

BearingPoint and IBM Cognos Solutions

Partners in Corporate Performance Management

Overview

BearingPoint and IBM Cognos® solutions have jointly delivered more than one hundred successful customer implementations. Our growing alliance has helped our customers drive, monitor, and attain high levels of business performance.

IBM Cognos solutions are world leaders in corporate performance management software. BearingPoint is one of the world's largest providers of management and technology consulting services. Together our combination of consulting experience and world leading enterprise business intelligence (BI) solutions can provide the key elements for effective Corporate Performance Management (CPM) implementations, linking all parts of the management cycle, from modeling and planning to reporting and re-forecasting.

Meeting customer needs

Today, BearingPoint is the largest global IBM Cognos BI software partner and the only global system integrator that is an Accredited IBM Cognos Enterprise BI Services Partner. IBM Cognos solutions also constitute BearingPoint's largest BI alliance partner. Both companies recognize the benefits of their business relationship to win business in the growing CPM market.

Gartner's 2007 CIO Agenda survey lists "business intelligence applications" as the top technology priority of CIOs for 2007.¹

Working together, the IBM Cognos alliance with BearingPoint leverages their respective strengths to close BI and CPM deals with commercial, financial and public sector organizations around the world.

Technical specifications

Using BearingPoint expertise, IBM Cognos 8 Business Intelligence facilitates simplified deployment and use. BearingPoint takes users from adoption to implementation, and amplifies the search capabilities of IBM Cognos 8 BI.

Features and benefits

Integrated solutions and services

IBM Cognos 8 Business Intelligence is a comprehensive solution that delivers a simplified BI environment to improve user adoption, enable better decision making, and serve as an enterprise-scale foundation for performance management. Many services have been developed in conjunction with BearingPoint. These include migration, enterprise search and blueprint applications, and this collaboration results in applications that customers can easily tailor to their business needs.

Feature overview

Migration services

Serving as a testament to the depth of the BearingPoint-IBM partnership, IBM Cognos 8 BI Migration Services (CMS) are the result of a joint IBM Cognos solutions/BearingPoint development effort. BearingPoint assumes preferred partner status for CMS with one important goal in mind: help the largest and most important users of IBM Cognos solutions successfully move from legacy environments to the industry's most powerful modern platform, IBM Cognos 8 BI. BearingPoint provides a multiphase approach for helping customers migrate

BearingPoint and IBM Cognos Solutions

to IBM Cognos 8 BI, taking the customer from assessment to implementation.

Throughout the migration, both companies gain insights into customer business goals, priorities and information architectures while building long-term customer relationships.

Offering a three-year window for migration projects, IBM Cognos 8 BI lets customers make a smooth transition to IBM Cognos solutions.

Enterprise Search Solutions

IBM Cognos 8 BI features a breakthrough BI search capability that offers incredible value to enterprises. It changes the way BI is delivered to the enterprise by allowing ubiquitous secure access to enterprise information through a familiar search interface.

IBM Cognos 8 BI, when coupled with leading enterprise search platforms and the BearingPoint Extension Platform (BEEP), offers advanced enterprise search features and benefits to BearingPoint customers:

- **Real-time access** to performance management information
- **Efficient, relevant results** – even when requesting large reports accessed by thousands of users
- **Increased effectiveness** through enhanced decision making based on the ability to consider more information

IBM Cognos Performance Blueprint Solutions

To help speed sales cycles and reduce customer risk, IBM Cognos Performance Blueprints, industry and practice-based implementation roadmaps, let organizations apply industry-leading practices quickly without “reinventing the wheel.” The IBM Cognos Budget Planning for Defense Performance Blueprint is one such guide and it was developed through close collaboration between IBM Cognos solutions and BearingPoint. Using this Blueprint and BearingPoint domain knowledge, the two companies are developing a complete budgeting solution for defense agencies that will deliver:

- Program Objective Memorandum (POM) Planning
- Top-down/bottom-up planning, budgeting and forecasting
- Costing
- Budget Reporting and Analysis
- Document Publishing

Partnering for CPM success

The BearingPoint and IBM Cognos partnership implements systems and solutions that help customers streamline operations, enhance decision-making throughout the enterprise, and have a dramatic impact on the customer’s bottom line. To learn more about the IBM Cognos /BearingPoint relationship and how it can lead you to new revenue opportunities, contact one of the IBM Cognos representatives listed below.

Partnership credentials

- BearingPoint – Winner of the Cognos System Integrator of the Year award 2006 – 2007
- Cognos – BearingPoint’s top revenue generating BI partner
- BearingPoint – The only IBM Cognos global System Integrator to achieve BI solution accreditation

BearingPoint: Global Systems Integrator of the Year

BearingPoint is the reigning IBM Cognos Systems Integrator of the Year and is the only systems integrator to achieve IBM Cognos’ highest level of BI certification.

BearingPoint brings:

- The most trained and certified consultants in the industry
- Jointly developed and integrated methodologies
- Broad cross-industry success
- Award-winning qualifications

About IBM Cognos BI and Performance Management:

IBM Cognos business intelligence (BI) and performance management solutions deliver world-leading enterprise planning, consolidation and BI software, support and services to help companies plan, understand and manage financial and operational performance. IBM Cognos solutions bring together technology, analytical applications, best practices, and a broad network of partners to give customers an open, adaptive and complete performance solution. Over 23,000 customers in more than 135 countries around the world choose IBM Cognos solutions.

For further information or to reach a representative: ibm.com/cognos

Request a call

To request a call or to ask a question, go to ibm.com/cognos/contactus. An IBM Cognos representative will respond to your enquiry within two business days.



© Copyright IBM Corporation 2009

IBM Canada Ltd.
3755 Riverside Drive
Ottawa, ON, Canada K1G 4K9

Produced in Canada
March 2009
All Rights Reserved.

IBM and the IBM logo are trademarks of International Business Machines Corporation in the United States, other countries or both. For a complete list of IBM trademarks, see ibm.com/legal/copytrade.shtml.

Other company, product and service names may be trademarks or service marks of others.

References in this publication to IBM products or services do not imply that IBM intends to make them available in all countries in which IBM operates.

Any reference in this information to non-IBM Web sites are provided for convenience only and do not in any manner serve as an endorsement of those Web sites. The materials at those Web sites are not part of the materials for this IBM product and use of those Web sites is at your own risk. P22414

Endnotes

- 1 Gartner, "Creating Enterprise Leverage: The 2007 CIO Agenda", M. McDonald, T. Nunno, February 2007

