What is Procession's core design philosophy for its Business Technology that makes it different yet relevant?

A global first that builds enterprise level agile applications representing the new way to build custom solutions where the core code does need to change; the new alternative to inflexible custom off the shelf applications or commissioning new code build.

Background to the enterprise "IT" industry

Generally speaking, business software comes from very few players and the rationalised market is dominated by the four largest, namely IBM, Oracle, SAP and Microsoft. This has resulted in an interesting dichotomy; a mature industry yet an immature product set? Yet this particular software aspect of "IT" remains highly complex and continues to evolve on the basis of "components" which require to be "coded" together to deliver a useable solution for business either as Custom Off The Shelf (COTS) or custom coded.

The result was eloquently described in a recent article where the title says it all "*IT Today: Unsustainable, unhealthy and just plain screwed*". The domination as described is based upon a centralised control by these large vendors whose priority is to protect their position. As such a step change to simplicity would be a challenge.

Stating the problem is relatively easy the solution is much more profound. Forrester CEO George Colony in an exchange in 2010 said: *"If we don't get from IT to BT [**Business Technology**] we're going to have more disasters like our present mortgage meltdown. Why? Because IT creates impenetrable systems that human beings can't manage. BT is about human beings back in control."* In 2008 Bill Gates said "*future applications should use only around 10% of the code that is used today*" seeing this as "*the holy grail of development forever".*

Procession's Business Technology

Procession has undertaken **many years of Research & Development** working with early adopters to create a new technology for end users in organisations to be better supported by "IT" by closing the interpretation gap between the business and "IT". The result is profound with a new simpler, quicker and more flexible software platform that **delivers on all business requirements at some 20% of cost of the existing models**. It puts business people in control of their required application delivering what Bill Gates described as the holy grail of software. It is the world's first enterprise level agile software and the new alternative to COTS and custom coding. It should be noted that Microsoft, SAP and IBM have applied for patents covering the Procession capabilities but Procession's established prior art of some 10 years will negate any patent.

Procession's philosophy

Before a sustainable approach is adopted it is important to understand some basic fundamentals in how organisations actually work.

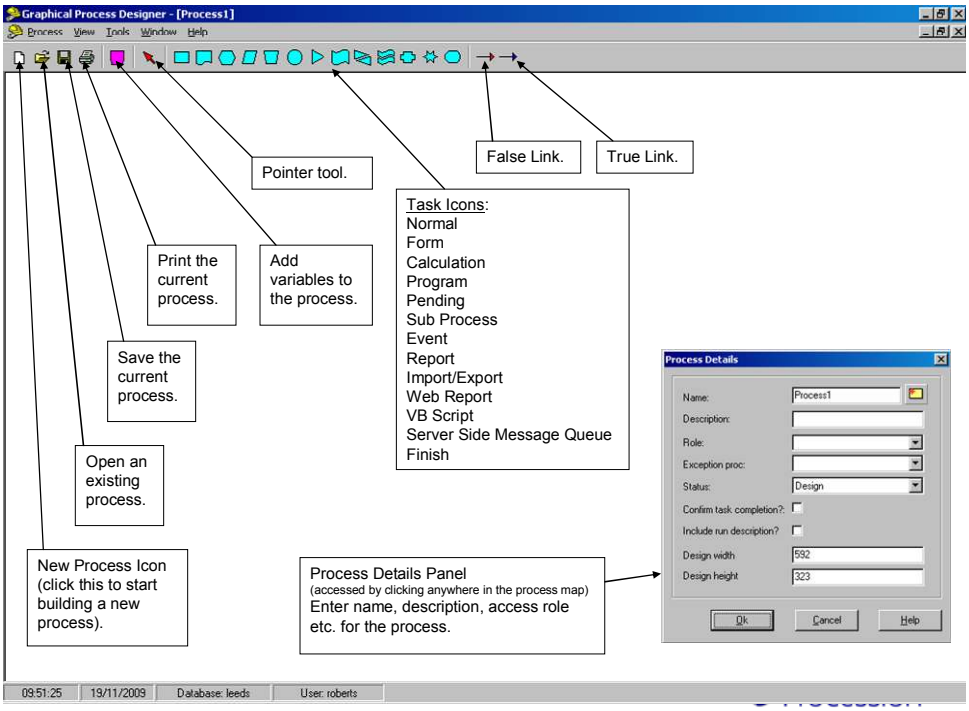
First **people are the source creators of all information** and second there is the need to recognise that **people work in relatively small teams** to achieve individual and collective outcomes that make any business or indeed an efficient government. Worthy of note is that book keeping is just that it records history and generally keeps the accountant happy; it does not "run" the business. Of course Governments do not actually have "balance sheets", as required in the private sector; what they need is accurate recording of their income and expenditure from source. This reduction in complexity should make government systems easier to implement? **These basic understandings bring into question is there such a thing as "enterprise" applications and why is there a need for such "large" projects**?

This may be a surprise for technical led people but understand that **business logic has never changed since commerce started;** indeed business is actually quite "simple" if you focus on supporting people at

work. This includes “rules” simple or complex (e.g. means testing) and just reflects business logic. The communication technologies to deliver are both complex and challenging but do not change the fundamentals of business; it is about people, internal and external to the organisation and IT should there to support and contribute to efficiency.

When you look at how people work irrespective of the required function **there are relatively few work task types, human and system, including the user interface that address all business driven issues?** So why repeatedly recode for every function in a business? Business owners ask the questions; “Do we really need to rely on a vendor’s view to be imposed to run “my” organisation? What do coders know about business when I want a custom solution?” In both cases the result is a compromise to the actual operational requirements and by nature both lack flexibility to support the dynamic environment where people work.

What did Procession do?

The original thinking was based upon these business fundamentals which never change. The task types were identified and created as data within a relational database, something no one else had managed to do. Workflow, rules, intelligent processes, real time reporting, audit trail, escalations, time driven events , user forms with intelligence to eliminate duplication of information entry and of course ability to change in build and in the future with version control were all recognised as requirements to support people at work. **Procession created a simple but powerful declarative technology** that effectively removed need for coding, code generation and compiling whilst building direct from an easily understood Graphical interface (see below); so this new core design philosophy was born.

This was proven in the early days using “dos” operating system and a RDMS Paradox. In 1995 Windows appeared and a complete re-write was undertaken based upon the earlier research and using Oracle. On completion of the backend development it was decided that the build could be enhanced by building a graphical interface incorporating all the tasks and links. As web arrived so the product has evolved to build web forms with levels of sophistication matching the big vendors but with the process build remaining simple in the graphical design build environment. The result has created a whole new paradigm of simplicity that sits at the enterprise level with industrial strength capabilities and where we are still learning and extending.