



Beijing PingTech excels in a specialized marketplace using SOA technology.

Overview
Beijing PingTech Co., Ltd. Beijing, China
Industry <ul style="list-style-type: none"> • Computer services • Government
Products <ul style="list-style-type: none"> • IBM DB2 Enterprise • IBM Tivoli • IBM WebSphere

“With great support from IBM, we finished implementing the product transformation successfully; and, since it can provide more value to the customer, the market scope of the new product has expanded.”

—Mr. Liu Zheng, chief executive officer, PingTech Co., Ltd.

Beijing PingTech Co., Ltd. (PingTech) provides advanced, practical and secure software products and technical services and actively promotes information integration in the government and military sectors. With a talented young team and cutting-edge technology, the company meets the demands of the industrial software marketplace by actively researching leading technical concepts and management modes at home and abroad.

Challenge

As an independent software vendor (ISV), PingTech found that it was writing increasing amounts of custom code for different platforms and stringent end-user requirements. The customization was necessary, but it was driving up costs and slowing deployment cycles for PingTech’s office automation (OA) product portfolio. To remain competitive and grow its market share, PingTech needed to alter its application development strategy by creating reusable OA software that would transcend specific marketplaces.

Solution

PingTech implemented an advanced service-oriented architecture (SOA) solution leveraging IBM DB2®, IBM Tivoli® and IBM WebSphere® products, which enabled it to create a new, reusable OA offering that can be repurposed across infrastructures, customers and industries. The new application, even without custom code, extends PingTech’s customers’ existing OA capabilities and improves end-user efficiency for office operations and management.

Benefits

- Boosts market share by 50 percent by creating a flexible, reusable solution and quickly extending it to a new customer base
- Decreases product development time by 20 percent and increases staff productivity by 20 percent
- Shortens solution deployment time from 15 days to five days



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