Leveraging Technology, a new IBM Commerce Sales Business Partner, collaborates with IBM Commerce Sales General Business team close $290K Healthcare Industry win at Independent Health

The Players:

Independent Health, headquartered in Buffalo, New York, has been a long time WebSphere Software customer of IBM's, their trusted business advisor and active IBM Premier Business Partner is Leveraging Technology. Leveraging Technology is one of the early adopters of the Sterling Commerce products and began a collaborative sales cycle with the IBM Commerce Sales team to support the Independent Health opportunity.

Business Challenge:

The near-term vision for the project is to relieve cumbersome manual processes related to exchanging information with Independent Health's business trading partners, while meeting information security and compliance requirements. Today, these trading partners include ASK (claims clearinghouse), membership groups, provider groups, service providers, application vendors, healthcare analytics partners, and others.

Business Solution:

The renovation project will replace the current legacy environment to a more robust software solution aimed at several objectives:
- – Automate current manual steps
- – Relieve administrative burden
- – Enable new business processes for rapid trading partner setup
- – Meet standards for information security and compliance
- – Provide robust logging to support auditability

The project will also be a foundation for a longer-term vision of making Independent Health easier to do business with and thereby differentiating the company from competition. ***This win displaced Tibco.***

Results:

The sales collaboration resulted in a $140K license sale of IBM Sterling File Gateway and $150K license sales of IBM WTX. Leveraging Technology will be able to leverage Sterling Commerce's past experience and best demonstrated practices, implementing software at Independent Health. Hot on the heels of this deal are several more leads from Leveraging Technologies, making this the first of many joint IBM Business Partner wins with Leveraging Technology for the IBM Commerce sales team.

Winning Team:
- – Dave Sutherland- IBM Commerce Business Solutions Software Sales Specialist
- – Jeff Becker- IBM Commerce Business Solutions Sales Director
- – Craig Scheuer- IBM WebSphere Sales Specialist
- – Dan Thompson- IBM WebSphere IT Specialist
- – Dan Sweeney- Sterling Integration Product Executive
- – Michael Forristall- Primary SE
- – Ken Schoff- Supporting SE
- – Michelle Lamb- IBM/Sterling Business Partner Manager
- – Ed Castine – Sales Director, Leveraging Technology

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