IBM WebSphere and SAP NetWeaver: COLLABORATING FOR CUSTOMER VALUE TO ENHANCE INTEROPERABILITY

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we know
they know

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TODAY'S EVOLVING BUSINESS CLIMATE DEMANDS INTEGRATED, FLEXIBLE SOLUTIONS THAT WORK SEAMLESSLY WITH EXISTING BUSINESS PROCESSES FOR LOWER TOTAL COST OF OWNERSHIP

Companies experience intense pressure from increasing competition, economic volatility, marketplace globalization, industry standards (e.g. SWIFTnet) and new government or industry-driven regulations (e.g. BASEL II, Health and Consumer Protection in Europe and the Bioterrorism Act in the United States).

In addition to these business challenges, the IT environment continues to be increasingly heterogeneous and complex. Enterprises are faced with internal business processes that run on different applications in different system environments. This complexity is further compounded by the need to align with business partner, supplier and customer requirements to increase responsiveness.

Cost pressures continue with a heightened focus on reducing the total cost of ownership for IT projects. The significant investments made in today's IT environments drive the need to leverage and optimize these existing resources. Disconnected processes, applications and systems are fueling inefficiencies that are no longer consistent with today's business models focused on cost effectiveness and performance.

As a result, companies are focusing on how well their IT assets work together with the goals of achieving a lower total cost of ownership, driving investment protection and enabling more flexible solutions. The need for end-to-end integration is clear and immediate.

COMMITMENT TO PARTNERSHIP IS CRITICAL TO HELP IBM AND SAP CUSTOMERS BE SUCCESSFUL

For more than thirty years, SAP and IBM have maintained a strong and growing alliance. In November 1999, SAP and IBM announced their strategic alliance initiative reflecting their enhanced commitment to collaboration and joint customers.

- IBM and SAP are not only strategic partners; they are also among each other's top customers.
- IBM and SAP share over 8,000 joint customers covering more than 10,000 sites worldwide.
- IBM has the largest SAP practice globally with over 12,000 consultants with an average of 7+ years of SAP experience including a growing SAP NetWeaver™ practice.

Today, SAP and IBM are bolstering their strategic partnership commitment through support of open standards and continued technology interoperability. This partnership focus will further help customers address today's business challenges.

In this new era the IBM and SAP alliance should only grow stronger since the vision of end-to-end integrated solutions draws from the strengths of both companies. This vision is represented by IBM's e-business on demand strategy and SAP's adaptive business strategy based on the Enterprise Service Architecture.

THE IBM AND SAP COLLABORATION TECHNOLOGY SUPPORT CENTER DEMONSTRATES STRONG CUSTOMER FOCUS

Furthering their commitment to joint customers, SAP and IBM established the Collaboration Technology Support Center (CTSC) in Walldorf, Germany. The CTSC mainly focuses on topics related to the collaboration of IBM WebSphere® and SAP NetWeaver. Jointly staffed by IBM and SAP experts, the Center collaborates directly with IBM and SAP product management and technology teams to enhance the interoperability between SAP NetWeaver and IBM WebSphere solutions. Additionally, the CTSC provides

- Support to direct and indirect sales channels of both companies
- Proof of concepts and solution assurance
- Published materials such as whitepapers and Redbooks
- Demo and Sales Kits
- Best practices support for customers

Through this work, IBM and SAP can identify complementary focus areas and initiate technology interchanges ensuring continued interoperability and innovation focused on addressing specific customer needs.

## BUILDING A STRONG FOUNDATION IS KEY TO OPTIMIZING YOUR BUSINESS WITH IBM AND SAP

IBM and SAP are both recognized for their market leadership and focus on delivering flexible application infrastructures for reduced total cost of ownership. Interoperating in joint solution environments, IBM and SAP offer customers world-class capabilities and commitment.

As the foundation for IBM middleware, IBM WebSphere software infrastructure for e-business provides a robust, secure and scalable platform based on industry standards for more flexible and pluggable enterprise integration. WebSphere Business Integration portfolio includes a breadth of capabilities and offerings. For example, WebSphere Business Integration Adapters are available to help customers integrate their business processes by connecting various applications, technologies, standards and partner systems critical for daily operations.

SAP NetWeaver provides a business-focused infrastructure that supports continuous business process evolution and change. SAP NetWeaver includes technology components such as SAP Exchange Infrastructure (SAP XI) which supports process-centric collaboration among SAP and non-SAP components across the value chain. SAP Exchange Infrastructure consolidates the knowledge necessary to access functionality, integrate systems, and drive business processes in a shared knowledge base.

Together, IBM and SAP will focus on standards-based interoperability through a tight coupling of IBM WebSphere Business Integration and SAP XI.

