

iForce Partner Program

Developer Code Camps




Testimonials

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- **Jay Theodore**,
Software Development Lead
for Middleware and J2EE,
ESRI

"The Sun code camp on designing Web services with XML was an extremely cost-effective way to learn. Within a week we had our applications available as a Web service with all file and data exchange done in XML and HTML."

- **Steve Wood**,
Technical Director,
Informavores

"The success that our instructors had in demonstrating how to implement these technologies could not have been possible without Sun Code Camps."

- **Amr Mostafa Elshafey**,
Java Department Head,
The Information Technology
Institute (ITI)

High Quality Technical Education Anytime, Anywhere Over the Internet

Through Sun's Code CampsSM offering of the iForceSM Partner Program, software development engineers have an ideal place to gain experience with new Sun technologies. Code Camps contain substantial technical content, programming exercises and sample code — all available at no charge on sun.com. Sun Code Camps provide an engineer-to-engineer learning experience that is intensive and technically stimulating. The focus is on delivering programming information and sample code that developers can put to good use immediately. The Code Camps and Demonstrations consist of slides, lab manuals and demo code.

Customized Java™ Code Camp — A Highly Cost-Effective Way to Prepare ESRI for Future Developments

ESRI is the world leader in geographic information system (GIS) software. The company's products serve the needs of organizations ranging from small businesses to global enterprises. ESRI applications run on Sun platforms, which are very prominent in ESRI's enormous installed base.

ESRI takes excellent advantage of Java™ technology in its applications, and has developed substantial expertise in Java programming. For a new product release that is currently in development, however, ESRI wanted to take advantage of new capabilities in the Java platform that its developers did not know, including advances that extend the usability of J2EE™ to end users. Therefore, ESRI needed a way to train its developers specifically on these new features.

"If we'd sent our developers to a standard Java training course, they'd have wasted their time learning things they already knew and probably wouldn't have learned what they needed to," said Jay Theodore, ESRI Software Development Lead for Middleware and J2EE. "We'd had an excellent experience before with Sun Code Camps, so we approached Sun regarding our interests. Sun was the obvious choice to satisfy our needs because they know which directions they're taking Java technology far better than any other party."

Sun responded by assigning a Java training expert to customize a code camp for ESRI's particular interests. She spoke extensively with ESRI's developers to learn which Java features were of interest and which were not, then prepared an online set of lectures, presentations, and programming examples that fit ESRI's needs. The ESRI developers spent four days absorbing this content from the convenience of their offices. They learned just what they needed to, and proceeded to achieve their development goals.

"Our course instructor from Sun did an outstanding job," reported Theodore. "She understood our situation well and applied what she learned well in customizing the course. She left out topics that didn't apply to us and put in everything we needed (all at no charge). It was tremendously cost effective. We couldn't have afforded to send all our Java

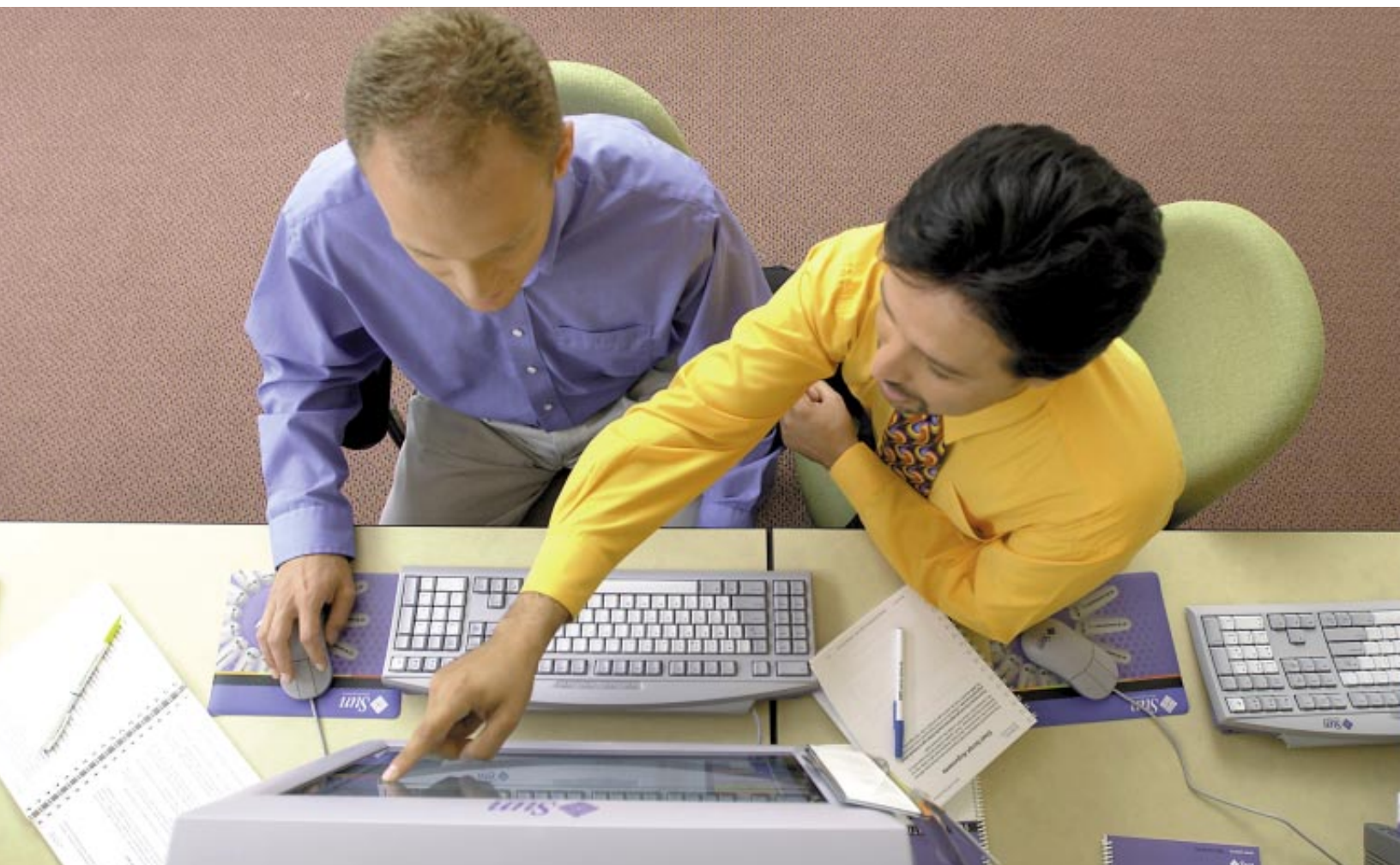
developers to a third-party training course. Instead we got exactly what we required for minimal expenditures of time and money. Not only did we develop the skill set we needed for the current development, but we learned a lot about where Java technology is going in the future and the recommended design patterns for today's implementation. That will help us enormously in planning the next round of developments. I highly recommend Sun Code Camps. They've made a big difference for us."

