



The Sky's the Limit

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SIMPLIFICATION THROUGH INNOVATION™

Spanning five decades of global software leadership

- Founded in 1968 as a database management system company
- Strong international expansion in the 1970s
- Manufacturing specialization and application development diversification in the 1980s
- New technologies, acquisitions and increased distribution in the 1990s
- 2000s: Focus on delivering software and services to simplify complex business processes

Cincom today

- Annual revenues of \$120 million
- Broad solution portfolio
- Approximately 750 employees
- 24 offices in 16 countries
- Thousands of clients on all continents
- Serving customers for over 40 years



Canada



Belgium



Brazil

Spain



China

India



Australia

Japan



France



Netherlands



Italy



Monaco



Switzerland



United Kingdom



United States



Germany

Experience counts

- In Top 6 Vendors by revenue for software development tools
- 30+ years of experience in building software development tools
- Over 15 years of experience with object-oriented IDEs
- Market-leading Smalltalk suite Cincom Smalltalk™
 - VisualWorks® 7.7 (descendant of the original Smalltalk-80)
 - ObjectStudio® 8.2

Enter Cincom WebVelocity™

- Cincom packed all this experience into WebVelocity
- Combining the best-of-breed concepts and frameworks to create an innovative tool to answer Web 2.0 and cloud computing development needs
- Based on Cincom Smalltalk, a highly refined and time-proven object-oriented dynamic execution environment

What is WebVelocity?

Browser-based development environment for dynamic web applications that:

- Deploys to the Web in or out of the cloud
- Allows rapid application development for database-driven applications
- Has very high productivity, guiding the developer without confining him in a black-box framework
- Produces high-performance, scalable applications

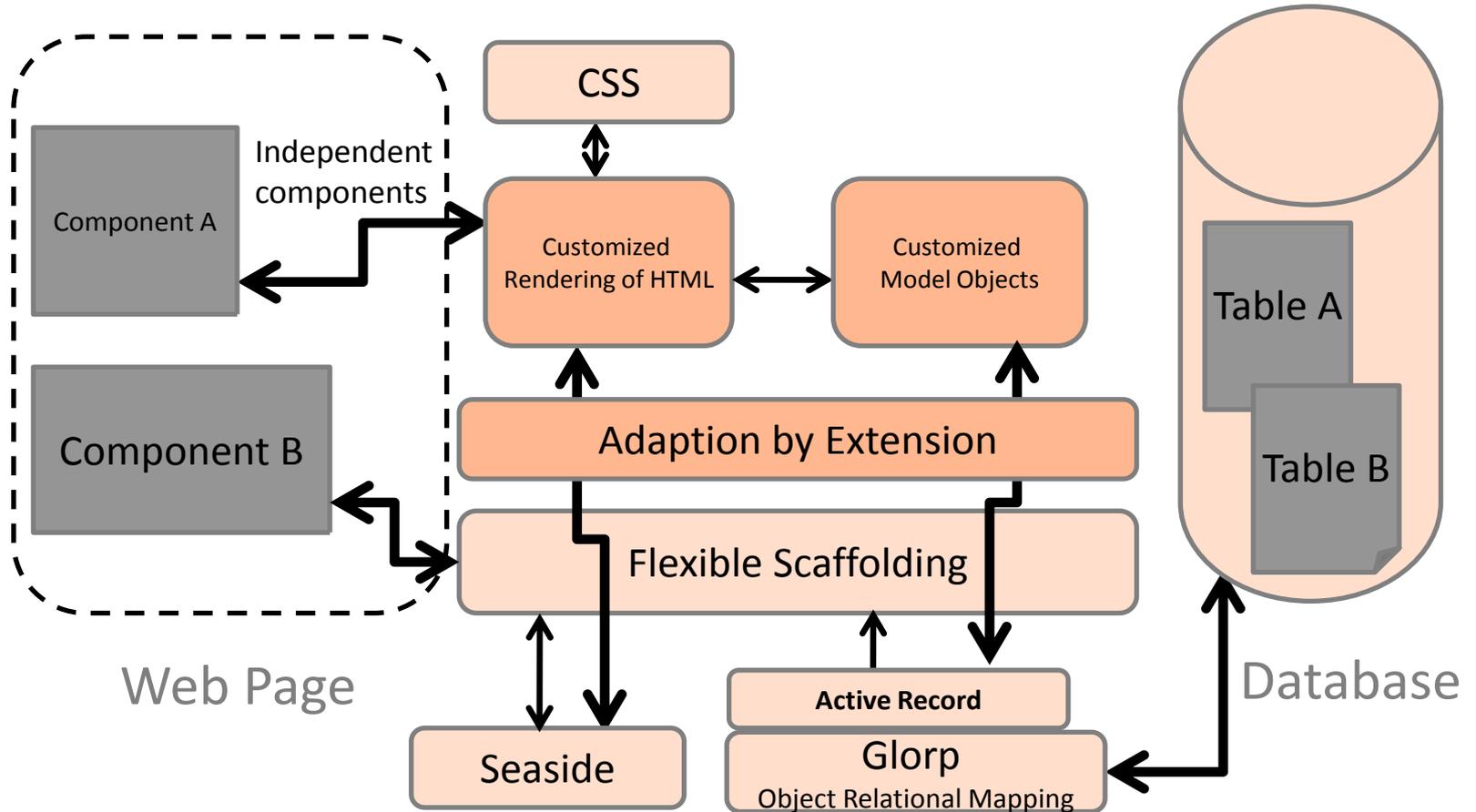
How does WebVelocity work?

