

Exeros Acquisition Announcement

Frequently asked questions (FAQs)

1. What are you announcing today?

IBM has acquired substantially all of the assets of Exeros, a privately held company headquartered in Santa Clara, California.

2. Who is Exeros? What technology do they provide?

Exeros is a market leader in data relationship discovery and management, helping organizations better understand their distributed data. Exeros technology provides comprehensive discovery and data value analysis across heterogeneous data sources. This allows businesses to identify complete business entities or logically related subsets of their data within a data source and unknown relationships between business entities across data sources.

Exeros also provides technology to ensure that changing data complies with selected data rules. Inconsistencies can be remediated in a more automated process, to improve overall data quality and ensure that consistent and trusted information is made available to enterprise applications.

Exeros was recently named “Cool Vendor” for Master Data Management by leading analyst firm Gartner. Multiple Fortune 500 Financial Services Section (FSS) customers use Exeros technology as a valuable component in their Master Data Management (MDM) and enterprise data quality initiatives.

3. Why did IBM acquire Exeros’ assets?

IBM is acquiring Exeros’ assets to accelerate delivery of next-generation data discovery offerings that help clients reduce the risk and cost of implementing an Information Agenda. Combined with IBM’s rich Information Management portfolio, Exeros’ discovery technology will help accelerate time-to-value in critical enterprise initiatives such as governance, risk and compliance, master data management and business intelligence.

4. How will Exeros technology be integrated into IBM’s software portfolio?

IBM intends to integrate Exeros technology into the IBM Optim and InfoSphere portfolios, to enhance Integrated Data Management (IDM) and the delivery of trusted information to Master Data Management (MDM) and Business Intelligence Applications.

5. How will the acquisition affect Exeros customers?

The combination of Exeros data discovery capabilities and IBM’s Information On Demand solutions will help Exeros customers speed time-to-value for information-centric projects. Current Exeros customers with active Exeros contracts will continue to be supported without change.

6. How will the acquisition affect Exeros business partners?

IBM is very interested in continuing relationships with the skilled Business Partners that have made the Exeros technology successful. As IBM works hard to deliver portfolio enhancements based on Exeros technology, Exeros Business Partners are encouraged to get started now with the Optim and InfoSphere portfolios. To find out more about establishing a deeper relationship with IBM, visit ibm.com/partnerworld/swvaluenet.

7. How does this affect IBM’s Information on Demand strategy?

IBM is committed to helping clients unlock the business value of information – Information on Demand; and to extending the value offered clients by growing the Information Management software business – both organically and through acquisition. The Exeros asset acquisition is consistent with this strategy. Data-driven transformation and relationship discovery technology provided by Exeros helps customers better understand their data environments, allowing the business to get increased value from its information assets.