



Dear IBM Clients and Business Partners:

We are pleased to announce that IBM and AT&T have signed a definitive agreement for IBM to acquire Sterling Commerce, a leader in business-to-business integration and cross-channel solutions. We're extremely excited by the potential of this business combination and by the solutions we will be able to deliver on behalf of you, our customers and business partners.

This acquisition will give IBM business partners access to a rich and vibrant trading partner ecosystem. Building on the customer relationships and proven implementation record of Sterling Commerce, IBM and its partners can create exciting opportunities to serve new and existing clients worldwide. Together, IBM and Sterling Commerce will deliver comprehensive integration inside and outside the enterprise, and will offer clients a complete cross-channel selling and fulfillment solution.

Clients and business partners alike will have access to extensive business-to-business integration and multi-channel selling, order management and logistics capabilities, and IBM's SOA and business process management solutions. The combination will enable the integration of key business processes through the entire commerce lifecycle, while giving clients the flexibility to manage their network of business partners through public or private cloud computing environments. This means more efficient supply chains and a superior customer experience.

The acquisition, which is subject to applicable regulatory approvals and customary closing conditions, is expected to close later this year. Until then, Sterling Commerce and IBM will operate as separate companies.

Between now and acquisition close, Sterling Commerce will continue to support existing customers and partners as it does today. Following close, you will have access to an exceptional array of resources as we integrate IBM's comprehensive middleware offerings and rich customer support infrastructure with the world-class business-to-business integration and cross-channel selling and fulfillment capabilities of Sterling Commerce. Look for more details in the coming weeks.

We encourage you to learn more about this announcement by viewing the [press release](#).

Sincerely,

A handwritten signature in black ink, appearing to read 'Craig Hayman', with a large, stylized flourish at the end.

Craig Hayman, General Manager
Application and Integration Middleware
IBM Software Group