» Company Background

- Abdul Latif Jameel Co Limited was founded in 1955, it was able to acquire the sole distributor status for Toyota vehicles in Saudi Arabia.

- ALJ diversified, expanding its services to include real estate, and then consumer finance and general trading activities.

- ALJ Group was reorganized to focus on its core services, which includes Automobiles and Consumer Financing

- Abdul Latif Jameel Co. Ltd., the lead management company of the group, was formally constituted in 1980. Since then, the company has expanded significantly both in Saudi Arabia and internationally.

- Abdul Latif Jameel Co. Ltd. is currently holding sole dealership right in the Kingdom of Saudi Arabia for following Automotive Industry Giants:
  - ❖ Toyota
  - ❖ Lexus
  - ❖ Daihatsu

» Business Needs

- To promote the engagement of existing wholesale automobile Clients via true Internet Base Business-2-Business platform while using the existing Legacy Order Management Application.

- Rapidly improve the usability, accessibility and serviceability of the existing legacy application through enterprise application modernization tools/methods.

» Previous Solution and Associated Technical Challenges

- 7 Years back, Abdul Latif Jameel Co Limited was greatly dependent on their Legacy iSeries Applications for effective entertainment of their business needs. With the passage of time, modern software applications like SAP Business Objects, Dot Net and Portal Applications were incorporated in ALJ's IT Infrastructure for the retail business; that in turn demanded high level of interoperability among desperate applications; that can be only achieved through service orientation features.

- For the wholesale business the re-development of business logic from scratch required in-depth business knowledge of legacy applications and complex business conditions to build or to provide through Web Services was very time consuming. Because of rapid expansion in size of modern applications, scalability and availability issues were also encountered. That's why ALJ's IT Management Team decided to go for an alternative solution "IBM Rational HATS"; that was providing the Enterprise Modernization Solution without making any much development efforts. IBM rational HATS enable the ALJ's Team to successfully transform one of their Terminal-based iSeries Application into a fully featured web-application in a period of only 2 weeks.

» Business Problem Case

- To retain existing wholesale Clients and attract new prospects, usability of existing legacy applications should be modernized with better/rich look & feel.

- To improve the accessibility aspect there is a great need for legacy application to be web-enabled, so that dealers can access the application via their web-browser from anywhere.

- To promote cross-domain reusability existing legacy business logic/assets need to be transformed into re-usable services, so that Clients can call legacy business logic in their applications/web-sites.

» Initial Steps

- One Day IBM Rational HATS Technical Presentation Session.

- Project Financial Proposal along with a Secured Technical Architecture was proposed.

- Technical IBM Rational HATS POC Demonstration using Client's Legacy Screens.

- Proposal was accepted and an order of purchase was issued.

- Enterprise Modernization Project Plan created and signed-off.

» Solution (IBM Rational HATS)

- Advanced screen scrapping mechanism of IBM Rational HATS was used to transform the iSeries screens into HTML pages on the fly. IBM Rational HATS Macros were used to create Menu Macros; that greatly improves the navigation between multiple screens.

- IBM Rational HATS Integration Objects & Web Services were used for service enablement of legacy iSeries assets.

- HTML Framing was introduced to minimize the response time of web pages.

- Client-side JavaScript were used for input validations.

Case Study

» IT & Business Quotes on Achieved

- "With HATS engagement IT is able to give a quick solution to business requirement in a short period and facilitated the Clients Order Management module through Web."
  G.M Business Solutions, Shafiullah Khan.

- "It gives our clients full control on their orders with no additional cost, it also gives the ability to be used anywhere as it is based on web and can be accessed from multiple locations, this was an excellent choice and quick solution to better serve our clients."
  GM Parts Sale Sales, Mohammed Saad A.Q. Al-Ghamdi.

- "Developing a web-based application from scratch was not an option due to the huge cost and long timeframe involved in such initiative, but using HATS, our team with the help of IBM consultants has been able to deliver a complete web-based application in 2 weeks with fraction of the cost."
  Director I.T, Amr Hamdy.

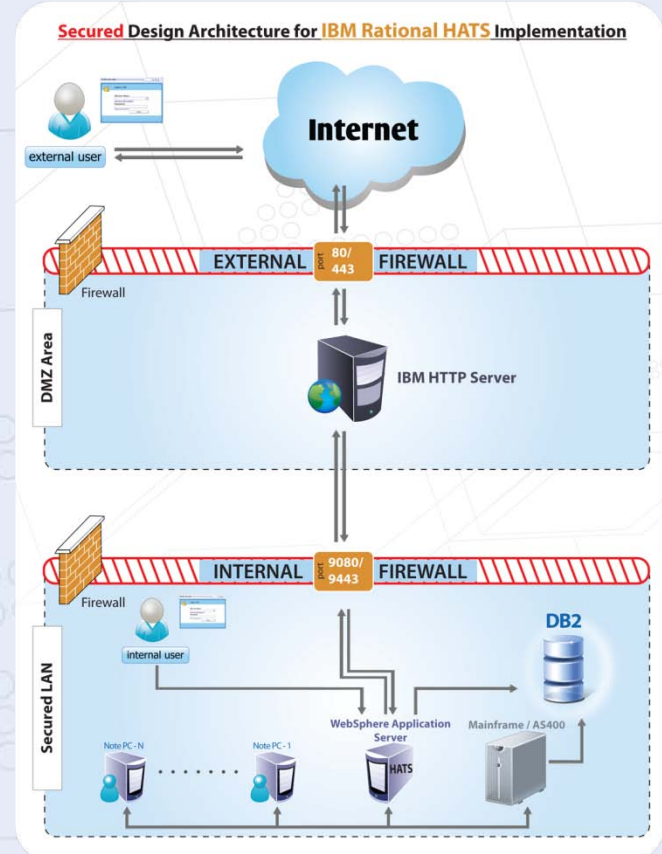## » Main Menu & Print Mainframe Screens

» Main Menu & Print Web-Based Screens

» Business Benefits

- Increased ROI by eliminating Migration Efforts.

- Highly Modernized & Rich Look and Feel has promoted user engagement.

- User friendly Menu Macros has saved lot of screen navigation time.

- Applications would act as Evolutionary Prototypes for future migrations.

- Secured Inter-Enterprise Communication has promoted using Web Services.

- Achieving the highest level of interoperability among applications.

» Design Architecture

Secured Design Architecture for IBM Rational HATS Implementation

Secured Design Architecture for IBM Rational HATS Implementation

» Key Technologies and Tools used

- IBM Rational Host Access Transformation Services v7.5.0.

- IBM Rational Application Developer v7.5.5.

- CSS / HTML / JavaScript / JAVA

- IBM iSeries/AS400 Legacy Terminal-based Application

- Adobe Photoshop vCS4