

Value Study



Defense CRM Provider Speeds Deployments with Standardized Integration Solution.

Headquartered in the Washington, D.C.-metro area, Permuta Technologies provides enterprise business solutions tailored for Department of Defense (DoD) organizations on the Microsoft Dynamics CRM platform. Permuta's DefenseReady software supports high-tempo DoD organizations on the ground from planning to deployment. It provides the granular-level force mobilization preparation and management required to achieve mission success. For more information on our product, please visit www.DefenseReady.com.

Built by Permuta Technologies on the Microsoft Dynamics[®]CRM platform, DefenseReady[™] is a suite of business solutions designed specifically to meet the needs of Department of Defense organizations. DefenseReady's mission-enabling solutions for Force Readiness, Mission Execution, and Training Management ensure DoD personnel are better equipped to assess readiness and make smarter operational decisions. DefenseReady has a major presence at the DoD and was awarded the Microsoft Dynamics Public Sector Partner of the Year award in 2010. DefenseReady is also highly customized with 60 standard and hundreds of custom entities built.

Situation

Permuta Technologies' success has been driven by its ability to implement solutions for DoD organizations quickly. Its DefenseReady product is built on the Microsoft Dynamics CRM platform so it can offer its customers COTS solutions that are quick to deploy. One of Permuta's customers wanted to modernize their homegrown human resources applications. The customer had 60 to 100 separate applications that manage personnel information. Replacing or modernizing all of these applications was risky, so the customer decided to use DefenseReady to access these applications and provide a familiar, central interface for queries, reports, and dashboards. Once the project started, however, connecting to DefenseReady's numerous custom entities in CRM Dynamics was proving to be too time intensive. Further connecting to external DoD Oracle and SQL databases was also time consuming. Instead of focusing on a rapid deployment, Permuta was using resources to develop custom coded connections, which took too much time and effort.

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– Dave Milton, Chief Technology Officer,
Permuta Technologies

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Solution

Development managers at Permuta began to investigate commercial solutions for integrating data with DefenseReady. After evaluating three products, Permuta selected Enterprise Enabler® from Stone Bond Technologies. One of the main drivers for the decision was that Enterprise Enabler was fast to implement. “We needed a COTS Agile Integration Solution and Enterprise Enabler was fast to implement. Enterprise Enabler auto-detects the data schema, which saved us a ton of time. The auto-mapping of fields and embedded transformation engine, code editors, prebuilt functions and real-time testing accelerates the integration significantly and reduces the time to delivery for DefenseReady,” says Dave Milton, CTO at Permuta Technologies. In fact, Enterprise Enabler saved Permuta hundreds of hours of development time that would have been required to custom code the connections.

Security is a fundamental need to access almost any data in the Department of Defense. It was critical that any connectivity software would meet the strict standards to which DefenseReady must adhere for auditing purposes. DefenseReady deployments contain highly sensitive personnel information such as birthdates, social security numbers, and even classified information. Enterprise Enabler passes, in real-time, the requesting user’s authentication and authorization credentials. This technique ensures the right people access the information for which they are authorized.

The Enterprise Enabler web services interface was also attractive to the Permuta technical team. Users are demanding more access to web-based services and it was easy for Enterprise Enabler to integrate with the Microsoft Dynamics web services feature. Permuta has acquired Enterprise Enabler licenses for each of their current DoD deployments and will be further expanding its use as it acquires new DoD customers. Dave Milton envisions using the solution to synchronize data at different levels and in different groups: “It could be used to synchronize data on different levels of classification, such as secret versus top secret, or segment data access by geography within a command or by headquarters and department.”

Permuta sees DefenseReady with Enterprise Enabler as an effective combination to help grow the company’s base of installations: “Enterprise Enabler is great software backed by a sound company with excellent support. We look forward to growing our Dynamics CRM base, and Enterprise Enabler’s connectivity suite is a big part of this strategy.”