Sun Code Camps Help Informavores Migrate from Microsoft to a Completely Open Environment

Informavores provides a suite of software products called Firefly that allows ordinary computer users to quickly and easily create powerful decision support, data capture and analysis tools. A key element of the Informavores business concept is platform

independence, the ability for customers to take advantage of Firefly technology on any platform just by accessing and using the company's Web-based tools. To achieve this platform independence, Informavores needed to provide its technology through Java Web Start and Web services using open standards such as XML, HTML, and Java technology. The firm's development staff, however, had never developed Web services before and needed help learning how.

"Sun, since it's so widely known for open standards, was the natural place to turn for education on developing Web services using XML," said Steve Wood, Technical Director. "The Sun Code Camp on designing Web services with XML was an extremely cost-effective way to learn. There was no charge at all, and within a week we had our applications available as a Web service with all file and



data exchange done in XML and HTML. A conventional training course would have entailed an appreciable expense, and it would have been far slower and less effective. We'd have had to go at the pace of the instructor and the other students, spending time on aspects unimportant to us. Instead, with the code camp, we could spend our time only on the aspects that made a difference to Informavores and as much time as we wished on them."

While on sun.com to take the code camp, Wood learned about the Sun iForce program and the benefits it offers to companies like Informavores. In order to increase its exposure and associate itself with the Sun brand, Informavores proceeded to join the program and is now a Sun iForce Strategic Partner.

The implementation of Web services culminated Firefly's migration from a Microsoft based environment to the completely open environment of XML, HTML, and Java technology. Using the combination of Java's Web Start technology with Web services has allowed Informavores to harness the power of the desktop while still providing the accessibility provided by the Internet. Firefly is now available under the decision process hosting model, which offers unique and powerful benefits to customers in many industries. With no programming, and often within a matter of seconds, they can create powerful online tools for supporting complex decision-making processes. "Our success in creating this capability was absolutely critical to Informavores," concluded Wood. "The Sun

Code Camps and Techtips were immeasurably important in achieving these goals. Code Camps are fast, succinct, and very cost-effective — a great resource."

ITI Measures Sun Code Camp Success by Quality of Student Projects

The Information Technology Institute (ITI) is an Egyptian government institution established to conduct technology training for customers in Egypt and throughout the Middle East. ITI's goal is to provide highly qualified IT professionals to serve markets in Egypt and other countries in the area. Although ITI is a non-profit institution, it must still compete for customers with other educational institutions. Therefore ITI's tutors and instructors must have up-to-date knowledge of key areas of its curriculum such as Java technology.

"The IT environment is changing rapidly and we needed a cost-effective way for our tutors and instructors to keep their knowledge levels current," explained Amr Mostafa Elshafey, Java Department Head. "Sun, the founder of Java technology, is the obvious source and Sun Code Camps are the ideal teaching vehicles. Since they are available over the Internet, they are a fast, efficient, and cost-effective way to learn."

ITI's courses are structured as seven months of instruction followed by a two-

month project focusing on the technologies taught. At the conclusion of ITI's most recent Java technology courses, the students had an exceptionally high success rate on their projects. Elshafey attributes the professionalism of the project results to the Sun Code Camps that ITI's tutors benefited from. "The success that our instructors had in demonstrating how to implement these technologies could not have been possible without Sun Code Camps," he said. "These Camps give us a competitive advantage over other training institutions."

Benefits for Organizations of All Types and Sizes

Sun Code Camps are the fastest, most convenient, and most cost-effective way to learn about new Sun and open systems technology for software developers in organizations of all sizes — from a software industry powerhouse such as ESRI, to a small firm with a bright future like Informavores, to an educational institution like ITI seeking a competitive advantage in its market. Though these partners and their developer institutions differ tremendously in character, they report the same bottom line benefits of Sun Code Camps — top quality education on current technological developments, learning at one's own pace, at a time and place of his or her choosing, all at no cost.

To participate in Code Camps, check out the topics at <http://developers.sun.com/events/techdays/codecamps/>

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