

Cotton States Insurance

Challenge:

Cotton States Insurance Group needed to upgrade their computing environment from character terminals to PCs without losing access to UNIX applications in 275 insurance agency sites. These sites also needed to share files between their PCs and UNIX servers and to communicate to each other and their headquarters in Atlanta. To select the best solution for their needs, they turned to Quest Technology Group.

Each site has its own SCO Open Server 5 UNIX server and two to six Windows 95 PC clients. The SCO servers run a legacy UNIX-based insurance application that was developed by Quest Technology exclusively for Cotton States.

“Our main goal was to replace Cotton States' character terminals with PCs while still allowing access to their UNIX applications, thus preserving the return on investment they have in those UNIX applications,” says Linda Rolf, president of Quest Technology Group. “Cotton States needed a robust terminal emulator that had the capability of sizing each of their emulation windows to fit the user's monitor,” continued Rolf.

Solution:

Rolf and her team evaluated several PC-to-UNIX connectivity solutions before choosing FacetWin for Cotton States. “We went with FacetWin for two reasons,” explained Rolf, “The strength of the product and how easy it is to work with FacetCorp. FacetWin has exceeded all our expectations. The ease of installing and integrating the package made the implementation at all the sites a breeze.” Rolf continued, “Working with FacetCorp was great. Every time you call, you get a 'real' person on the phone. They take the time to listen to your questions and get the answers!”

“Implementing FacetWin has really opened the door for the agents. Before FacetWin, they only had access to their UNIX applications. Now, they have all the tools they need integrated onto one desktop,” commented Rolf.

Cotton States found what they were looking for in FacetWin, plus additional features that the competitors did not offer.

“FacetWin brought a more complete set of features to the table than any of the other packages we reviewed,” said Rolf. “Not only did we find the best terminal emulator and an easy-to-use file and print sharing set of features, we also got the extra bonus of a PC back-up tool!” exclaimed Rolf.

“FacetWin has exceeded all our expectations!”

-Linda Rolf, President
Quest Technology Group



SUMMARY

Corporate Profile:

Cotton States Insurance has been providing insurance products to customers in the Southeast since 1941 with products for auto, home, and life. Their agency sites are located in Georgia, Alabama, Florida, Kentucky and Tennessee.

Dilemma:

Cotton States needed a cost-effective terminal emulator that would allow access to critical UNIX applications. They also needed the ability to share File & Printer resources between Windows 95 clients and SCO Open Server 5 UNIX servers.

Resolution:

Cotton States implemented a 1,250-user license of FacetWin running on 275 SCO Open Server 5 UNIX servers connected to Windows 95 clients. An additional 150-user license of FacetWin was installed at their Atlanta headquarters.

System Snapshot:

UNIX Server: SCO
Windows Clients: Windows 95
FacetWin User Count: 1,400