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Procession Proposition

Background

The company has developed what has been described as a disruptive technology with the vision of solving “the business software problem” of inflexibility with associated high cost of ownership and very high failure rates. The past 30 years business software technology has failed to recognise that people are the source of all information and any business system needs to have this driver at the core of any development. The Procession solution is a simple and elegant software environment based on 13 work task types, including the user interface, that between them have been proven to address all business requirements that support people at work. It can handle the complexity and scale of enterprise systems and yet is relevant and affordable for the SME market.

Procession technology has been proven within a wide range of environments with new key attributes

- Proven to be robust and delivers on class leading agility with ability to change in initial build and supporting subsequent improvement.
- Procession is a unified tool, which includes build of the user interface, which compares with the complex mix of components of current technologies.
- Business applications can now be rapidly developed at the early stages of a project as the core business logic code is pre-built.
- The software allows an application to be simply developed by business analysts and non-technical consultants using a drag and drop graphical designer interface
- It is a new proposition as an alternative between custom off the shelf software which rarely addresses specific business needs and the custom hard coded development by technical coders remote from the business with high failure rates.

This unique approach to application creation removes IT complexity and brings greater power and flexibility to support the end-user that closes the gap between Business and IT

The Proposition

Procession is now seeking to distribute globally its breakthrough in business software through building an ecosystem of partners big and small who have domain knowledge of their customers’ business. The Procession Business Technology tool allows them to quickly build and deploy solutions to help improve operational efficiency. Valuable intellectual property rights (IPR) in such solutions can be quickly created using such domain knowledge. Procession accepts that for the larger players building solutions this will lead to strong working relationships where the core code will be available for future joint development.

The Technology Positioning

Procession’s software focuses on helping people at work through building applications that reflect their day to day requirements to individually and collectively achieve their business goals. All business requirements are addressed in a single non technical development environment using a declarative technique to deploy. Until recently Procession’s design philosophy would have been viewed as unique, elegant, but not a path being followed by the major players. In recent years this has changed.

- In April 2007 it was discovered that Microsoft had applied for a US patents in 2005 and 2006 for certain core attributes of Procession technology. Microsoft have since acknowledged procession’s this prior art.
- In February 2008 Bill Gates announced a Project code-named ‘D’, a declarative language to build applications direct from the model to significantly reduce the code.

Gates stated "...this holy grail of development forever, which is that you shouldn't have to write so much [procedural] code". This all mirrors Procession's capability

- On June 11 2008 SAP AG published a patent application "Secure execution environments for process models" which covers the core Procession capability of building applications direct from the process model. SAP has been notified of Procession's established prior art.
- In December 2009 IBM published a patent "Connection of value networks with information technology infrastructure and data via applications and support personnel linking Value networks with IT", which covers Procession's core capability.
- There is a research project in Australia called YWAL focusing on a "declarative approach to workflow management systems" which is at the early stage of addressing the problem Procession has already solved.
- "Agility" is now a top priority as business demand better service from IT. Procession is alone with true "agile software" that is beyond simple configuration and "agile methods".
- There is a growing awareness and debate that IT as has existed for 20 years is not meeting business expectations with unacceptable high failure rates.

All the above endorses Procession's pioneering approach. It also adds credibility for some very aggressive estimates for savings in volume of code from such a language working from the business model. Compared with traditional methods including the early discovery phase, Procession generates up to 80% saving in development and maintenance costs, as well as providing cost-effective support for future improvement programmes. This has recently been evidenced on a contract placed by UK Government to build an application in India for some £50m when the Procession approach would have been no more than £5m and likely a lot less.

Software as a Service (SaaS) / Cloud Computing

One of the reasons SaaS has gained support is because the either alternative to build or buy was both costly and very often failed. This has been openly admitted by the SaaS leader Salesforce. Procession challenges this assumption by dramatically bring down costs and addressing the two causes of failure; the interpretation gap and the core code which never changes thus increasing reliability. However Procession is very suited to deliver as a service or from the "cloud". There are currently 2 identifiable capabilities that Procession can offer beyond the capability of other offerings.

- With Procession it will be very easy to offer initial rent a new application with option to buy and not just transfer company data but the software.
- Procession unique data centric architecture allows shared services i.e. one application but infinite number of groups with pre agreed customisation options.

Salesforce have just released their Visual Process Manager which is a step towards Procession capability further endorsing Procession's approach.

Conclusions

Procession truly breaks the mould and challenges the global vendors by putting control of business applications where it belongs back into in business hands.

- Procession product is a complete and unified development environment addressing all business logic and has been in real life use for over 10 years.
- Procession core technology facilitates new agility capability in software thus makes any investment future proof.
- Procession's new core design philosophy has truly created a step change in business software that relates to how business really works with people as the drivers.
- Procession has separated business logic which never changes from technology driven communications.
- Even with knowledge of the Procession core design philosophy it would take any other party at least 18 months to build from scratch and be ready for deployment.

Procession has created a step change in Business Technology now it needs to build a global network of partners to distribute to support their customers, build strong business based relationships and create valuable IPR in new solutions.