



IBM Media Fact Sheet – IBM Business Partner Success in the Cloud

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IBM Business Partners are winning with cloud, and together with IBM are driving innovations for clients around the world.

Less than a year since the launch of the IBM Cloud Computing Specialty, dozens of IBM Business Partners are working toward or have attained the rigorous standards for the program. The IBM Cloud Computing Specialty is a single program to develop the IT industry's broadest ecosystem of companies working together to provide a wide range of cloud computing services and technologies for clients. The program supports five business models; 1) Cloud Application Providers, 2) Cloud Builders, 3) Cloud Infrastructure Providers, 4) Cloud Services Solution Providers and 5) Cloud Technology Providers.

By the numbers:

- 200 partners are trained on IBM's private and hybrid cloud solutions
- 150 SaaS providers are leveraging IBM SmartCloud Enterprise
- 120 ISVs are using cloud-friendly licensing (ASL) for IBM software products
- 40 partners are working toward the Cloud Specialty
- 25 partners are enjoying the benefits of the Cloud Specialty

Business Partners Working with IBM in the Cloud

Alphinat Inc: Alphinat Inc. develops, tests and delivers its products without the constraints and expenses of an in-house IT infrastructure. With help from IBM Global Technology Services they deliver a flexible, scalable IBM SmartCloud solution.

CloudPrime: CloudPrime is a cloud-based business messaging solution that can run in public, private or hybrid clouds. The SaaS solution is deployed on IBM's SmartCloud Enterprise platform and allows existing WebsphereMQ users to cost-effectively, securely and seamlessly extend their footprint to new locations such as branch and remote offices.

CohesiveFT: CohesiveFT offers a cloud convergence platform for application migration to IBM's SmartCloud Enterprise environment. This Elastic Server Cloud Container facilitates the migration from datacenter to cloud, cloud segment to cloud segment, or cloud to cloud. All of these features are available on IBM's SmartCloud Enterprise today and have been used to successfully on-board more than 5 IBM ISV partner solutions to the cloud.

Corent: Corent provides an innovative software “plug-in” approach that instantly transforms conventional, single-tenant software applications into robust multi-tenant, cloud-ready SaaS solutions. **Corent was the first IBM Business Partner to qualify as a Technology Provider in the IBM Cloud Specialty.**

Corrigo: Corrigo provides real-time, cloud-based facilities and service management to retail, real estate and other work order intensive industries. Corrigo has a network of more than 120,000 sites and a million users managing over 10 million work orders a year. Corrigo runs their application on the IBM SmartCloud Enterprise.

Grid Robotics: Grid Robotics is a leading provider of PaaS (Platform as a Service) solutions for development, testing, training and collaboration for public and private clouds. Grid Robotics’ Cloud Lab products are available on the IBM SmartCloud.

Highland Solutions: Highland, an IBM and Sugar CRM business partner, provides industry based solutions for CRM, ecommerce, social business and enterprise integration. These solutions help businesses forecast inventory and market trends, optimize operations, promote transparency and informed decision-making, and improve relationships with new and established end-customers. Highland is expanding to offer clients an integrated SugarCRM solution on the IBM SmartCloud Enterprise.

Logicalis: The Logicalis Enterprise Cloud provides an integrated cloud solution that offers flexibility in capacity, ownership and services. It provides a highly secure, multi-tenant environment supporting windows, linux, as well as IBM Power AIX and i5os solutions. **Logicalis was the first IBM Business Partner to qualify for both the Cloud Infrastructure Provider and Cloud Builder paths of the IBM Cloud Specialty program.**

MarketShare: MarketShare is leveraging the SmartCloud Enterprise platform to provide a leading Marketing Investment Optimization (MIO) solution, an optimization and decision analytics SaaS application to help guide how companies invest their marketing and sales investments.

SIS: As a cloud infrastructure provider, SIS offers remote, scalable IT hosting environments and public cloud solutions. SIS' solution, Secure Private Cloud for Disaster Recovery, is a replication framework for IBM specific needs for the client’s IBM related storage (XIV, SVC), operating systems, hypervisor guests (Power VM), or platforms (WebSphere, DB2). **SIS was the first IBM Business Partner to qualify in the Cloud Infrastructure Provider category of the IBM Cloud Specialty program.**

Saba: Saba, with its leading Human Capital Management applications, helps organizations build a transformative workplace where they can leverage their people networks to become more competitive. The IBM SmartCloud Enterprise, by providing a cloud infrastructure that scales globally, will extend Saba’s ability to reach new and emerging markets around the world.

Sorenson Media: With highly scalable cloud-and-server-based encoding solutions and desktop applications, Sorenson Media helps enterprises easily and cost-effectively encode, transcode, manage and deliver the highest-quality video online and to mobile devices. Sorenson Media is running its application on the IBM SmartCloud Enterprise.

SugarCRM: Sugar 6, the first CRM application available on IBM SmartCloud, enables businesses across all industries to achieve greater visibility into sales, marketing and support to deliver the optimal customer experience. Sugar on IBM SmartCloud Enterprise combines software-as-a-service (SaaS) with IBM's world-class infrastructure, service and support and also offers seamless integration with other valuable IBM SmartCloud offerings such as LotusLive, Cognos and WebSphere Cast Iron Cloud Integration.

Symmetry: Symmetry provides cloud based hosting and disaster recovery solutions for the IBM i as well as technical managed services, security administration and project support for SAP. Their cloud hosting solution is the industry's first total cloud hosting solution for SAP on IBM i customers requiring an enterprise-ready cloud. The enterprise-level solution also provides IBM i based cloud hosting for ERP and business applications, disaster recovery systems, and Software as a Service systems. **Symmetry is qualified under the Cloud Infrastructure Provider path of the IBM Cloud Specialty.**

IBM has also unveiled new partner capabilities, now available in the SmartCloud Enterprise image catalog including Zeus (load balancing), Pragma Systems (compliance) and OpenCrowd (Collaboration App Builder: IdeaShare).

Driving Success for our Joint Clients

IBM Business partners are already seeing success with clients:

CloudBroker - A research institute in Switzerland dramatically accelerates its ability to model and simulate diseases and verify experimental results -- by implementing an IBM SmartCloud Enterprise environment and an enhanced queuing and data management solution provided by IBM Business Partner, CloudBroker. Using the IBM SmartCloud Enterprise, the team had access to almost 250,000 computing hours on a total of 1,000 parallel CPU's producing research on the structure of specific proteins found in the streptococcus bacteria which commonly causes strep throat in humans.

Corent: Clinical & Management Solutions, Inc., a software and consulting firm for medical practices, was able to quickly SaaS-enable their conventional single-tenant Clinical Management application with the help of IBM Business Partner Corent Technology and deploy it on the IBM SmartCloud, as a sophisticated SaaS solution, automating Home Healthcare provider market, the fastest growing segment of the healthcare industry.

Group Business Software (GBS): solvito GmbH offers various robust applications, including customer relationship management for Lotus Notes software and BlackBerry devices, project management, help desk support, document management and archiving. With IBM Business Partner GBS, solvito GmbH implemented software to automate

provisioning and management of individual IBM Lotus Domino software environments hosted on SmartCloud Enterprise. As a result, the time it takes solvito to deploy a complete customer environment is down by 98 percent - from 12 hours or more to approximately six minutes.

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For more information: www.ibm.com/cloud