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B&L Information Systems Partners with Progress Software to Deliver Cloud-Based ERP Application for Metalcasters

Progress Empowerment Program® service provided guidance for the successful development of Odyssey SaaS application

BEDFORD, Mass.--(BUSINESS WIRE)-- [Progress Software Corporation](#) (NASDAQ: PRGS), a global software company that simplifies and enables the development and deployment of business applications, today announced that [B&L Information Systems](#), the leading innovator in the design and development of metalcasting-specific ERP software, has successfully transformed its Odyssey ERP offering to a Software as a Service (SaaS) model with the help of the [Progress® OpenEdge®](#) product.

B&L's Odyssey software provides foundries and die casters with precise and timely information to balance customer satisfaction, operational efficiencies and profitability. With the help of Progress Software, B&L transformed its traditional ERP software to a SaaS model and doubled its close rate for the application. The Odyssey SaaS application offering outsold the traditional model by 300% in the first year and has seen a revenue increase of 880% since 2009. The SaaS model has enabled B&L to spend more time on site with customers instead of keeping up backend systems.

The Progress OpenEdge platform helps [Progress' Independent Software Vendors \(ISVs\) Partners](#) build dynamic, business process-enabled applications for secure deployment across any platform, any mobile device and any Cloud. The OpenEdge platform has evolved over the last 30 years incorporating new technologies such as multi-tenancy, data encryption and auditing, security and compliance and user-interface flexibility.

Quotes

"Progress has given B&L the resources and support needed to grow our business beyond expectations," said Matthew Gacek, vice president of Business Development for B&L Information Systems. "A major benefit for us was the Progress [SaaS Empowerment Program](#), which helped B&L develop a business plan, determine costs, and market our applications. Progress' tools, market intelligence and expertise are unmatched by any other provider we've looked into."

Gacek continues: "Progress has allowed us to do two things very well. First, they have given us a rock solid platform to work with which means no crashes or downtime - that's critical in our industry. Generally, our customers are smaller, privately held firms. They don't have resources for a formal IT department. The Progress OpenEdge product has empowered us to give them a product that does not require a vast amount of maintenance resources, which, in turn, allows us to help them improve their bottom line."

"Progress has always strived to provide our partners with the information and services needed for market success," said Kimberly King, vice president, Global Partners and Channels for Progress Software. "It's great to see that our Empowerment Program played a key role in growing B&L's business, and our OpenEdge platform continues to provide loyal partners, like B&L, with new opportunities to drive their business forward."

About B&L Information Systems

B&L Information Systems is a global leader delivering business software solutions to the foundry and die casting industries. With 404 customers in five countries, B&L provides integrated enterprise planning (ERP) and supply chain management (SCM) that enables metalcasters to drive increased efficiencies and improve profitability.

About Progress Software Corporation

Progress Software Corporation (NASDAQ: PRGS) simplifies the development, deployment and management of business applications on-premise or on any Cloud, on any platform and on any device with minimal IT complexity and low total cost of ownership. Progress Software can be reached at www.progress.com or 1-781-280-4000.

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