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# Logistics Experts Rely on Expert Reporting Solution from Windward

## The Background

Large capital projects call for considerable logistics planning. Whether it's building a hydroelectric dam, expanding an international airport or installing an offshore wind farm, hundreds of thousands of components go into the process. All this material must be in the right place at the right time. Otherwise, the project risks lengthy delays and significant cost overruns.

Reporting is a key component of this process. It brings together a myriad of details, allows insight into massive amounts of data, and is the public representation of an intricate process. That's why the producers of the world's largest project-focused logistics software system knew it was critical to integrate a better, more flexible reporting component into their software offerings.

## The Company

HAL, Inc. is the expert in making sure large capital projects run smoothly. HAL produces the only project-focused logistics software system in the world. The de facto standard in the industry, HAL's software makes the supply chain transparent



and is used by four of the world's six largest third-party logistics companies. Hundreds of clients,



including Expeditors®, CEVA Logistics®, Panalpina®, Lynden®, and AIT Worldwide Logistics™, rely on HAL’s software to ensure large capital projects meet complex requirements.

## The Challenge

While HAL is busy helping organizations efficiently manage mammoth projects, it is also evaluating ways to more efficiently provide that logistical support. HAL’s main offerings, C2C® and C2C Online®, have 20 years of development behind them and are the only off-the-shelf project logistics programs on the market. Customers may purchase run-time or development licenses, which provide them with nearly a hundred pre-existing reports and the option of additional custom reports.

Recently, HAL realized the reporting piece of C2C needed reassessment. Reporting is a vital part of the software because the reporting product pulls together information and shows HAL’s customers how well C2C does its job.

C2C had been incorporating Jinfonet Software’s JReport tool, but JReport had multiple drawbacks. It was:

- **Expensive for HAL:** Licensing fees were on the high side compared to other reporting solutions.
- **Unwieldy:** It was difficult for HAL to display data the way it needed so that the data appeared correctly laid out in an invoice, packing list or other necessary document. In addition, because HAL didn’t have ideal control over the final output, documents were heftier and larger than they might otherwise be.
- **Time-consuming:** Because HAL could not lay out documents exactly the way they wanted, the company spent significant time tweaking report output.

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Print Date 03/June/2010  
Packing List Number PHO10A00227  
Packing List Date 06/03/2010

Shipper: TEST SHIPPER  
Marks: MARKS ARE HERE  
TEST FOR COPY

Remarks: REMARKS ARE HERE

Transportation Method	AIR	Air Waybill
Forwarder Reference	Shipped Via	Departure Date
Port of Destination	Port of Export	

Box Number 00000001 BOX Unique Box Number HALHOA0060A0347

Material Receipt Number: HALHO20100903H002C001  
Customer: 123456 - OIL EXPLORERS  
Purchase Order: CP060310A  
Supplier: A1 JETS - US  
10700 NORTH FREEWAY  
SUITE  
075 HOUSTON, TX 77037

MR Cross Reference  
A T REF 1 MRH1  
A4Y002 MRH2  
Project Number PROJ PCH  
Requisition Number REQ PCH

PO Item	Sub 1	Sub 2	Quantity	UOM	Item Weights	Total Weight	Unit Price	Value
3	3	3	30.00	EACH	0.0000 LBS 0.00 KGS	0.00 LBS 0.00 KGS	7973.77	239213.10 United States, Dollars

LINE ITEM DESCRIPTION 3  
AROM DRUGS AMINO ALC CONT ONLY ONE OXYGEN FUNCTION.  
Country of origin : DJIBOUTI  
Schedule B : 2922100000 - AROM DRUGS AMINO ALC CONT ONLY ONE OXYGEN FUNCTION  
Part Number  
PN 3.3.3

MR Item Cross Reference  
A T REF 1 ED45TYU

- **Expensive for HAL’s customers:** Not only were report licensing costs being passed along, but using the reports was itself expensive. Customers are charged on a per-page basis, and the cost of shipping a 100-page document versus a 50-page document quickly adds up.
- **Difficult to deploy:** Jinfonet required HAL to deploy an entire report set (called a catalog) to correct a single report, causing deployments to be bulky and inconvenient.

“Reporting is a small part of what we offer as a whole, but it’s a very important part,” said Chuck Hanebuth, CEO of HAL, Inc. “In order to provide the best possible product to our customers, we need to ensure that every piece of our offering is optimal.”

## The Solution

HAL began investigating other reporting solutions. The company looked at trial versions, sample reports and other evaluation tools, and they narrowed down the field to three contenders.

The winner was AutoTag and the Windward Engine from Windward Studios. AutoTag enables users to design, format and edit report and document templates completely within Microsoft® Office. It



works in conjunction with the Windward Engine, a set of code libraries for integrating reporting and document generation into both internal and commercial software applications.

Windward gives HAL the following advantages:

- **Affordability.** Licensing costs for Windward are 40 percent less expensive than with HAL's previous reporting solution. The license includes accessible technical support and detailed documentation, costs that some reporting companies tack on to their solutions.

In addition, Windward reduces ongoing reporting costs. One of the biggest expenses in the report creation process correlates to the design tool's ease-of-use. Because Windward users design reports in Microsoft Word, Excel or PowerPoint – programs most professionals already know how to use – there's a shorter learning curve.

