

Case Study : Using Excelsior JET in Telecom Industry

Sky On Asia Ltd. is a Hong Kong based software house. We tailor-made software to help our local telecom companies to manage their tariff and billings.

Our customers are asking us to build a quite sophisticated and yet easy-to-use decision support system to manage their tariff. Suppliers' tariff quotations is received everyday reflecting the telephone price changes among several hundred international cities and base upon these new costs, our telecom companies have to make their quick decisions for their customers. Any minor mistake or delay in their quotations may costs a lot of money lost in every second of the telephone usage.

We have decided to use Java to create a Rate Management software for them. The following screen is captured after the approval of one of our customers. (Note: all data is recreated. SOS means Sky On System.)

The screenshot shows the 'SOS Client' application window. The title bar reads 'SOS Client (build 006) v.04 - Demo Company (HK) Ltd [Demo License]'. The interface includes a menu bar with 'Menu', 'Rate', 'CDR', 'Margin', and 'Billing'. The user is identified as 'ly YML' and the date is '27 Jun, 2003'. Below the menu is a toolbar with icons for file operations and a search field containing 'H1245 ABN'. The main window is divided into two panes. The top pane displays a table of quotations with columns: Quote#, Date, Status, Validity, Until, Min, Inc, Price, Area, and Area. The bottom pane shows a detailed view of a quotation with fields for Quotation #, Date, Customer, Offeror, Remarks, Created, and Status. A status bar at the bottom indicates the current module is 'Selected Rate Management module'.

Quote#	Date	Status	Validity	Until	Min	Inc	Price	Area	Area
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.0280	86	China - Proper
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.0295	8613	China - Mobile
Q-2003007	20 Jun,2003 11:44:25		20 Jun,2003 11:44:25	11 Jun,10007 04:40:39	1	30	0.8524	8621	China - Shanghai
Q-2003005	16 Jun,2003 16:12:38		16 Jun,2003 16:03:45	11 Jun,10007 04:40:39	6	6	0.2345	8628	China - Chengu
Q-2003005	16 Jun,2003 16:12:38		16 Jun,2003 16:03:45	11 Jun,10007 04:40:39	6	6	0.2345	8628	China - Chengu
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.1650	8801	Bangladesh - Mobile
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.0680	8802	Bangladesh - Dhaka
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.1190	88031	Bangladesh - Chittag
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.1700	91	India - Proper
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.1130	9111	India - New Delhi
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.1130	9122	India - Bombay
	27 Jun,2003 00:00:00		27 Jun,2003 00:00:00	11 Jun,10007 04:40:39	6	6	0.1130	9133	India - Calcutta

Quote#	Date	ID	Company	By	Created	Status
Q-2003005	16 Jun,2003	H1245	ABN	ly	16 Jun,2003 00:00:00	
Q-2003014	19 Jun,2003	H0730	KDDI		27 Jun,2003 00:00:00	
Q-2003007	20 Jun,2003	H1245	ABN	ly	20 Jun,2003 12:05:12	ly
Q-2003008	20 Jun,2003	H1245	ABN		27 Jun,2003 00:00:00	
Q-2003009	20 Jun,2003	H1245	ABN		27 Jun,2003 00:00:00	
Q-2003010	20 Jun,2003	H1245	ABN		27 Jun,2003 00:00:00	
Q-2003011	20 Jun,2003	H1245	ABN		27 Jun,2003 00:00:00	
Q-2003012	20 Jun,2003	H1245	ABN		27 Jun,2003 00:00:00	
Q-2003013	20 Jun,2003	H1245	ABN	ly	20 Jun,2003 00:00:00	
NewH1245	26 Jun,2003	H1245	ABN	ly	26 Jun,2003 00:00:00	

Quotation #: Q-1245 Date: 02 Feb,2003
 Customer: H11
 Offeror: EW
 Remarks:
 Created: 02 Feb,2003 00:00:00 Status:

Status: 27 Jun, 2003. 18:08:51 => Selected Rate Management module.

However when creating such a complicated Java Swing-based GUI software on the client-side Microsoft Windows operating system, we experience serious problems. The application starts up very slow. Under Microsoft Windows, the application hangs up, sometimes system crash into blue screen and reboot. Before we go back to redesign our software, we consider other alternatives.

We believe that compiling the Java codes into a Microsoft Window executable may speed up the application and to overcome the system crash problems. The evaluation copy of Excelsior JET compiler lets us prove that our decision is correct.

We buy a licensed copy of Excelsior JET 3 and compile our 300+ Java classes and 30+ images/icons (total 42MB) into a single executable file (1.54MB), excluding Java runtime files and JET DLLs. The application launch time is reduced from 92 seconds down to 16 seconds. Moreover, we use Excelsior JET's NT Service to install our server-side Java application into a native NT Service. Our customer is happy since the delivery of our software in June/2003.

Excelsior JET helps us to promote a very professional image.

Larry Yu,
 General Manager
skyonasia.com
 Feb 10, 2006