

Crump Insurance Services

A Sabertooth® Success Story



Crump Extends Its Brokerage Application Lifecycle With Sabertooth

BACKGROUND Crump Insurance Services, headquartered in Dallas, Texas, is a multi-line wholesale insurance brokerage group covering the excess, surplus and specialty insurance marketplace. In 2007, Crump was ranked the #1 wholesaler in America by Business Insurance Magazine.

CHALLENGE Crump Insurance had a brokerage application custom developed several years ago on SQLWindows (Team Developer) 16-bit technology with approximately 125,000 lines of code. Years later, Crump found that the application required a significant amount of maintenance, often ran into performance issues, and as a 16-bit system, had become technologically obsolete.

Crump Insurance wanted to upgrade the system in order to take advantage of the benefits derived from the more modern Microsoft XP and .NET platforms. Crump wanted to improve system performance, reliability, and maintainability, while maintaining the look and feel of the application in order to minimize disruption and productivity hits by the system's end users.

SOLUTION After investigating several options, Crump Insurance selected Unify's Sabertooth to execute its migration strategy. "The Sabertooth team offered us a turnkey solution that provided functionally equivalent code in native VB.NET faster, and at a far lower cost, than if we had tried to convert the application in-house on our own," said David Losson, chief information officer, Crump Insurance Services. "The Sabertooth team also did a great job upgrading our database from

SQLServer 6.5 to SQL Server 2000. We were able to achieve all of our original goals and at a reasonable price. Sabertooth proved to be an effective solution, and the Sabertooth team was accessible, responsive, bright, and friendly."

RESULTS Sabertooth was used to convert 125,000 lines of code to 100 percent .NET. By migrating the application, rather than porting it, Crump was able to leverage its team of .NET programmers to optimize, extend and maintain the converted code. The Sabertooth team delivered a turnkey solution that also included full debugging, unit testing, functional testing and was ready for user acceptance testing within six months from the start of the project.

"This approach will extend the life of the system by at least 5 years," said Mr. Losson. "It will provide us with a modern platform for a favored application, minimize disruption to our business, and it will curtail retraining costs."

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David Losson
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