

The Bell Group—
Albuquerque, NM

Suppliers of Software & Systems Integration:

- Salem Automation, Inc.
Winston-Salem, NC
- The Bell Group
Project Leader:
Meredith Ryan

Software Utilized:



- CHARON VAX/XM Plus
on Microsoft Windows

Hardware Replaced:

- VAX 4500
- VAX 4000/705
- Clarion Disk Array

New Hardware:

- Intel-based Server

Installation completion:
March, 2003

THE BELL GROUPSM

Legacy Warehousing Management System gets ported to Windows 2000

The Bell Group is primarily a business-to-business distributor to the jewelry industry.

The company produces a wide range of products including tools & equipment, gems and findings, displays and packaging.

What was once a small organization has grown to over 500 associates serving a client base in excess of 100,000 customers.

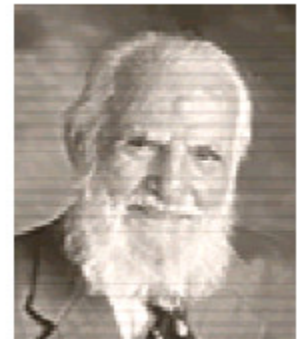
In the 1980's The Bell Group installed Digital Equipment Company VAX computer systems as the platform to run their new warehouse management software. This software, known as CoreVision, would allow customers to call in and access availability of products. This fit right in with the company's goal to offer the best service to their customers.

As the number of products grew the strain on these systems increased. As time moved on the computer systems became technically outdated. They became less reliable and the cost to support them continued to rise.

The Bell Group migrated their business system to a Microsoft Great Plains Enterprise as an ERP System.

The Bell Group could not migrate the historic data on the VAX CoreVision system. Access was required to the historical data, but nobody wanted to continue running on the existing legacy VAX system.

Enter integration partner Salem Automation...



Saul Bell founded the company as Rio Grande Wholesale Jewelers.

Rio Grande is still the name under which The Bell Group's distribution lines operate and are widely known.

The Solution to the Challenge

Meredith Ryan of IS-Operations took on the challenge to find a solution that would allow utilizing the existing software, while not spending a fortune.

Meredith contacted Salem Automation, a reseller of CHARON VAX. It was determined that the existing systems could be replaced with a single Intel-based Server running CHARON VAX/XM Plus. The existing VAX-based software would remain unchanged!

Salem Automation proposed doing a turn-key migration of the software, guaranteeing no difference to the customers when they accessed the system to get product availability.

Project Outcome

The Bell Group IS Operations Department made copies of VAX VMS backups. The server was purchased and shipped to Salem Automation for the actual migration to the new Intel-based platform.

When the migrations services were completed Salem Automation shipped the server back to The Bell Group for final testing and integration.

After only a day and a half of onsite effort Salem Automation's engineer was finished and the new system was installed and running perfectly.

The Bell Group's warehouse management software is now installed and running on the new Intel-based server under a Microsoft Windows operating system.

Future maintenance will be minimal and the server can easily be upgraded if required in the future.

The payback on this capital investment ended up at less

than one year! After that point in time the new system will be saving The Bell Group a lot of money which will not be spent in support and maintenance.

Said Project Leader Meredith Ryan:

It is very refreshing to find a solution provider that can deliver what is offered and do it right the first time.

The user base at The Bell Group still has no idea they are working off an emulator. They still think they are connected to the VAX.

Right after we cut over to the CHARON VAX system I had two developers working on the system and even they thought they were working on the old VAX!



**Salem
Automation
Incorporated**

Systems Integration Specialists

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We're on the Web!

www.SalemAutomation.com

www.winvms.com

Company Profile:

Incorporated in 1992. Offices in Winston-Salem NC, Charlotte, NC, & San Juan, Puerto Rico

Company Mission:

To provide high quality automation solutions and cost-effective engineering services to manufacturing companies via Win-Win business relationships.

Staff:

Engineers with varying backgrounds including Chemical Engineering, Electrical Engineering, Instrument Engineering and Computer Science. Most all of our staff members have over 15 years experience. Staff experience is extensive in the areas of distributed process control systems, programmable controller based systems and computer based process control. Industry experience in Textile, Food, Tobacco, Chemical (Batch and Continuous), Metals, Utilities, Furniture, Tire and Pharmaceutical.

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