

## Opening up open source adoption



Xoriant helps the largest database provider company certify and migrate leading open source applications to client technology.

## Client Overview and Challenges

The client is a leader in developing and expanding innovative database technology for emerging markets. It is one of the largest global enterprise software companies exclusively focused on managing and mobilizing information from the data center to the point of action. The open, cross-platform solutions securely deliver information anytime, anywhere, enabling customers to create an information edge.

The client had two major challenges,

1. The client is part of a consortium that is promoting open source technology and business applications using open source. However, the client could not focus much on this initiative, leading to only a very few business applications that could use open source robust enough to be certified for their database technology
2. The client had prepared a database migration guide that was distributed to all new customers for their database technology. However, this migration guide was not updated in line with the major releases and changes in database technologies.

## Client Requirements

1. The client wanted Xoriant to help promote open source technology by certifying leading business applications on their database technology.
2. The client also wanted Xoriant to come up with new migration guide in line with the latest architecture level changes; both in their database technologies and their competitors' applications.

### Our Solution

The first initiative was to test and certify some of the open source applications on the client's database. Xoriant was involved in testing and certification of following applications:

- a. SugarCRM: Leading Open source CRM application
- b. BIRT: Leading Open source report writer

The second initiative was preparing a migration guide. The client's new customers were demanding a thorough technical guide to migrate their existing database to the client's database. Xoriant was involved in preparing the following migration guides:

- a. Oracle to client database migration
- b. MS SQLserver to client database migration
- c. DB2 to client database migration
- d. MySQL to client database migration

The Xoriant team was proactive in setting up a test lab for open source certifications and migration guides. As part of this engagement, the Xoriant team evaluated many third party tools to certify and bring on board with the client database, increasing the footprint.

### Client Results

- Better sales as leading open source applications were certified on client technology
- Improved brand image in market (specially in open source community)
- Satisfied customers who could use this migration guide more effectively
- Improved customer capabilities, with the deployment kit including the latest migration guide