Business Benefits
Web-to-host solutions

Customer Successes

University Hospital at Lund

The University Hospital at Lund in Sweden is a major hospital providing medical care to a population of more than one million people. The University Hospital was experiencing serious delays in accessing its mainframe-based registration and human resources application by users connected via SNA gateways. After evaluating several offerings, the solution that the hospital ultimately chose was Aviva for Java™. The setup for Aviva for Java™ took 5 days from server installation to the time when 80% of the pilot users were up and running.

Business Benefits :

• 87% increase in network reliability resulting in increased employee productivity

• 90% reduction in network related calls to help desk

"The main goal of the project was to increase availability of the critical mainframe applications… One of the main criteria was that the solution should be easy to implement and to install… Now we have a much better access time to the mainframe applications and far fewer calls to the helpdesk." *Olof Mårtensson*

Delivering Tangible Business Value

The Aviva Customer Legacy

Aviva Solutions' legacy includes high return on investment host access and Web-to-host solutions to a wide range of vertical industries including: Financial Services, Transportation, Healthcare, Manufacturing and Government. Customers deploying Aviva's Web-to-host technologies rapidly realize tangible business benefits that enhance operations and drive bottom line value.

Real and Measurable Financial Benefits

As a result, today's enterprise IT imperative has become the efficient integration of these legacy assets into the e-Business environment. Web-to-host technologies offer a highly effective means of delivering the functionality of host-based applications using Internet technologies. Web-to-host systems deliver:

• **Low cost Web-enablement** of legacy applications;
• **Rapid integration** of legacy applications and application repurposing for e-Business;
• **Low cost deployment**, configuration and maintenance;
• **Increased productivity** through application integration and use of highly visual interfaces and less downtime; and
• **A total cost of ownership (TCO) over 60% lower** than terminal-based technologies[1].

For over ten years, Aviva Solutions has been helping global enterprises rapidly and cost-effectively address the challenges brought about by their market realities by delivering targeted business value to the end-user.

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[1] "Web-to-host: Reducing the Total Cost of Ownership." The Tolly Group, 2000.

Aviva *solutions*

Orange County

Orange County, North Carolina, provides services ranging from animal control to zoning through its human services, public safety, recreation and parks, and community planning departments. It wanted to utilize a Web-based solution to provide public access to a number of its UNIX-based host applications and eliminate its existing dial-up infrastructure. It was critical for Orange County to have a low-cost solution that was both easy-to-use and easy-to-maintain.

Business Benefits :

• 100% reduction in dial-up
   infrastructure costs

"We looked at a number of solutions to retire our dial-up connections for host access. Aviva for Java™ offered the lowest cost solution and allowed us to completely eliminate our dial-up connection infrastructure. The support from Aviva was comprehensive and following the initial implementation it has been smooth sailing."
George Eberle

Doing More with Less

Preserve and Extend Existing Assets - Aviva's Web-to-host solutions, Aviva for Java™ and Web-to-host Server™, extend the life of legacy systems and applications by integrating them into e-Business systems and repurposing them to deliver increased employee productivity.
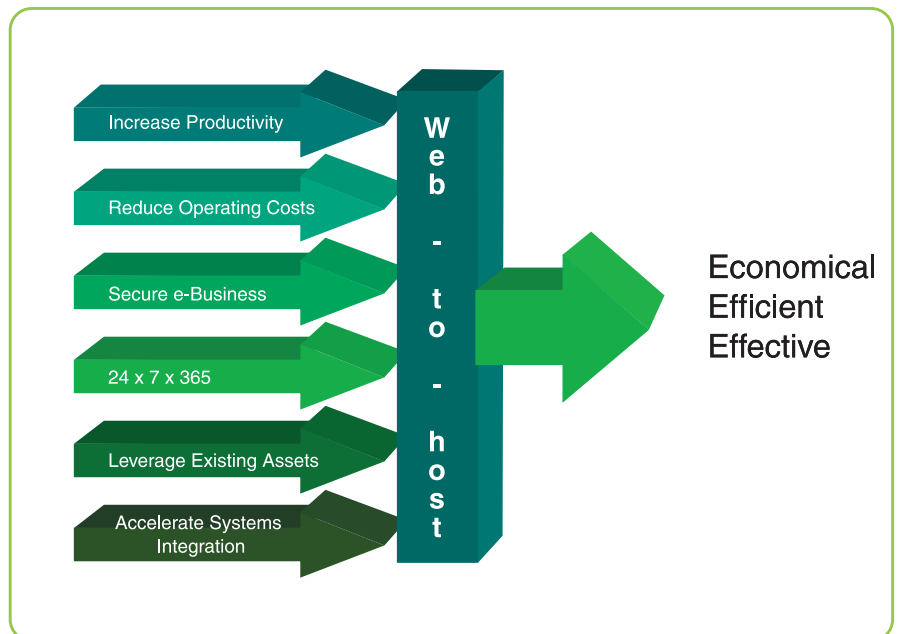
Cost Containment – Aviva's Web-to-host solutions deliver effective cost reduction opportunities.

- A centralized, server-based approach reduces application deployment and configuration costs substantially over solutions that require fieldwork.
- Web browser-based access to applications reduces help desk requirements by eliminating client side applications problems.
- Elimination of traditional leased line and dial-up costs result from taking advantage of the Internet as the primary communications platform.
- Aviva Enterprise License offers the ability to "lock-in" licensing costs while increasing the return from Web-enabling legacy systems.