- **Flexible report design.** Windward is a non-banded solution, so report designers can easily lay out a report to look exactly the way the creator wants. Flexible report design means less time tweaking output and more time for valuable employees to devote to other tasks.

### About HAL, Inc.

HAL, Inc. has been providing reliable, innovative, easy-to-use logistics resource management solutions for tracking and control of the flow of physical goods from Conception to Consumption (C2C®) since 1992. HAL makes the supply chain transparent for some of the largest shippers and 3PL's in the world. The install base includes four of the world's top six largest 3PLs and includes more than 120 facilities on six continents.

It also means that HAL can include report writing in its own application without any outside branding. Windward is highly customizable, so the reporting component has the same look and feel as the rest of the software program.

- **Increased productivity for complex reports.** HAL found the amount of time needed to design complex reports was significantly slashed. This is in line with what other Windward customers have noted, who on average spend about a tenth of the time they formerly spent on the reporting process.

	A	B	C	D	E	F	G	H	I	J
1		<b>Aging Invoice Register Report</b>								
2										
3	<b>Customer Numbe</b>	<b>Customer Name</b>	<b>Invoice Date</b>	<b>Invoice No.</b>	<b>Charge Register No.</b>	<b>Amount</b>	<b>Tax</b>	<b>Total</b>	<b>Status</b>	<b>Days Open</b>
4										
5	<b>127</b>	<b>CRP DRILLING R US</b>								
6	127	CRP DRILLING R US	10/Nov/2009	CP-111009	CR0911100003	0	0	0.00	Open	205
7	127	CRP DRILLING R US	10/Nov/2009	USK-TESTINVOICE	CR0911100005	197.5	0	197.50	Open	205
8	127	CRP DRILLING R US	10/Nov/2009	RUSS1	CR0911100006	5402743.94	0	5,402,743.94	Open	205
9	127	CRP DRILLING R US	10/Nov/2009	HAL09-A00000125	CR0911100008	12	0	12.00	Open	205
10	<b>Customer Totals</b>					<b>5,402,953.44</b>		<b>5,402,953.44</b>		
11										
12	<b>123456</b>	<b>OIL EXPLORERS</b>								
13	123456	OIL EXPLORERS	02/Jun/2009	HAL09-A00000088	CR0906020001	106	0	106.00	Open	366
14	123456	OIL EXPLORERS	19/Jun/2009	HAL09-A00000090	CR0906190001	0	0	0.00	Open	349
15	123456	OIL EXPLORERS	10/Jul/2009	HAL09-A00000091	CR0907100001	1155.38	0	1,155.38	Open	328
16	123456	OIL EXPLORERS	16/Jul/2009	HAL09-A00000092	CR0907160001	0	0	0.00	Open	322
17	123456	OIL EXPLORERS	30/Jul/2009	HAL09-A00000106	CR0907300001	0	0	0.00	Open	308
18	123456	OIL EXPLORERS	31/Aug/2009	HAL09-A00000110	CR0908310001	0	0	0.00	Open	276
19	123456	OIL EXPLORERS	31/Aug/2009	HAL09-A00000111	CR0908310002	41	0	41.00	Open	276
20	123456	OIL EXPLORERS	04/Sep/2009		CR0909040001	0	0	0.00	Open	272
21	123456	OIL EXPLORERS	06/Oct/2009	HAL09-A00000116	CR0910060001	177.11	0	177.11	Open	240
22	123456	OIL EXPLORERS	06/Oct/2009	2009100609	CR0910060002	166.67	0	166.67	Open	240
23	123456	OIL EXPLORERS	07/Oct/2009	HAL09-A00000117	CR0910070001	0	0	0.00	Open	239

- **More efficient single report deployment.** Instead of having to compile an entire report set, as HAL did with its previous solution, Windward allows for the quick generation of a single report.

Reports run in seconds and can be generated in a wide variety of output formats, including HTML, PDF, DOCX, XML, RTF, XLSX, XLS, PPTX and direct to a printer.

- **Faster reporting engine.** The reporting engine behind AutoTag, the Windward Java engine (also offered in .NET), is able to generate reports more quickly than HAL's previous solution. The engine has a low memory footprint because duplicated objects share the same object in memory.

Reports make data queries once and cache the results, only pulling each row as needed, whereas some other systems make the same query multiple times. Plus, Windward has eliminated hotspots in the code, which also contributes to engine speed.

## The Achievements

HAL experiences noticeable time and cost savings with Windward.

The company saves time and money on report design—the average Windward customer reports that report creation is at least five times faster—while still receiving timely support.

### About Windward

For businesses in document-intensive industries, Windward Studios is the document generation and reporting software company that empowers business professionals to create beautiful, professional reports. Create custom reports with Microsoft Office as your design tool and a Java or .NET engine that connects to virtually any data source. Windward has been delighting customers since 2004.

“Our previous solution was time-consuming and required us to deploy an entire report set to correct a single report,” Hanebuth said. “The ability to deploy single reports with Windward is much better and a huge benefit.”

The entire reporting process cycle also has been cut, increasing HAL's reporting ROI. Plus, logistics customers benefit from HAL's use of Windward in the form of reduced fees.

“Overall, we've been able to streamline our reporting component, and those benefits in turn are passed along to our customers,” Hanebuth added. “Windward is helping us strengthen our position as the top project logistics software developer in the world.”

Add Reporting and Document Generation to Your Software Application

[Download a free trial of Windward's products](#) or [request a live demonstration](#).