- RAD framework stack in the Ruby-on-Rails style with ActiveRecord, scaffolding and multiple database interfaces
- Fully integrated in an innovative Web IDE
- Based on

Cincom Smalltalk, a mature dynamic development language for web page scripting and full-scale application development

Seaside, a component model web framework

Web Velocity architecture



Why use WebVelocity? --- Tools

- All-in-one environment with a complete, capable web stack
 - Replaces a complex mix of technologies and tools used elsewhere
 - A single language for all tasks
- Developing and debugging in the target web environment
 - No surprises when deploying locally developed applications
- Start easy and quick, scale up to use the full power of Smalltalk when needed

Why use WebVelocity? --- Innovation

- WebVelocity is written in WebVelocity
 - All sources included and adaptable
 - No black box forcing you to stay on rails
 - A truly open environment
- Seaside translates the web to objects
 - Components instead of web pages
 - True application logic control flow instead of transaction handlers
 - Web development feels like GUI development
 - Full Ajax support, HTML DSL for page description

Why use WebVelocity? --- Productivity

- Get started in minutes
 - Online examples from a growing repository
 - Learn only as much as needed to progress
- Reduce the skill-set and team size required
- Workflow-oriented IDE
- Easy adaptable scaffolding of views without external code generation
- Designed to be adapted and extended

Who can use WebVelocity?

- WebVelocity is multi-platform
 - Windows
 - Mac OSX
 - Linux x86
- Firefox 3 best browser for development
- Mix these platforms for development and deployment
- Your choice!

Where to get more info about WebVelocity?

- www.web-velocity.com
 - Many introductory videos and background information
 - Source of the Lite version!
- Try it out for yourself!
- Install WebVelocity and browse through the extensive online manuals and sample applications that are available on the product and public repository

WebVelocity @ work

- Ernest Micklei
- OO Software Artist
 - PhilemonWorks.com
 - QNH.nl

Aviation Training School

- Student Administration
 - Distance Learning
 - Day-school

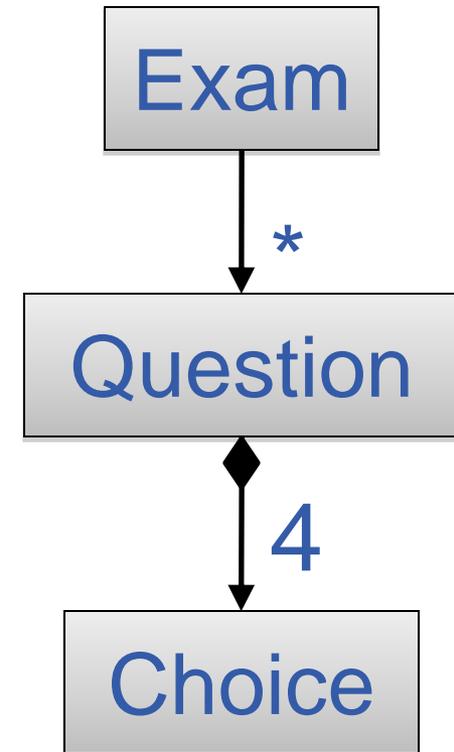
- Question and Exam Administration
 - online tests

- JAR-FCL Exam Training
 - = Joint Aviation Requirements for Flight Crew Licensing



Domain classes

- Exam, Question, Choice
- Course, Objective, Subject
- Student, Class, Absence
- Schedule, ExamResults, Report



Technology mix was growing...

