



ENERGY :
GAS NATURAL, THE SPANISH GAS PROVIDER
CHOSSES SCORT TO INTEGRATE ITS EXISTING MAINFRAME
APPLICATIONS WITH SIEBEL

Suresnes, April the 4th, 2003

The Gas Natural Group is a multinational energy services company which focuses its activities on the supply, commercialisation and distribution of natural gas in Spain and Latin America.

Gas Natural chose SCORT, a software provider specialized in integrating central systems with new architectures, in order to realize two projects :

- 1. The integration of its existing Mainframe applications in screen mode (3270) with Siebel, without having to re-write the applications,**
- 2. The direct publication (or through the Siebel user interface) of the 3270 applications on the thin client workstation, when the fonctionnal content is not rich enough as it is.**

The first deployment phase took place in the second half of 2002, and allowed more than 600 strategic users of gas Natural to access - in a unified and transparent way - the Siebel applications, the 3270 applications and the 3270 applications integrated within Siebel. In the end, more than 3.000 users will be concerned by thye project..

The natural complementarity of the SCORT and Siebel products comforted Gas Natural's choice. Mister Jose-Maria BOIXERA, Director of New Technologies at Gas Natural explains, *« We had chosen Siebel as a CRM tool. The fact that the SCORT products, in addition to their robustness and rapidity of implementation, allow at the same time a rapid integration of our existing applications in screen mode (3270) within Siebel without having to re-write them, but also to directly present the navigations of these screen applications, has comforted us in our choice. ».*

As Mister Andreu BRAVO, Architect of the Informations Systems at Gas Natural, explained during a meeting in Paris with big French companies, *« The re-writing of a significant part of our 3270 applications in service mode appeared to us as a risk, long and very expesive operation. To integrate these applications within Siebel through SCORT gave us the same results but with costs and delays neatly inferior. The results of this approach were so concrete and reliable that we decided to put it in production, and as an indirect consequence, the global cost of the Siebel workstation decreased while the users' satisfaction increased. ».*

Already a leader in the fields of Insurance with famous customers such as AXA, AGF, Generali, Groupama, etc... SCORT proves with this contract that its product perfectly answer the needs for integration and publication of the producers et distributors of energy in Europe : after ENEL in Italy, Gas Natural is the second great energy Provider that chose the SCORT products.

About GAS NATURAL

The Gas Natural Group is a multinational energy services company which focuses its activities on the supply, commercialisation and distribution of natural gas in Spain and Latin America. The liberalisation process of the energy sector opens up an opportunity for Gas Natural to become a customer-oriented multi-utility company : To this end it has started to develop a wide range of services and products for the home, such as the installation maintenance contract, and insurances and security services for the home and small enterprices. The company has almost 8 millions customers and its turnover for 2001 was more than 5 billion euros.

About SCORT

SCORT is a European software company specialised in integrating Mainframe systems with new architectures. Today SCORT is a major player in this sector. Some large companies in a number of industries have selected SCORT solutions which offer rapid return on investment (ROI). With an R&D centre based in Paris, SCORT offers its European clients the highest levels of flexibility and support. More information: www.scort.com m

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