IBM Acquires Cast Iron Systems®
Frequently Asked Questions

Q1. What is IBM announcing today?
A1. On May 3, IBM announced that it had acquired Cast Iron Systems, a privately-held software company headquartered in Mountain View, CA, USA. Cast Iron Systems' products will become part of IBM's integration software portfolio, an expanding area of IBM Software that grew more than 20 percent in the first quarter of 2010. Consistent with IBM's software strategy, IBM expects investments by Cast Iron Systems clients and partners in existing IBM and Cast Iron Systems technologies will be preserved, allowing customers to take advantage of the broader set of capabilities without the need to replace existing systems. Cast Iron Systems employees join IBM.

Q2. Who is Cast Iron Systems?
A2. Founded in 2001, Cast Iron Systems is a leading Software as a Service (SaaS) and cloud application integration company. Cast Iron Systems has completed thousands of customer integrations across industries and around the world. Clients include Allianz, NEC, Peet's Coffee & Tea, Dow Jones, Schumacher Group, ShoreTel, Sports Authority, Time Warner, Westmont University, and many others.

Q3. What capabilities does Cast Iron Systems provide?
A3. Cast Iron Systems provides fast and flexible SaaS and cloud application integration that can be completed in days, and empowers clients with access to today's SaaS and cloud-based applications with simple integration into existing applications and processes. Further, Cast Iron Systems provides capabilities that enable low cost and high returns on investments in cloud and SaaS models.

Q4. How are these capabilities provided?
A4. Cast Iron Systems provides a complete platform to deliver everything needed to integrate cloud applications with on-premise applications that is offered in three deployment options, all with the same functionality:

- The Cast Iron Systems Physical Appliance
- The Cast Iron Systems Virtual Appliance
- The Cast Iron Systems Cloud2, a multi-tenant Integration-as-a-Service cloud offering

Q5. What services does Cast Iron Systems provide?
A5. Cast Iron Systems offers a wide array of value-added services including:

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- Consulting services: expert services that combine in-depth product knowledge with real-world integration experience to deliver rapid implementations.

- Technical support services: responsive, reliable technical support services provided by a global support team via phone and our online support portal.

- Education services: hands-on training to ensure that users know how to use and deploy the Cast Iron Integration Solution for optimal results.

Q6. Why did IBM acquire Cast Iron Systems?
A6: IBM is already known for the industry-leading application integration capabilities it offers for on-premise and business-to-business applications. With the addition of Cast Iron Systems to its software portfolio, IBM is able to offer our clients a complete platform to integrate cloud applications from leading providers including Salesforce.com, Amazon, NetSuite and ADP with on-premise applications, such as SAP and JD Edwards. Using Cast Iron Systems' pre-built templates, expensive custom coding can be reduced, allowing cloud integrations to be completed in days, rather than weeks or longer.

Q7. What is creating the need for Cast Iron Systems capabilities? Why is IBM doing this now?
A7: In today's competitive global business environment, companies are recognizing the need to reduce complexity and cost in order to increase their business agility. To do so, many organizations are accessing key business applications using a SaaS model through cloud computing. Analysts estimate that by 2013, worldwide SaaS revenue will grow to $16 billion. The challenge businesses face in reaping the full potential of SaaS is integration – making new cloud-based applications work with the disparate systems running in their data centers. In the past, this involved time-consuming and resource-draining coding work.

IBM is acquiring Cast Iron Systems to bring market-leading cloud and SaaS application integration capabilities into its existing portfolio. With IBM's established leadership capabilities in on-premise application integration, this is a logical next step in expanding IBM's capabilities.

Q8: How will Cast Iron Systems be positioned within IBM?
A8. IBM is already known for the industry-leading capabilities, and according to leading analyst reports has been *#1 in Message-oriented Middleware for 15+ years, #1 in Enterprise Service Bus, #1 in SOA Appliances, and #1 in SOA & SOA Governance*[1]. Cast Iron Systems leading cloud and SaaS application integration solutions will be another strategic and synergistic offering within the WebSphere application integration portfolio.

Q9: What are IBM's plans for the Cast Iron Systems technology?
A9. IBM intends to embrace and extend the Cast Iron Systems offerings and to provide continued world-class service and support for Cast Iron Systems' customers. For the near future, IBM intends to market and support the key Cast Iron Systems offerings (Cast Iron Systems Physical Appliance, Virtual Appliance, Cloud2).

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[1] Gartner

Q10: Cast Iron Systems offers an appliance solution today. Are there plans to deliver Cast Iron Systems as a WebSphere DataPower appliance?
A10. WebSphere DataPower SOA appliances are a key element in IBM's holistic approach to Service Oriented Architecture (SOA) and DataPower has become instrumental in IBM's appliance center-of-excellence (COE). Since 2005, this appliance COE has produced several new and innovative WebSphere appliance offerings, including the newly announced WebSphere DataPower XC10 and WebSphere DataPower Integration Blade XI50B. Similarly, IBM intends to apply this technology and expertise to enhance Cast Iron Systems' appliance offerings as a key element that extends IBM's appliance portfolio.

Q11. Will Cast Iron Systems capabilities be leveraged by IBM Global Services?
A11. Cast Iron Systems' clients will be able to take advantage of IBM Global Services, an industry leader in strategy and change consulting, business process management and IT services. Cast Iron Systems cloud and SaaS to on-premise application integration offerings will be used by IBM Global Services practitioners with both enterprise and general business customers.

Q12. How will IBM Business Partners benefit?
A12. IBM Business Partners will have Cast Iron Systems cloud and SaaS application integration capabilities available to them backed by the strength and global reach of IBM. This will give partners additional opportunities to initiate application integration engagements.

Q13. How will Cast Iron Systems' business partners benefit?
A13. Cast Iron Systems' business partners can benefit as follows:
  • Partners can gain access to new accounts by working with IBM's worldwide sales and marketing teams.
  • Partners can achieve faster time-to-value by integrating with IBM's open standards based, multiplatform offerings.
  • Partners can gain access to skilled resources through IBM;s Global Services delivery teams.
  • Partners can expand their global reach by leveraging IBM's international presence in 170 countries.
  • Partners can leverage IBM's world-class enablement through IBM PartnerWorld and SOA Partner programs.
  • As their customer needs for application integration expand, Cast Iron Systems' partners can leverage IBM's broader connectivity and integration products for scalability and performance.

Q14. How will SaaS and cloud ISVs benefit?
 A14. SaaS and cloud partners can benefit from the global reach and leadership of IBM in application integration. With Cast Iron Systems as part of IBM, integration as a barrier to cloud and SaaS offerings can be removed. This in turn can help accelerate cloud and SaaS application deployments, helping to reduce professional services costs and helping to increase overall cloud and SaaS deployment margins.