



Cardonet Gains Competitive Edge With Reactor 5 Process Engine

Integrated in Under 6 Weeks, Java-based Solution Delivers the Features and Flexibility Their Clients Seek

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Avital Harshoshanim,
VP of research and
development,
Cardonet

A leading provider of enterprise solutions for the creation, management, and distribution of electronic product information, software developer Cardonet needed a workflow solution. With a customer base of eCatalog and eProcurement professionals constantly seeking new ways to further automate their data management processes, Cardonet knew an embedded workflow solution would be a natural complement to their existing products.

Cardonet also knew, however, that they could not just settle for any workflow product. In addition to being robust enough to handle the dozens of well-defined and extremely detailed steps required to receive, validate, review, approve and then format their clients' catalog data for delivery into procurement applications, their solution would also have to be flexible enough to work with multiple users—and customizable to each client's individual business processes.

Furthermore, Cardonet wanted to ensure their solution would be both cost-effective and easy to implement, so their development teams could remain focused on their primary mission of improving their own software products.

The Search for a Solution

Since they felt they knew exactly what they wanted, Cardonet briefly considered building their solution in-house. After assessing the costs, time required and potential impact on their development teams, however, the firm decided to pursue a third-party alternative.

After reviewing offerings throughout the industry, Cardonet narrowed their choice down to one other provider and Reactor 5

from Oak Grove Systems. After examining the merits of each, especially with regard to the long-term cost of distribution and access to source code, Cardonet chose Reactor 5.

The Oak Grove Solution

Providing them with the functionality they needed—at a price they felt was eminently reasonable—Cardonet was delighted with Reactor 5 from the moment they began their review. Specifically, the firm chose Reactor because of the following:

- **Cost** - Reactor 5 provided Cardonet with the ability to redistribute its products on a royalty-free basis.
- **Access to Source Code** - allowing Cardonet to customize their applications to every one of their client's specifications.
- **Superior Features** - Cardonet was extremely impressed with Reactor 5's functionality and environment:
 - Provides all the functionality their clients require
 - Developed in 100% pure Java
 - Compatible across J2EE servers
 - Enables XML data exchange
 - Allowed easy customization and enhancements

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Cardonet Case Study (continued)

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The Results

Cardonet has been delighted with both the speed and ease of Reactor 5's integration. In fact, the entire integration process took less than six weeks from initial receipt to final deployment.

Even more important, the firm is already discovering how important a role their new workflow capabilities will play with regard to attracting future clients.

“Given its scalability, performance and flexibility, we strongly believe Reactor will help us attract new customers,” said Avital HarShoshanim, VP of research and development at Cardonet, “In fact, we already know that our workflow is a differentiator for our product. We know this because our customers have told us so.”

About Cardonet

Founded in 1997 and headquartered in Santa Clara, Calif., Cardonet, Inc., (www.cardonet.com) is a leading provider of product information management solutions used by medium to large enterprises to streamline their business processes. Cardonet's rules-driven automation technology and advanced process-oriented workflows, provide both buy-side and sell-side organizations with powerful solutions for developing, managing, and distributing rich electronic databases of product information.

About Oak Grove Systems

Founded in 1998, Oak Grove Systems (www.oakgrovesystems.com) originally specialized in the commercial development of powerful Internet-based process coordination technology developed at the Jet Propulsion Laboratory for the NASA Space Shuttle and International Space Station programs.

Oak Grove Systems' products include Reactor 5, one of the most powerful, flexible and compatible J2EE-based, XML-driven and Web services enabled embedded workflow process engines ever created.

Oak Grove Systems' clients include Sybase, Plumtree Software, Cardonet, Avasta, Empolis GmbH (Bertelsmann MOHN Media Group) and Intenia International—who have chosen to add robust, flexible workflow functionality to their products.