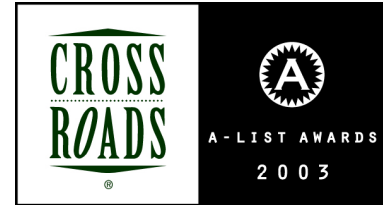


Wakesoft, Inc.

San Francisco, CA

Wakesoft Architecture Server

➤ Services-Oriented Architecture Platform for Java



CUSTOMERS AT WORK

Specialty insurance companies and an electronic instruments manufacturer were among the reference customers.

Common strategic objectives included:

- Rebuilding a hastily constructed yet financially important e-commerce site as a three-tier Java application
- Architecting the new application for extensibility via code reuse and prompt, cost-effective maintenance
- Building the application as actually designed to ensure goals are met

WHY WAKESOFT?

The Wakesoft Architecture Server is a service-oriented architecture platform for building and managing distributed applications and services. Designed to address the architectural gap between the application server and the application's business logic, the Wakesoft Architecture Server eliminates the pain, complexities, and excessive costs of constructing, deploying, and managing distributed enterprise applications. The Wakesoft Architecture Server delivers well-structured, flexible, and reusable J2EE applications on time and on budget. The Wakesoft Application Server supports developers building enterprise applications with any J2EE application server such as BEA WebLogic, IBM WebSphere and Oracle 9iAS and any Java Integrated Development Environment (IDE).

COMPANY INFO

Wakesoft is a private company with 30 employees.

☎ 415.281.0300

www.wakesoft.com

BUSINESS IMPACT

Near-term value: With the Wakesoft Architecture Server, companies have successfully redesigned and re-implemented one or more major components of financially important sites. Based on labor savings achieved, they are widening its use.

Enterprise innovation: Like diet and exercise, good programming practices are the subject of more talk than action. Some Wakesoft customers had invested significant effort in architectural efforts, only to find their plans repeatedly thwarted during the construction phase. Frameworks like Java Struts can be weakened by independent decisions made by developers as the application is built. With the Wakesoft Architecture Server, there is no such thing as gradually drifting away from the design; applications that do not adhere to the design will not compile.

Technology gains: Several companies enhanced performance by switching the data access mechanism from EJBs to DAOs. This is a modest change with Wakesoft. In addition to productivity gains in development, testing, and tuning, developers report (to their surprise) that using the product speeds up the initial coding process. A comparable Struts application (one paid for by the hour) required eight times more lines of code per screen.

SUCCESS FACTORS

Project strategy: The purpose of a services-oriented architecture platform is to underpin an entire large application. Accordingly, customers advise two phases of adoption: architecture and implementation. First, the architects must take the time to internalize all the product can do. To develop a good grasp of the range of functionality generated, the project architect should invest several weeks working hands-on with sample applications. Then devote thought and experimentation to validating the target application's design, broadly considering all the use cases. Second, choose an initial project that poses low business risk but involves moderate or higher technology complexity.

Skills: With a well-thought-out architecture in place, the product's learning curve for developers is short.

Resources: Plan to use Wakesoft's mentoring services for architects and a one-week Web-based seminar for developers.

Fit: The Wakesoft Architecture Server is a good fit for large Java development shops looking to improve maintainability of long-lived business apps, especially those built by outside consultants.

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ABOUT THE CROSSROADS A-LIST AWARDS

The Crossroads A-List identifies the best newly proven products and services transforming business today. Winners are determined after an analysis of the vendor's strategy followed by confidential, in-depth interviews with early adopters.