

Maintain control while letting IBM solution experts do the work

Don't miss out on e-business opportunities because of a shortage of in-house skills and experience to implement the required system and business process changes. IBM WebSphere Business Integrator provides a responsive, flexible, collaborative and comprehensive solution with complementary IBM Services consultants available to help you win in the business-to-business marketplace.

We'll give you the most effective tools to stay ahead of the competition

You need to differentiate your business solutions and deliverables to stay ahead of the competition. You can win in the marketplace by providing rapid accommodation for changes and allowing for quick deployment of new business models. IBM WebSphere Business Integrator can minimize changes to the existing software environment while helping you integrate your business processes, leverage existing assets, and use the skills your people already possess.

IBM WebSphere Business Integrator -- a robust software solution combined with IBM Services experience

IBM Services has the most effective set of defined services offerings to enable your organization to develop and implement business-to-business solutions. Moving through a structured set of engagements, IBM Services teams will help you scope your business integration initiative. Using pre-defined topologies, consultants will model and deploy your business processes on IBM's WebSphere software platform for e-business to help you achieve the business agility required for today's e-business environment.



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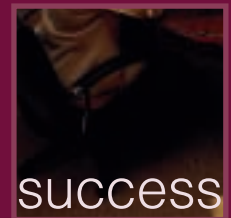
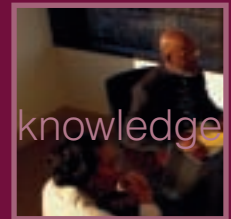
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IBM Process Implementation Services for WebSphere® Business Integrator

IBM experience -- Paving the Way to Success



We'll create a program that's right for you.

The IBM Process Implementation Services for WebSphere Business Integrator program is structured yet flexible, and is based on your specific needs and priorities. The program takes you through five defined phases: the solution exploration workshop, proof of concept, customization and installation, pre-production pilot and production implementation. The five phases of the program work in conjunction with an appropriate education curriculum.

Solution exploration workshop

IBM Services consultants will work with your team to demonstrate the value of business-to-business integration automation. Through a carefully structured, three-day on-site workshop with our business integration architects, we will choreograph a sample application integration problem. Models that describe the problem and solution, including a process flow model, an information model, an organization

model and a state transition model will be prepared. The benefits of reduced manual intervention, greater accuracy, fewer errors, reduced overall processing times and costs, and enhanced interactions with trading partners will be demonstrated. The plans and models developed in this workshop will provide you with the proof you require to move forward with your IBM WebSphere Business Integrator solution.

Proof of concept

Upon completion of the proof of concept, IBM Services will have built and demonstrated a prototype of a business-to-business scoping solution based on a simplified version of one of your business integration problems. Elect to run the project in your facilities and IBM will work on-site with you, supplying hardware and software resources as required. Alternatively, choose to work at an IBM facility where access to your core systems is simulated and solutions are constructed from existing solution templates. Both approaches leverage our skilled architects and developers to enable your solution to be prototyped rapidly with minimal infrastructure investment. The value of IBM WebSphere Business Integrator will be demonstrated using a rapid development process allowing you to efficiently assess this technology. Whichever path you take, IBM Services will pave your way to success.

Customization and installation

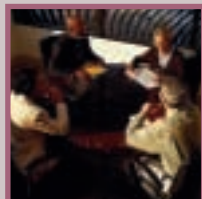
Use of our specialized teams leads to execution efficiency and minimizations of delays related to installation and customization. The installation and customization engagement is designed to accelerate the development and implementation schedule, resulting in an expedited platform and IBM WebSphere Business Integrator infrastructure installation. Specialized IBM consultants will implement, develop and test your production environments in preparation for the pre-production pilot.

Pre-production pilot

Prove the benefits and value of a business integration project by building a working business-to-business system focussed on one area of your operation. Implementing a pilot based on a limited business scope enables you to establish new process metrics and develop a sense of the incremental value obtained from the automated and re-engineered processes. The IBM Services team will ensure that you are able to apply the WebSphere Business Integrator solution in the most effective way.

Production implementation

Working with a detailed project plan built with your input, IBM Services consultants will complete production implementation. IBM Services' experience helps you address all elements of the plan, guiding you through the implementation of your newly architected solution and addressing all aspects of interoperability. Reap the rewards of cost reduction, operational efficiency and increased customer satisfaction as your enhanced business processes get implemented.



How to reach us

IBM Services will provide you with the experience, resources and skills to make your e-business solution succeed in today's business world -- and beat tomorrow's competition.

Contact your IBM Sales Representative or send an e-mail to swsvcs@us.ibm.com for more information.