

Australian developer fast tracks retail application development, opens export markets with Borland Delphi

Granite Solutions, an independent Australian software developer, is using Borland (NASDAQ NM: BORL) technology to fast track product development for a niche retail market ski equipment rentals beating its competition on speed-to-market and cost of delivery.

A specialist software development consultancy focused on building niche business applications for Australian companies, Granite Solutions has gained a foothold in the small-to-medium retail industry in Australia with its recently launched HireSolutions application.

The software, aimed at ski equipment rental operators in Australia and New Zealand, is attracting widespread interest in the region and initial interest from abroad. It currently has no local competition, and similar products from the US and Germany are aimed at larger ski stores and resorts. Granite Solutions has already sold the product to 13 Australian stores, with two more deals set to close in the next few weeks. A Canadian store also has a trial version of the software.

Granite Solutions founder Dick Walker says Borlands Delphi has played a major role in HireSolutions initial success.

Theres no doubt it would have taken much longer to bring the product to market if it werent for Delphis intuitive development environment, which allowed me to focus less of my time on the groundwork and more time on targeting real-world business problems with my software.

Once developers become familiar with the process, projects can be completed significantly faster than before. For example, implementing a new feature in HireSolutions that would previously have taken me three or more days to code now takes me less than a day to complete using Delphi.

Delphi 2005, which features new Enterprise Core Objects II (ECOTM II) technology, is part of Borlands integrated development environment (IDE) for Microsoft Windows, a rapid design-driven architecture for Microsofts .NET platform designed to speed development, improve quality, and increase the maintainability of complex web and business applications. Software developers and architects can use the model-driven ECO TM II environment to automate and simplify the development process, giving them more time to target their customers business objectives.

Developers sometimes get bunkered down with technology that forces them to trawl through the plumbing of their software creating database queries, verifying database links and manually building and testing relationships between hundreds, sometimes thousands of variables which gives them less time for tackling real business challenges and addressing critical customer requirements, says Peter McAlpine, Managing Director, Borland Australia.

Delphi 2005 and ECO TM II break that mould by giving developers a visual environment for building relationships between business objects customers, equipment, inventory and automatically creates the code in the background. This allows developers to focus their energies on business solutions rather than architectural frameworks, making them more productive, responsive and effective.

Walker believes that Borlands ECO TM II has set the standard when it comes to business-oriented software development.

It takes the burden off development tasks that dont require a lot of skill but take up volumes of time, says Walker. It allows me to concentrate on building intelligence in my software rather than wasting resources on tinkering with the basic code.

For example, Ive written functionality into HireSolutions that recognises multiple-item hire equipment as a package and adjusts bulk pricing accordingly. It also intuitively caters for individual and group hires typical but sometimes complicated scenarios for ski hire shops. While the same functionality could have been developed using other tools, its the speed and simplicity of ECO TM II that helped me over the line with getting the working product to market.

HireSolutions will be demonstrated at the annual Ski Industry Association Tradeshow in Canberra in October . Walker is also scoping requirements for North American and European versions of the software, and hopes to launch the product in those regions later this year.

Note to editors: Dick Walker will be taking part in Borlands 24 hours of Delphi radio event, on July 13. For more information on the event, please contact Andra Mednis on (02) 8226 8831 or e-mail andra.mednis@borland.com.

For more information on Delphi 2005 and ECO II, please visit: www.borland.com/products.

About Borland

Founded in 1983, Borland Software Corporation (NASDAQ: BORL) is the global leader in platform independent solutions for software delivery optimization. The company provides the software and services that align the teams, technology and processes required to maximize the business value of software. To learn more about delivering quality software, on time and within budget, visit: <http://www.borland.com>.

Borland, Delphi, ECO, Software Delivery Optimization, and all other Borland brand and product names are service marks, trademarks or registered trademarks of Borland Software Corporation in the United States and other countries. Microsoft and Windows are trademarks or registered trademarks of Microsoft Corporation in the United States and/or other countries. All other marks are the property of their respective owners.

Safe Harbor Statement

This release contains "forward-looking statements" as defined under the U.S. Federal Securities Laws, including the Private Securities Litigation Reform Act of 1995 and is subject to the safe harbors created by such laws. Forward-looking statements may relate to, but are not limited to, the

benefits to be derived from the new features of Delphi 2005 and our new ECO technology. Such forward-looking statements are based on current expectations that involve a number of uncertainties and risks that may cause actual events or results to differ materially. Factors that could cause actual events or results to differ materially include, among others, our ability to sell multi-product solutions for the application development lifecycle; the effects of a longer sales cycle as we increase our focus on larger enterprise customers; the changing nature of the markets in which we operate, namely the maturing of the Java IDE market; market acceptance of our products and services including our enterprise software development platform/solution; our failure to establish or enhance strategic alliances; rapid technological and business change that can adversely affect the demand for Borland products and services; and general economic factors and capital market conditions. These and other risks may be detailed from time to time in Borland periodic reports filed with the Securities and Exchange Commission, including, but not limited to, its latest Annual Report on Form 10-K and its latest Quarterly Report on Form 10-Q, copies of which may be obtained from www.sec.gov. Borland is under no obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

Contacts

Hannah Watterson

+61 2 9929 7533

mailto: hannah.watterson@watterson.com.au

Guy Lerner

+61 2 9929 7533

mailto: guy.lerner@watterson.com.au