



Partner  
Advantage



## WITH HELP FROM SUN, BUSINESS IS BOOMING AT **LEGADMI SYSTEMS**

### Partner Profile

- Based in Venezuela, Legadmi is a leading supplier of operations and administrative software to Latin America
- Participant in the Sun Partner Advantage Program
- Oracle Certified Partner

### Partner Challenge

- Needed to port core applications to Solaris 10 OS to take advantage of emerging business opportunities
- Needed back-line support from Sun to be able to offer integrated solutions

### Sun Solutions

- Solaris 10 OS on x64
- Sun Fire x64 servers
- Solaris 10 Ten Moves Ahead Initiative
  - Porting assistance
  - Co-advertising assistance

### Results

- Fast and efficient porting of all core applications to Solaris 10 OS
  - Commercial Operations
  - Manufacturing Operations
  - Financial Reporting
  - Human Resources (HR)
  - Condominium Administration
- Ability to offer integrated solutions
- New opportunities and expanded market reach

You don't have to be a Fortune 500 company to be treated like a key strategic partner by Sun.

Legadmi Systems is a small company with great ambitions. Since its inception in 1998, the Caracas, Venezuela-based firm has built a solid business and an impressive client list providing operations and administration solutions to companies throughout Latin America.

Legadmi has been successful catering to the needs of small and mid-sized businesses, as well as local offices of global enterprises such as Proctor & Gamble. But to expand its reach to larger organizations in a wider range of industries, Legadmi had to move up to a more powerful technology platform. It needed to migrate its core applications to the Solaris™ 10 Operating System on x64.

### Solaris 10 – advanced reliability and availability

“The applications we sell are mission-critical to our customers, and as we move up-market more and more of our customers require a true enterprise-class infrastructure,” said Jose Manuel Ascanio, Director General of Legadmi. “By porting our applications to the Solaris 10 OS and running them on Sun Fire™ x64 servers, we were able to offer complete solutions deployed on the most reliable infrastructure in the industry—all from one vendor, Legadmi.”

According to Mr. Ascanio, the Solaris 10 OS provides the advanced reliability and availability features its larger prospects require. “Capabilities such as Solaris Containers allow our customers to safely consolidate multiple applications from Legadmi onto one server. This raises utilization rates and often eliminates the need to purchase additional hardware, which is very attractive to our customer base.”

### Partnership pays

When the time came to begin the porting process, Legadmi didn't have to go it alone. The company took full advantage of its status as an Oracle Certified Partner and a participant in the Sun™ Partner Advantage Program and received technical assistance from both companies in porting to the Solaris 10 OS.



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**Jose Manuel Ascanio**

Director General, Legadmi

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“Our applications were developed with Oracle developer tools, and we were able to use these to successfully migrate to Solaris 10,” said Mr. Ascanio. “Sun and Oracle both provided us with technical support to make the porting process faster and easier. And the fact that Sun and Oracle are strategic allies was also helpful to us, because the companies are accustomed to working together to optimize their products for each other’s platforms. All of this together made the port very quick and painless.”

In particular, said Mr. Ascanio, the Ten Moves Ahead Partner Initiative provided invaluable assistance in the porting effort.

“The Ten Moves Ahead Partner Initiative from Sun has allowed Legadmi to certify its applications on Sun Fire x64 servers, so we can now deliver integrated solutions tuned for Solaris 10. The advanced features of Solaris 10, the power and efficiency of Sun’s Opteron-based servers, and the sophisticated applications sold by Legadmi—it’s an unbeatable combination.”

**The Ten Moves Ahead Partner Initiative**

The Ten Moves Ahead Partner Initiative, available to all Associate, Principal, and Executive-level partners in the Sun Partner Advantage Program, is designed to make it easier and more profitable for partners to deliver their solutions on the Solaris 10 OS. Through the initiative, partners gain access to free Sun hardware and software development tools, technical support, hands-on workshops, a remote infrastructure for testing applications, co-advertising, and more.

**Learn More**

To learn more about Legadmi Systems, please visit [www.legadmi.com](http://www.legadmi.com). For details about the Sun Partner Advantage Program and the Solaris 10 Ten Moves Ahead initiative, see [www.sun.com/partners/10moves](http://www.sun.com/partners/10moves).

In addition to the development assistance it received from Sun, Legadmi also took advantage of the co-advertising offering. “Sun went beyond porting assistance to help us expand our business,” said Mr. Ascanio. “Through the Ten Moves Ahead Partner Initiative, Sun assisted with co-advertising so we could promote ourselves like one of Sun’s biggest and most prestigious partners.”

And the results of Legadmi’s port to the Solaris 10 OS? “We have found new customer opportunities; we are able to offer the best price/performance in our market; and we have a significant competitive advantage because of the advanced capabilities of Solaris 10,” said Mr. Ascanio. “We are now competing successfully in a part of the market that was once dominated by our competitors.”