- Distance Learning applications
 - file-based XML database
 - Java Web Start SWT-based front-end
 - Java XML-RPC backend
 - Html front-end
 - home-grown presentation framework
 - dynamic SWT widget building
 - generates HTML

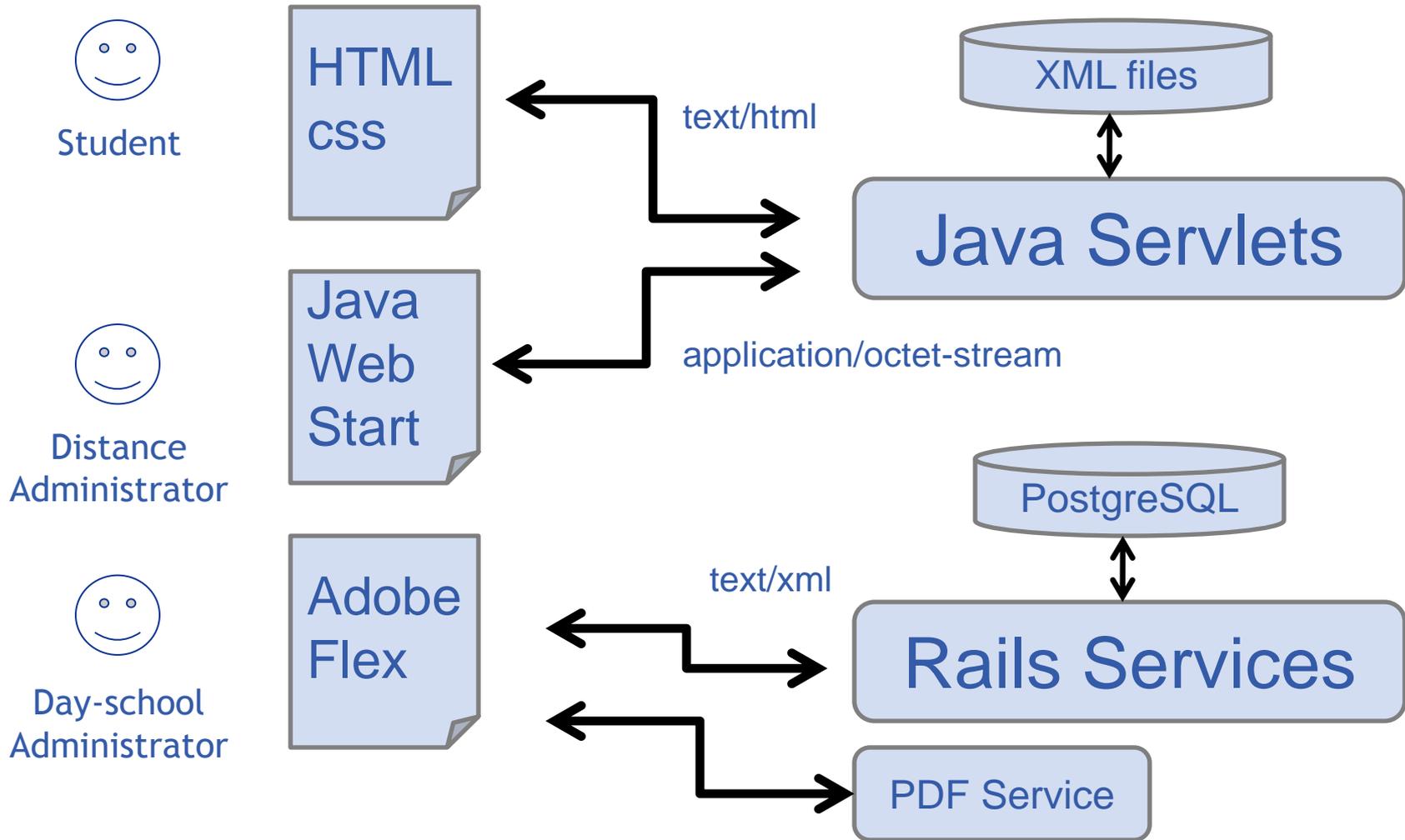


More technologies

- Day-school administration
 - Adobe Flex front-end
 - Ruby on Rails XML RPC back-end
 - PostgreSQL DB
 - PDF reporting service (servepdf.com)



