IBM

NetManage bolsters extranets with IBM e-business solutions.

Over the past 17 years, NetManage has been providing companies with technology to communicate with employees,

Application	Enterprise-class extranet solutions
Business Benefits	Quick extranet deployment with minimal maintenance; savings of more than $500,000 annually for one customer and 75% decrease in call load for another customer using Salvo; developer talent pool for building e-business applications increased
Software	IBM WebSphere™ Application Server, Standard and Advanced Editions IBM WebSphere Studio IBM WebSphere Performance Pack IBM Net.Commerce IBM DB2® Universal Database™ IBM VisualAge® for Java™ IBM eNetwork™ Firewall

customers and business partners over intranets, extranets and the Internet. Headquartered in Ottawa, Canada, the company is forging ahead in the online business-to-business and business-to-consumer markets by providing award-winning "Enterprise-to-Extranet" solutions.

NetManage's flagship product is Salvo, a true middle-tier application development framework that uses component-based business logic to create new information from existing corporate data. The latest release, Salvo 4.1, can be fully integrated with several IBM e-business products: IBM WebSphere Studio, IBM WebSphere Application Server, IBM WebSphere Performance Pack, IBM Net.Commerce (START and PRO versions), IBM DB2 Universal Database and IBM eNetwork Firewall.

"The strategic partnership between NetManage and IBM is very valuable to companies looking to rapidly move their business processes online. The combined strengths of our technologies provides customers with unequaled e-business and e-commerce integration, giving them fast time-to-market and true competitive advantage."

—Lew Shepherdson, Director of Strategic Marketing, NetManage

Business users can develop extranet applications with Salvo 4.1, which integrates with IBM e-business solutions.

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e-business

As the first available application development framework for delivery-chain extranet applications, Salvo already has a solid customer base. For example, Atlas Van Lines is saving more than half a million dollars annually with a Salvo-created application that handles ordering, price quotes and driver assignments. Based on communications cost savings, Atlas recouped its investment in four months. Avis Europe Plc. used Salvo to connect remote users to its IBM mainframe system in the U.S., saving on client-level software installation and distribution. Blue Cross/Blue Shield of New Mexico realized a 75 percent decrease in call load, because Salvo provides realtime online access to information regarding status of claims, purchase orders and provider information.

"Recent research conducted by Crossroads has shown that the key issue for Fortune 1000 and mid-sized companies is improving customer and partner processes," says Lew Shepherdson, director of strategic marketing at NetManage. "IBM's cutting-edge technology, combined with NetManage's Salvo, will allow these companies to turn their existing enterprises into those desired, market-facing solutions—providing extensive time, cost and risk savings."

Empowering business users
Salvo 4.1 consists of Salvo Server and Salvo Impact, a visual application development environment. Implementing Salvo 4.1, business users can easily create extranet applications taking advantage of WebSphere Application Server, Standard Edition and Advanced Edition, and WebSphere Studio. NetManage will soon use WebSphere Application Server, Enterprise Edition. Line-of-business developers, in turn, can deploy Salvo 4.1 to integrate Net.Commerce sites with enterprise business systems.

"Salvo dramatically increases the available developer talent pool for building e-business applications using WebSphere [Application Server]," notes Gerry O' Brien, director of technical alliances for NetManage.

Salvo Server integrates with WebSphere Application Server through a remote method invocation/JavaBean™ interface, so any business logic created within Salvo can be accessed by WebSphere Application Server. On the development side, users can use IBM VisualAge for Java—integrated with WebSphere Studio—to create the Java business logic, with Salvo Impact building the overall extranet-based application.

Salvo provides access to relational databases, working with DB2 without any reprogramming. In addition, eNetwork Firewall provides security for extranet systems, while the load-balancing component of WebSphere Performance Pack supports larger deployments of Salvo.

Think e-business, think IBM
NetManage is an IBM Independent Software Vendor (ISV) and has joined the IBM Software Group ISV Investment Program, gaining access to IBM briefings and other training support. "The strategic partnership between NetManage and IBM is very valuable to companies looking to rapidly move their business processes online," says Shepherdson. "The combined strengths of our technologies provides customers with unequaled e-business and e-commerce integration, giving them fast time-to-market and true competitive advantage." NetManage's relationship with IBM offers an example of the ultimate goal of corporate partnerships—delivering what customers want and need to succeed.

"Extranets are critical in successful customer relationship management," says Shepherdson. "As we continue delivering world-class extranet solutions, we know that, in IBM, we have a partner that is as committed to e-business as we are."