# Emhart Glass

Emhart's application development manager uses m-Power to become proficient in Java

## The Basics

Emhart Glass's president wanted an e-commerce presence, and specifically a one-stop portal where all of his customers could come for all service and support needs.

## The Challenge

No one at Emhart Glass had the technical background, or any knowledge of languages such as Java, to create these Web solutions.

## The Solution

Emhart Glass application development manager, Alan Batchelor downloaded and installed mrc's m-Power and within a few hours he began generating Java-servlet applications that could run on WebSphere Portal.

To his way of thinking, this e-commerce project was really just the tip of the iceberg. Java-based portal apps could mean so many more possibilities and improvements for Emhart Glass, and he wanted to start building those solutions too.

## The Value

The most exceptional part of this story is the sheer volume of applications that Alan created to give Emhart Glass much more comprehensive Java Web solutions than they could have imagined.

There are concrete cases where his foresight has clearly paid off, "I created our supplier portal, and then I got wind that someone in another department was preparing to hire a consulting company to create a similar system from scratch. I contacted them, and they took a look at what I had already built. With a few minor tweaks, it was exactly what they had been looking for.   The difference was, I built mine in days. I shudder to think at how much we saved by avoiding a start-to-finish outside consulting project." And he adds, "I feel sure m-Power has paid for itself many times over."

## Examples

### Supplier portal
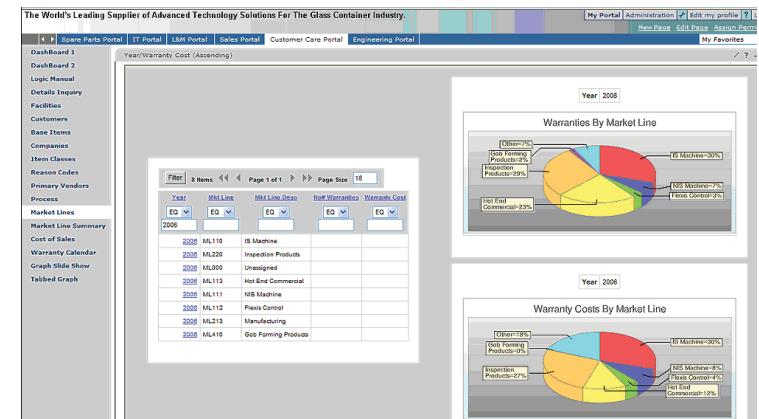


Emhart Glass rates its suppliers based on order records, delivery, pricing, etc... which had become cumbersome.  In order to negotiate prices and maintain communication, every month their users were sending emails, faxes, and various other methods of communication to let suppliers know how they were doing, and what their current ratings were. But, now that this rating communication is provided online, it also gives suppliers a forum and instant opportunity to defend reports.

### Wireless applications (iPhone/Blackberry)



Alan also ventured into the mobile realm with some incredibly useful applications...all built with m-Power.  These applications allow Emhart Glass's mobile staff, such as sales representatives, to perform a number of different functions, including customer searches, pulling reports, searching for contacts, tracking shipments, etc... via their mobile phone or other devices such as a Blackberry or iPhone.