



## Emulex accelerates time-to-market with ArrAy services.

Emulex Corporation was in a tight race. They were aggressively pursuing market leadership in a critical segment of their business, IP storage networking, by developing new products based on the new Virtual Interface (VI) connectivity standard. At the same time they needed to satisfy their installed base and protect the associated revenue stream by responsively maintaining and enhancing their existing product line of proprietary switches and routers. How could they accomplish both goals well and on time? By finding the right strategic engineering partner.

ArrAy, a unique software engineering services firm, helped Emulex accelerate time-to-market while protecting their existing investments. Over the course of a year, ArrAy partnered with Emulex on both sides of the equation – rolling out new products and maintaining current products – to Emulex’s competitive advantage.

Partnership with ArrAy enabled Emulex to speed time-to-market while increasing product quality. Flexible teams of skilled ArrAy engineers fully integrated into Emulex’s development environment while transparently employing their own methodology.

**Enhancing cLAN.** ArrAy’s first engagement project was to provide porting and defect resolution services for Emulex’s existing cLAN™ product line, thereby freeing in-house resources to work on the new VI-based product line, code-named “Orion”.

ArrAy started by implementing client-requested changes to the existing version of cLAN. Then ArrAy ported the product to Linux and resolved defects in that version. Emulex was impressed with the speed and quality of ArrAy’s work, and gave the services vendor responsibility for all software engineering tasks related to the cLAN offering.

**Flexibility and expertise lets ArrAy take on more.** Meanwhile, pressures were mounting on the VI side of the house. Emulex couldn’t hire the right engineers fast enough to keep up with the engineering demand. And they needed the leading-edge developers they did hire to write new code. Missing was a team to focus on testing, installation, builds, and minor feature development.

To acquire the expertise they needed, Emulex invited ArrAy to join their VI-based development team too. “There are a lot of development support and quality assurance



### Customer Story

#### Highlights

ArrAy services help Emulex:

- Satisfy clients
- Maximize revenue from existing products
- Optimize customer acceptance
- Extend market penetration with new products



**“ArrAy was an essential member of our team. They enabled us to aggressively transfer resources to strategic new development while they maximized the value of our existing product line. And then they also integrated onto our new product team and helped us get to market with a high-quality product ahead of anyone else.”** — Gareth Taube, Vice President, Emulex

### Unique ArrAy Value

ArrAy lets customers capture the benefits of a complete development process, in a cost-effective manner, without sacrificing high quality or time-to-market.

tasks that go on with a new product, even before that product is released,” notes John Waszak, Director of Software Engineering at Emulex. “From managing the source and build environment to developing and porting functionality to supporting all of the test requirements — a lot goes into releasing a successful product. ArrAy is very adept at all that.”

ArrAy’s teaming approach to software engineering enabled them to integrate quickly into both the cLAN and VI/IP projects without impeding the progress of either team. ArrAy’s depth of technological expertise allowed them to provide the right expertise, at the right time. Experts moved into and out of teams as their skills were needed, while Emulex paid only for fulltime equivalents.

**Shoulder-to-shoulder on VI.** ArrAy’s VI team developed shoulder-to-shoulder with Emulex’s VI/IP engineers, doing maintenance tasks on code early in its development cycle, conforming to Emulex’s internal schedule, and responding to rapidly changing requirements.

ArrAy engineers fully integrated into the Emulex environment. They utilized Emulex’s development processes, methodology, source environment, bug tracking, and problem reporting and tracking procedures.

At the same time, transparent to Emulex, ArrAy utilized its own ArrAy Way™ methodology to perform maintenance and SQA on the code. Unique to ArrAy, the ArrAy Way combines teaming, software engineering best practices, and documented knowledge capture to enable its software professionals to work very efficiently and effectively with someone else’s code.

Emulex got the best of both worlds – an independent, technically skilled, self-monitoring software engineering group that also integrated completely into Emulex’s own development environment and shared its goals.

“Although ArrAy has a unique and proven methodology, their team integrated seamlessly into our processes and methodologies, utilizing our systems and tools,” says Waszak. “We knew their approach was unique, and it never got in our way. Their productivity and responsiveness was outstanding, and the collateral benefits of documentation and automation will be long-lasting.”

### Partnership enables business success.

ArrAy was a key ingredient in the success of Emulex's new VI/IP product line – a multimillion-dollar line of storage networking host bus adapters and switches.

“ArrAy was an essential member of our team,” says Gareth Taube, Vice President for Emulex. “They enabled us to aggressively transfer resources to strategic new development while they maximized the value of our existing product line. And then they also integrated onto our new product team and helped us get to market with a high-quality product ahead of anyone else.”

ArrAy's services continue to deliver value. The knowledge about Emulex software products, acquired as services were performed, is permanently retained in a Knowledge Repository. Emulex can access this documented knowledge at any time to assist in further evolution of their software.

Emulex continues to develop and market its industry-leading VI/IP products, further extending its leadership position in the IP arena. And ArrAy continues to function as a strategic engineering partner, extending the Emulex product advantage.

### Comprehensive service offerings.

ArrAy's wide spectrum of support includes:

**Maintenance Services** – ArrAy's dedicated team of highly motivated debugging experts quickly integrate into the client's existing engineering organization and relieve in-house developers of the burden of fixing software defects.

**Software Quality Assurance Services** – ArrAy teams integrate with development and release engineering to ensure the most timely, high quality, and supportable software releases.

**Porting Services** – ArrAy porting services transition functionality from source to target. This includes transitioning from one platform to another or one architecture to another, and optimizing the code base for that new target.

**Enhancement Services** – ArrAy enhancement services add new features and functionality to existing code bases.



**“We knew their approach was unique and it never got in our way. Their productivity and responsiveness was outstanding. The collateral benefits of their documentation and automation will be long-lasting.”**

— John Waszak, Director of Software Engineering, Emulex



**ArrAy Incorporated**

**115 Flanders Road  
Westborough, MA 01581  
[www.arrayinc.com](http://www.arrayinc.com)  
(508) 898-9593**

**About ArrAy.** ArrAy Incorporated is a software engineering services firm that provides unique post-initial-development support to product developers. Its services help reduce client time-to-market while increasing product quality. Unlike traditional contractor or outsourcing alternatives, ArrAy's proven methodology, expertise, and collaborative work style deliver both an immediate and lasting solution for strategic engineering advantage.

ArrAy and ArrAy Way are trademarks of ArrAy Incorporated. cLAN is a trademark of Emulex Corporation. Other trademarks are the property of their respective owners.

© 2002 ArrAy Incorporated. All rights reserved. Printed in the USA. 1/02