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## Procession Profile

### What is Procession?

To understand needs a little knowledge of the state of business software.

1. Currently software is either a pre-built packaged solution, such as in “ERP” e.g. SAP; and Oracle Financials, which can be expensive to install and inflexible but reliable, or custom built which can be costly and unreliable. Both rarely meet full expectations and the requirements of the business
2. All core systems are highly structured and designed to record transactions with emphasis on accounting records, not reflecting the activities of the people in their daily work where information is created. For example overdue accounts are reported but what action was taken by whom and when is not handled
3. Solutions that are built are addressing a particular functional requirement and built by programmers, thus there is continuous duplication of code where in reality business logic never changes, suggesting there has to be a better way

Procession Task Oriented Application (TOA) represents original thinking, which in simple terms looked at just how business worked from a ground up perspective. After much research it was established there are in fact less than 13 work types that people or machines need to create information and deliver on any business objective. The outcome is the TOA, which is effectively a “generic” application that only requires detailed level knowledge of the business needs and processes. Procession allows business analysts, not programmers, to build, working direct with the business thus removing the divide between business and IT. Procession TOA is an extremely flexible solution, where the code never changes even though the processes do, delivers as a business operational system and is completely function independent.

Procession TOA is unmatched by any solution in the market. There are a number of Unique Selling Points (USPs) that others have not achieved, namely:

- Unrivalled application agility that provides for effortless change as the business requirements change. For example, launching a new application in weeks or days rather than months or years.
- The ability to allow users at run-time to build a custom process within pre-agreed parameters to ensure compliance and data integrity (Living Process®). The example built allows a buyer of a car to choose the priorities in the decisions required to make a purchase and the buyer is then taken through this customised process.
- The facility to set up where appropriate the ability for a process to dynamically change, reflecting changing circumstances. For example, whilst working on a screen form to review credit limits. Should the limit be exceeded during this process, this would automatically in real-time change the required actions and be presented on a new form.
- An innovative capability in offering shared services or software as a service, whereby one core application can handle customisation for different requirements such as at regional levels. This could be where global compliance requirements differ in regions and need to be customised accordingly, yet centrally controlled and having reports based upon a single application.

All this is a result of Procession separating business logic from technology driven delivery mechanisms – a quantum step forward for business software and a global first. This software is truly a “disruptive” technology that challenges the fundamental approach to application development that has been in place since computers were introduced into businesses. The reward opportunities are infinite.

### Where is Procession?

In the market Procession is unique compared with all others. IBM, Microsoft and Oracle talk about business process management but do not deliver the complete solution as Procession does. At the lower end, newer players such as Workday recently “launched” application development capability without coding but are focused on function driven capability. Microsoft are close to “copying” Procession’s core attributes but like all the others, including newer players Workday (ex Peoplesoft) and Cordys (ex Bann Software), are locked into expensive function delivery thus lacking in the simplicity or the capability of Procession TOA. They haven’t learned the basic fundamental that the deeper the view on how business actually works the simpler each step becomes.