Sagem Monetel *slashes costs and greatly enhances ease of administration of its electronic terminals with* *MySQL*

Headquarted under the sun of southern France, Sagem Monetel has been shining worldwide for 20 years.
A specialist with an international reputation, the company develops and markets electronic transaction terminals. The different systems are based on smart card technology: payment terminals, check printer-readers, health insurance card readers, payment modules for automatic systems, meter reader terminals, etc.

Multi-purpose terminals

Sagem Monetel possesses specialist knowledge in the combination of software (applications, embedded operating systems, and communication modules) with smart card terminals that offer reliable and secure systems. Hundreds of thousands of the products made by this subsidiary of the Safran group have been deployed worldwide. "We have two types of customers: banking or financial organisations and electronic terminal operators", explains François Colom, server products manager at Sagem Monetel. According to the type of card, the terminals interface the transmission point with the transactional networks across the internet or the telephone network.

"With MySQL, we have cut the cost of the database licences sold to our customers and made our product more attractive."

François Colom
Server Products Manager
Sagem Monetel

Specifically, the terminals are designed to identify the type of card (healthcare, bank, credit, private or loyalty) and to act as the interface between the point of issue and the financial transaction networks. Sagem Monetel's TMS software (Terminal Management System) provides the means of remotely updating the software inside the electronic terminals. TMS centralises the settings, the update logs and the error or incident diagnostics of each terminal. Until mid-2005, this information was stored in a traditional, proprietary database.

Database costs reduced 20-fold

"The license fees of the database vendor substantially increased the sale price of TMS for our customers. So we opted for an Open Source database", explains François Colom. An internal study found that MySQL 5.0 was the best choice. After a few days of training delivered by a MySQL consultant, the four Sagem Monetel developers were able to define the database for the company's new customers.

"This solution has reduced the cost of the TMS database licence. Installation and configuration costs have also been cut. In just a few months we have sold around ten MySQL servers", exclaims the manager. The Safran group subsidiary has made the most of this development by simultaneously reviewing and enhancing the TMS client interface, which now uses PHP code and the Apache internet server rather than PowerBuilder.

The company was convinced by a number of technical factors that go beyond the clear economic advantages of the MySQL solution. "The stored procedures, or in other words the direct integration of the application logic in the database, make control and development much easier", states Pascal Rondeu, TMS development manager for Sagem Monetel.

"Thanks to MySQL's stability, we don't feel limited in our future development."
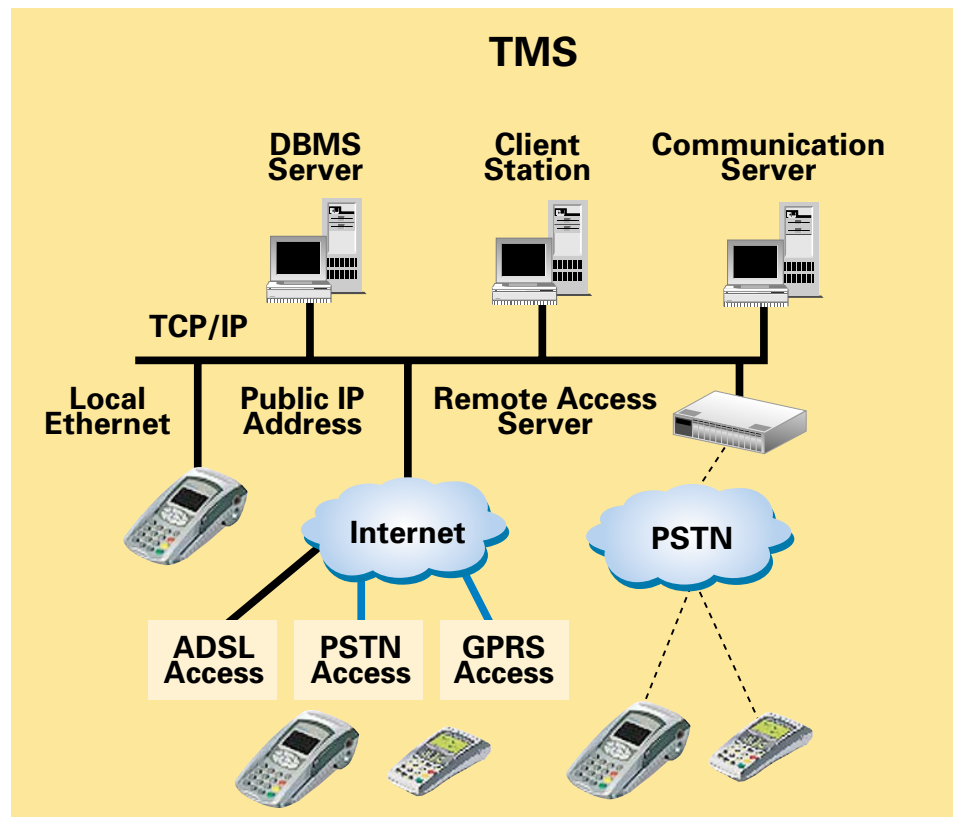
Pascal Rondeu
TMS Development Manager
Sagem Monetel

MySQL 5.0, for your Business-Critical Applications

MySQL handles complex transactions that involve the validation of many successive tables and the graphical tools provided make the product very easy to use: quick browsing in the tables with MySQL Query Browser and supervision of operations with MySQL Administrator. Programming the database is also much easier using the views.

"Thanks to MySQL's stability, we don't feel limited in our future development. We are very happy with it. We know that MySQL can scale and address our future needs", explains Pascal Rondeu.

Sagem Monetel is now considering the use of other MySQL features or technology such as the log functions that record the status of data at a given time, or MySQL Cluster. MySQL represents a great foundation for future development.

Technical Environment

Hardware:	Dell, HP, NEC servers
OS:	Microsoft Windows Server 2000 and 2003
Database:	MySQL 5.0
Database size:	Up to 2GB, 100 stored procedures

About MySQL

MySQL AB develops and supports a family of high performance, affordable database products — including MySQL Network, a comprehensive set of certified software and premium support services. The company's flagship product is the MySQL Server, the world's most popular open source database, with more than 8 million active installations. Many of the world's largest organizations, including Yahoo!, Alcatel, The Associated Press, Suzuki and NASA are realizing significant cost savings by using MySQL to power high-volume Web sites, business-critical enterprise applications and packaged software. With headquarters in Sweden and the United States — and operations around the world — MySQL AB supports both open source values and corporate customers' needs in a profitable, sustainable business. For more information about MySQL, please visit **www.mysql.com**.

The World's Most Popular Open Source Database