Past architecture



Challenges

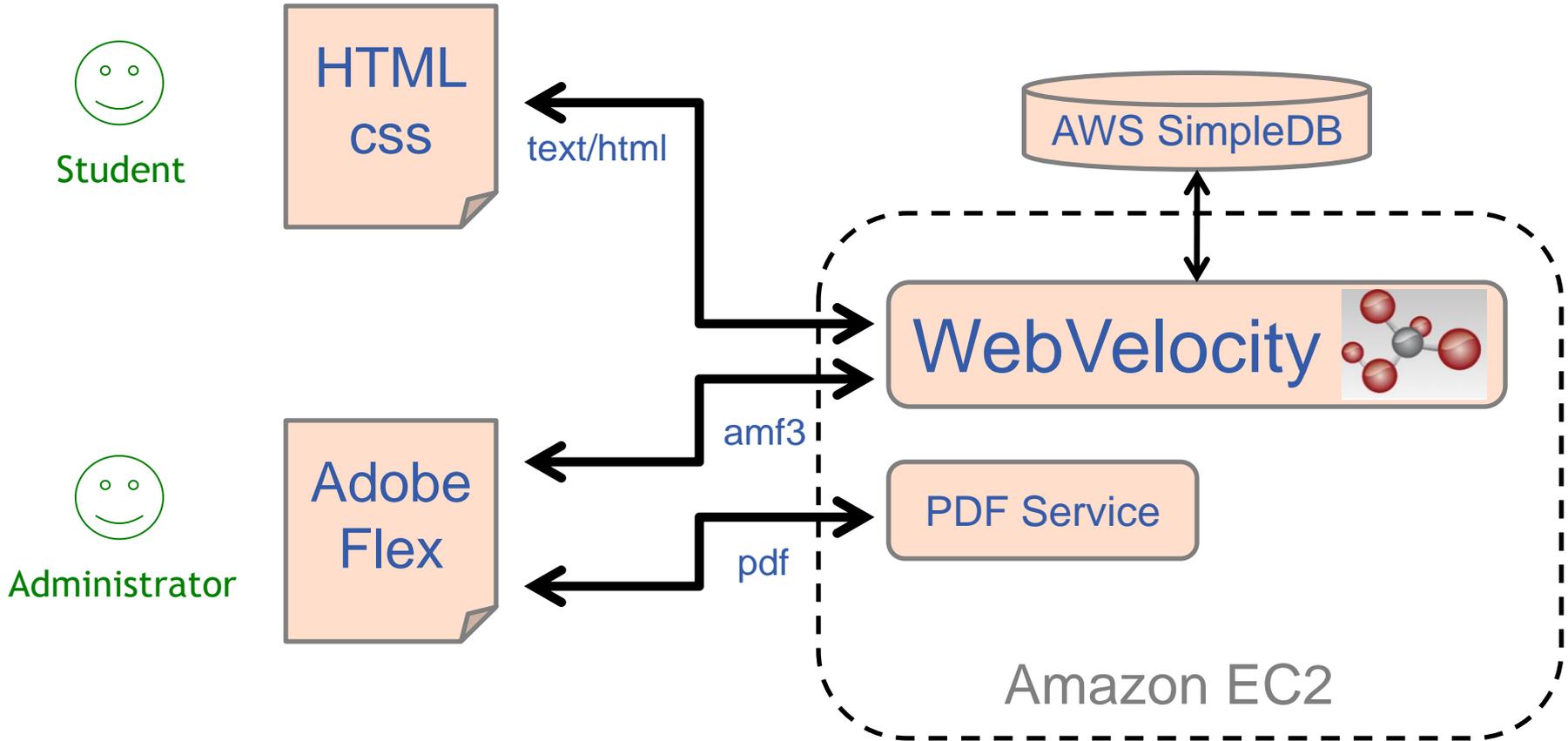
- Maintenance
- No shared domain model
- No shared database
- Home-grown framework legacy
 - limits innovation

Simplify

- Two front-end technologies
 - HTML for online exam training
 - Flex for administration
- One back-end technology
 - WebVelocity
- One shared database
 - Amazon SimpleDB or Postgres



New architecture



WebVelocity provides...

- ... powerful Smalltalk language implementation
- ... integrated development environment

- **Glorp** : object-relational mapping framework
 - open-source

- **Seaside** : component-based Web framework
 - open-source

Extending WebVelocity

- Glare DS
 - Adobe Flex Data Services for Smalltalk
 - open-source
- Cloudfork
 - Amazon Web Services clients
 - open-source
- Cincom Public Repository access



Working with WebVelocity

Show, don't tell !!!

Experience

- All-in-one IDE
- Easy deployment => frequent updates
- Browser-based code editing => iterative development

- No templating system, just Smalltalk
- Easy to develop & debug services for Flex client
- Shared model allow administration in single app

Q & A



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