Always on for Business

Increasing Productivity – Network and application downtime and maintenance comprise over 50% of the TCO of traditional system access due to productivity losses. **Aviva for Java™** virtually eliminates lost employee productivity from downtime and maintenance.

Increasing Network Availability – Aviva's solutions deliver increased network reliability, driving increased revenue opportunities, better customer relationships and increased employee productivity and effectiveness.

Business Benefits of Web-to-host Solutions.

Delivering Tangible, Real-World Results

Business Requirement	Solution Implementation	Example of Business Benefits Achieved
Decreased operating costs	• Web-to-host Infrastructure replaces dial-up and leased line access • Web-to-host replaces terminal emulation • Centralized deployment, configuration and maintenance	• Reduce dial-up and leased line costs by up to 100% • Annual application maintenance lowered by 79% • Annual technical support and help desk costs lowered by 67% • Reduce help desk call volumes by up to 90% • Elimination of travel costs for deployment and maintenance of host access systems in remote geographic areas
Increased productivity	• Web-to-host infrastructure replaces SNA gateways • Centralized deployment, configuration and maintenance	• Increase availability by 87% from 99.6% to 99.95% - reduce downtime from 45 hours per year to 6 hours • Increase data communications speed by 25% to 50% • Reduce end-user down time by up to 70%
Consolidation without disruption	• Web-to-host with encryption replaces 3270 emulation	• Integrate newly acquired factory within 5 days of project initiation
Increased Security	• Web-to-host with Aviva Security Redirector replaces traditional terminal emulation	• Elimination of separate security package - lower application footprint, lower cost, lower maintenance

Uninterrupted Business Flows

Seamless Integration of Merged or Acquired Assets – Aviva Solutions' rapid deployment tools, such as Aviva HotConnect™, and rapid application development features allow organizations to quickly and effectively integrate disparate systems to preserve a seamless flow of business and accelerate revenue gains and cost reductions.

Secure Business Networks

Harmonizing Legacy Networks and the Internet Securely – Aviva Solutions' proprietary security technologies offer the full advantages of Internet-based systems without compromising mission critical systems. Aviva Solutions' patent-pending Aviva Security Redirector™ effectively and seamlessly integrates legacy SNA and IP network security to provide a complete, end-to-end solution.

Waytek, Inc.

Waytek, Inc. is a solution provider that specializes in Security, Data Communications, and Host Connectivity. As an authorized reseller of many Host Connectivity Solutions, Waytek views the Aviva Security Redirector as one of the most critical features of Aviva for Java™. Complementing the security features of the product is the integrated Aviva Security Redirector, which allows users to add SSL security to TN servers that do not support SSL and hides the host from the Internet. This feature eliminates the need to purchase an external security package for the TN servers and thus reduces the footprint, the maintenance costs and the total cost of ownership.
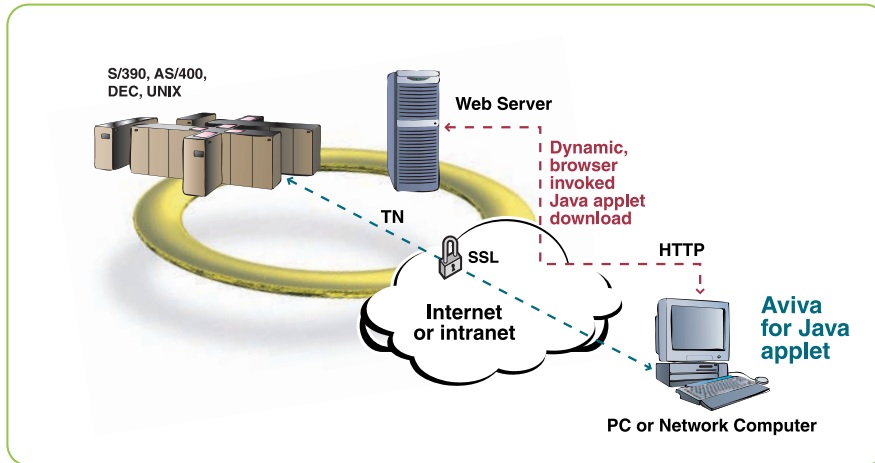
Business Benefits :

• *Security integrated directly into Web-to-host solution minimizing integration of third-party security solutions*

• *Integrated security reduces total cost of ownership*

"Aviva for Java was the all around best Web-to-host product tested at Waytek based on installation, configuration, functionality, and cost." *Dave Eppley*

The Aviva for Java™ Solution

A thin-client, browser-based TN3270(E) emulator, providing full-function
and secure SNA host access.

About Aviva Solutions Inc.

Aviva Solutions Inc. is a worldwide provider of secure host access and integration
solutions. The company brings to market reliable, value-added e-business solutions that
leverage existing legacy investments while providing high return on investment (ROI) to its
customers. The Aviva Solutions' product line is a comprehensive family of host access
and Web-to-host products for delivering corporate host applications to the desktop PC,
Web browser or mobile device over legacy, IP and wireless networks.

Aviva Solutions Inc. is a business unit of i-data international a-s.

For more information please call toll free:
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www.avivasolutions.com

Aviva
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Proven Solutions for
Secure Host Access and Integration