

Business Process Integration

It's been said that 54% of IT spending today occurs in mid-sized businesses with less than 1000 employees. Increasingly, mid-sized businesses are finding that they need to reduce time and resources dedicated to building and integrating applications. They also want to integrate systems and processes better to deliver information to their customers, employees, and partners more efficiently and consistently. In fact, such integration can be one of the most competitive and important assets for a business. According to AMR Research (Tech Trend study), application integration is among the highest areas of IT spending expected. In other words, the market could be readier than ever for providers who can provide business process integration solutions and services for mid-sized businesses.

IBM Express Middleware can help. Designed specifically for mid-sized businesses, IBM Express Middleware provides the flexibility needed for quicker time to market in helping mid-sized businesses along their journey into the on demand world. IBM Express business process integration offerings bring the strengths of enterprise-wide integration technologies and capabilities to mid-sized businesses that prefer price competitiveness, easier installation and deployment across multiple platforms, including Linux, and easier management of IT resources.

IBM WebSphere Express offerings, including WebSphere Business Integration Server Express, WebSphere Business Integration Express Plus Item Synchronization, WebSphere MQ Express, help capitalize on business opportunities for customers. IBM business partners can leverage IBM's Express business process integration offerings to provide a complete solution. With an extensive network of resources at their disposal, IBM business partners have direct access to leading-edge technology, education, training, and marketing materials, as well as partner-specific offerings such as the Solution Builders Express portfolio, to help build best-of-breed solutions for mid-sized businesses. To get started now, please take a look at the following table, which offer insights of how IBM's Express and business process integration offerings can help address mid-sized businesses in five key industries today.

IBM supply chain management offerings for the SMB electronics industry are designed to help reduce the costs across the value chain to lower inventory and generate fewer markdowns, efficient use of resources, better delivery reliability, fewer outages, and lower cycle times. **Benefit:** Reduce operational costs.

IBM inventory, warehouse and shipping management offerings for the SMB wholesale industry are designed to help demonstrate improved sales analysis, forecasting and demand planning, better warehouse labor utilization, improved shipment scheduling and planning. **Benefit:** Decrease costs through operational efficiencies.

IBM production, operations and logistics offerings for the SMB automotive industry are designed to help with management, distribution, and collaboration on design work; integration of factory information throughout the supply chain; and on demand parts-ordering and order tracking. **Benefits:** Enhance design collaboration and decrease production costs by improving information flow across the organization and value chain.

IBM supply chain integration offerings for the SMB retail industry are designed to help retailers integrate with trading partners, synchronize product and inventory information using such standards as UCCNet's GLOBAL registry and AS2 EDI (over the Internet), and align demand and supply. **Benefit:** Integrate across the supply chain for greater efficiency.

IBM item management and synchronization offerings for the SMB consumer products industry are designed to help improve item accuracy and decrease item errors, improve inventory tracking, and increase customer service and enhance customer satisfaction. **Benefit:** meet product data requirements and improve operations by streamlining product item synchronization processes.

For additional resources, visit the Business Partner Zone at: www.ibm.com/partnerworld/software/zone

