASE HISTORY - \$30MM IT PROJECT EMERY WORLDWIDE AIRLINES (Acquired by DSL)**

**PROJECT SUMMARY:** Sold, developed and maintained a mission critical application within the functional areas of airline real-time critical decision support, route accounting/scheduling, route profitability analysis, maintenance accounting/scheduling and crew accounting/scheduling. The architecture was Client/Server, UNIX/ORACLE (Sun) and Windows NT, interfacing with disparate databases on 3090's and AS 400 systems. The software development tools were COOL:Gen (CASE Tool), SQL, C and Visual Basic. This was the first enterprise wide Component Based Development (CBD) project developed in the U.S. using COOL:Gen. John Nelson's employer provided proprietary components and full life cycle project responsibility on a fixed fee, deadline centric contract. For the initial contract, off-site staffing was 8 (CBD centric developers) and on-site staffing reached a high of 12.

Phase II and III development projects reduced the off-site team to 3 and on-site staff to 6 on a time and materials basis. The elapsed time of client involvement was 5 years and the revenues generated were \$15 million. In addition to managing the sales process, John Nelson was integrally involved in the initial project planning, CBD architecture and project staffing. John also served as the executive client interface for the duration of the relationship.