**IBM WebSphere and SAP NetWeaver: Interoperability
For Operational Flexibility, Investment Protection and Lower TCO**
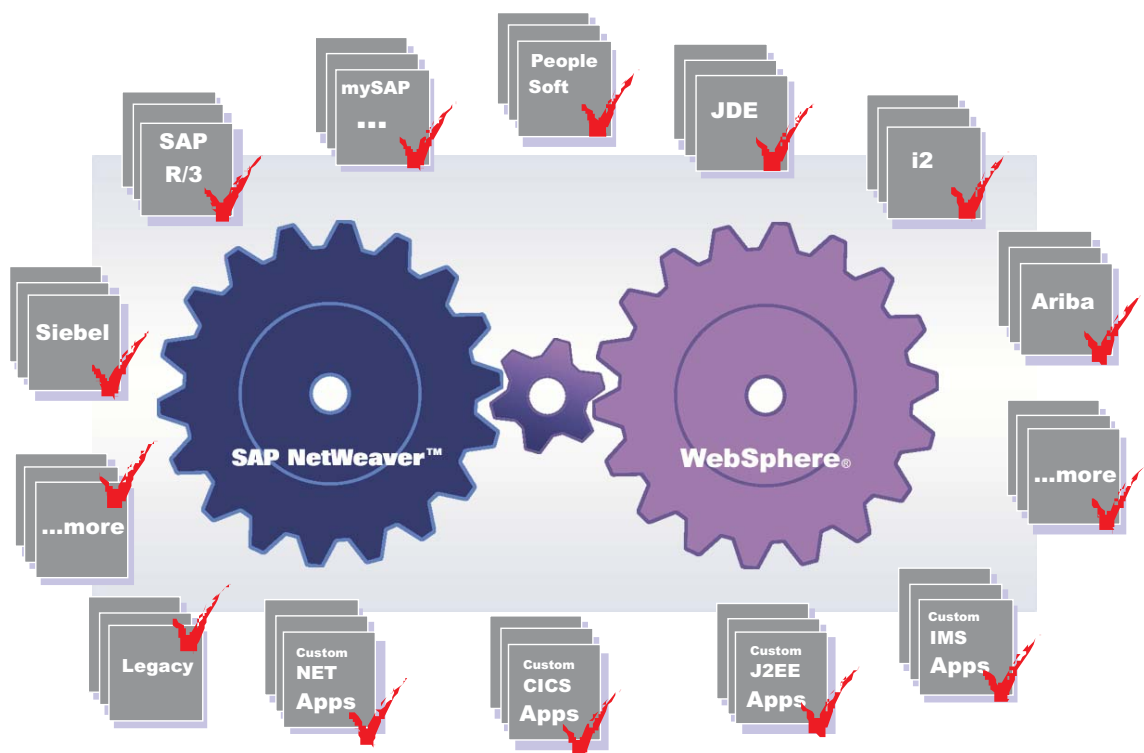
To date, IBM and SAP have already been colla-borating to deliver integration for SAP applications via a comprehensive Application Adapter as a component of the IBM WebSphere Business Integration product set. With the availability of SAP NetWeaver, and in particular the SAP Exchange Infrastructure, IBM and SAP are further enhancing the interoperability on a more sophis-ticated level. Since SAP NetWeaver is the inte-gration platform for all SAP solutions and delivers the integration to non-SAP applications also, it is key to providing standards-based interopera-bility between IBM WebSphere Business Inte-gration and SAP XI on an integration broker level.

The interoperability between SAP XI and IBM WebSphere Business Integration is based on JMS and SOAP open standards messaging technologies. SAP XI offers technical adapters for JMS and SOAP which enable interoperability with the IBM WebSphere Business Integration Adapter for SAP XI. For example, the SAP XI JMS Adapter in conjunction with IBM WebSphere Business Integration Adapter for SAP XI enables a business application that runs on SAP to be integrated with a business application that runs on WebSphere, applying JMS using IBM WebSphere MQ. Evidenced by successful implementations at numerous customer sites, this type of interoperability enables virtually seamless deployment and integration between business process integration solutions.

IBM and SAP International Competence Center (ISICC) Walldorf, Germany

Based on this interoperability, joint customers are able to innovate and deploy flexible application solutions and integration infrastructure while minimizing their TCO. IBM's and SAP's collaborative approach and co-existence strategy provide flexible solutions to a diverse range of customer environments, taking into account existing infrastructure investments and the individual requirements of each customer. As a result, companies can interweave and manage an IT landscape in which IBM WebSphere Business Integration and SAP Exchange Infrastructure help customers optimize their existing assets both investment protection and reduced total cost of ownership.

IBM AND SAP HELPING CUSTOMERS BE SUCCESSFUL

Working together, IBM and SAP plan to further enhance interoperability between IBM WebSphere Business Integration and SAP Exchange Infrastructure using open standards to support a diverse range of customer environments.

As reflected in the following statements by the senior business leaders at both SAP and IBM, the IBM and SAP strategic partnership is founded on and fueled by a joint commitment to serving the customer through open standards support, continued interoperability and dedicated resources to make joint customers successful.

"SAP and IBM are working together to deliver ongoing interoperability between SAP NetWeaver and IBM's WebSphere product line. As a trusted innovator, SAP remains committed to accompanying and guiding our customers together with our partners to deploy innovative business solutions while lowering their TCO. As part of this goal, SAP is committed to deliver open standards based integration between SAP Exchange Infrastructure and IBM WebSphere Business Integration and to continue to expose integration capabilities of SAP applications. This partnership enables our customers to maximize the return from application and middleware investments and opens the door to innovation based on a flexible integration and application platform."

Kraus Kreplin, Member of the Extended Board, SAP

"IBM is extending our long-standing relationship with SAP to deliver real business value through proven middleware and interoperability with SAP NetWeaver to meet the needs of joint customers. IBM has invested in WebSphere to deliver a comprehensive e-business middleware platform based on open standards. In support of the partnership, IBM remains commited to the delivery of application integration through its WebSphere Business Integration product line and enhanced interoperabilty through SAP Exchange Infrastructure. This ongoing integration between IBM WebSphere and SAP NetWeaver allows customers choice in selection of application solutions and integration middleware for maximum flexibility and investment protection."

John Swainson, General Manager Application and Integration Middleware, IBM