



Excellent Management Systems Uses Toad® Development Suite to Help Customer Successfully Fight Compliance Lawsuit, Saving Tens of Millions of Dollars

Excellent Management Systems, Inc. is a management consultancy that helps companies improve their regulatory compliance and contractual obligations with agencies such as General Services Administration (GSA). For more than 15 years, the firm has helped companies solve compliance problems, capitalize on opportunities, and achieve their goals. His clients include corporate giants like Sun Microsystems, Hogan and Hartson, Hitachi Data Systems, and Silicon Graphics.

The Challenge

Excellent Management Systems relies on the Toad Development Suite for Oracle for a variety of projects, from building custom data warehouses and business intelligence systems to demonstrating regulatory and contractual compliance. In this case, Excellent Management Systems was hired by a large company being investigated by the GSA. Its task was to dig into the data related to the company's sales practices in order to support a GSA litigation defense.

The Quest Solution

The Toad Development Suite for Oracle enabled Excellent Management Systems to help the law firm successfully defend its client against the GSA's allegations. The stakes were enormously high: losing the case would have meant the client would be required to pay millions of dollars in unjustified penalties and fees, and would put its GSA contract at risk.

Excellent Management Systems had purchased Toad for Oracle (Toad Development Suite for Oracle), the industry-leading database development and administration tool, after the trial version made a strong impression. With simple navigation, seamless workflow, and advanced PL/SQL editing and optimization capabilities, Toad increases both user productivity and application code quality. President and CEO John Weathington, Excellent Management Systems, finds Toad so essential that when he goes to a client, he immediately recommends it if it's not installed.

Weathington is particularly impressed with Toad's ability to optimize SQL statements. Properly optimized SQL is essential to his business, particularly when SQL queries are run multiple times on large datasets over time. "Toad's SQL Optimizer always works," stated Weathington. "This thing is fantastic. It has literally saved me months, if not years, of work. I've had queries that people have already settled on taking three hours, and I was able to crank that stuff out in two minutes—I'm not kidding you— just by running the code through SQL Optimizer to produce a better query plan."

Toad for Oracle Xpert is one part of the Toad Development Suite for Oracle, which also includes Quest Code Tester for Oracle and Benchmark Factory® for Databases. This suite helps developers write cleaner code faster with fewer bugs and ensure the performance and scalability of code before it is deployed to production. Quest Code Tester for Oracle in particular has proven invaluable to Excellent Management Systems. The first and only automated PL/SQL code testing tool, Quest Code Tester delivers practical and thorough code testing for Excellent Management Systems, even when deadlines are tight. "There is nothing like it that I know of, or anything that really comes close to its ability to thoroughly test the functional capabilities of code," commented Weathington.

The Bottom Line

To gather the data necessary for the defense of its client, Excellent Management Systems needed to write SQL scripts to perform ETL. This is the process of extracting data from various sources, transforming

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- John Weathington
President and CEO
Excellent Management Systems

Overview



Headquarters

San Francisco, CA

Services

Helping companies improve regulatory and contractual compliance .

Critical Needs

Quickly produce effective SQL scripts to extract, transform, and load data and support GSA litigation defense

Solution

Toad® Development Suite for Oracle

Results

- Delivered solid data to support GSA litigation defense,
- fortifying tens of millions of dollars in GSA contract revenue
- Reduced running time of SQL queries from hours to minutes



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it to fit business needs, and loading it into a database or data warehouse. Toad's SQL Editor enabled Weathington to quickly produce the scripts to transform the initial set of tables into the datasets required to address the GSA's allegations. "Toad's SQL Editor is tremendous," said Weathington. Because time was of the essence in this case, I didn't have time to crank out data dictionary code."

Toad's SQL Optimizer ensured that the SQL was performing as well as possible, enabling Excellent Management Systems to deliver the results on time. As Weathington explained, when he is doing ETL and working with large amounts of data, he does not have the luxury of waiting for scripts to run overnight: "What happens if you come back in the morning and you've got the wrong results?"

Using Toad's SQL Optimizer, he was able to run a query in just a few minutes: "You kick it off; it runs; you look at the results," explained Weathington. "If the results are correct, then good, go with it. If they're not, at least you have the opportunity to make modifications and run it again. You're only talking about a two-minute process."

Moreover, Quest Code Tester for Oracle gave Excellent Management Systems the confidence that the results provided to the law firm were accurate. "Quest Code Tester allows you to do what I call functional compiling," explained Weathington. "It makes sure that whatever you've written not only has correct syntax, but also that your code is actually producing the expected results."

In a lawsuit situation, Weathington said, such credibility is critical: "You can't submit something and then take it back and say, 'Oh, I'm sorry; I was wrong.' Quest Code Tester lets me say, without a shadow of a doubt, this is definitely what's going on."

About Excellent Management Systems

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About Quest Software, Inc.

Quest Software, Inc., a leading enterprise systems management vendor, delivers innovative products that help organizations get more performance and productivity from their applications, databases, Windows infrastructure and virtual environments. Through a deep expertise in IT operations and a continued focus on what works best, Quest helps more than 90,000 customers worldwide meet higher expectations for enterprise IT. Quest provides customers with client management as well as server and desktop virtualization solutions through its subsidiaries, ScriptLogic, Vizioncore and Provision Networks. Quest Software can be found in offices around the globe and at www.quest.com.

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