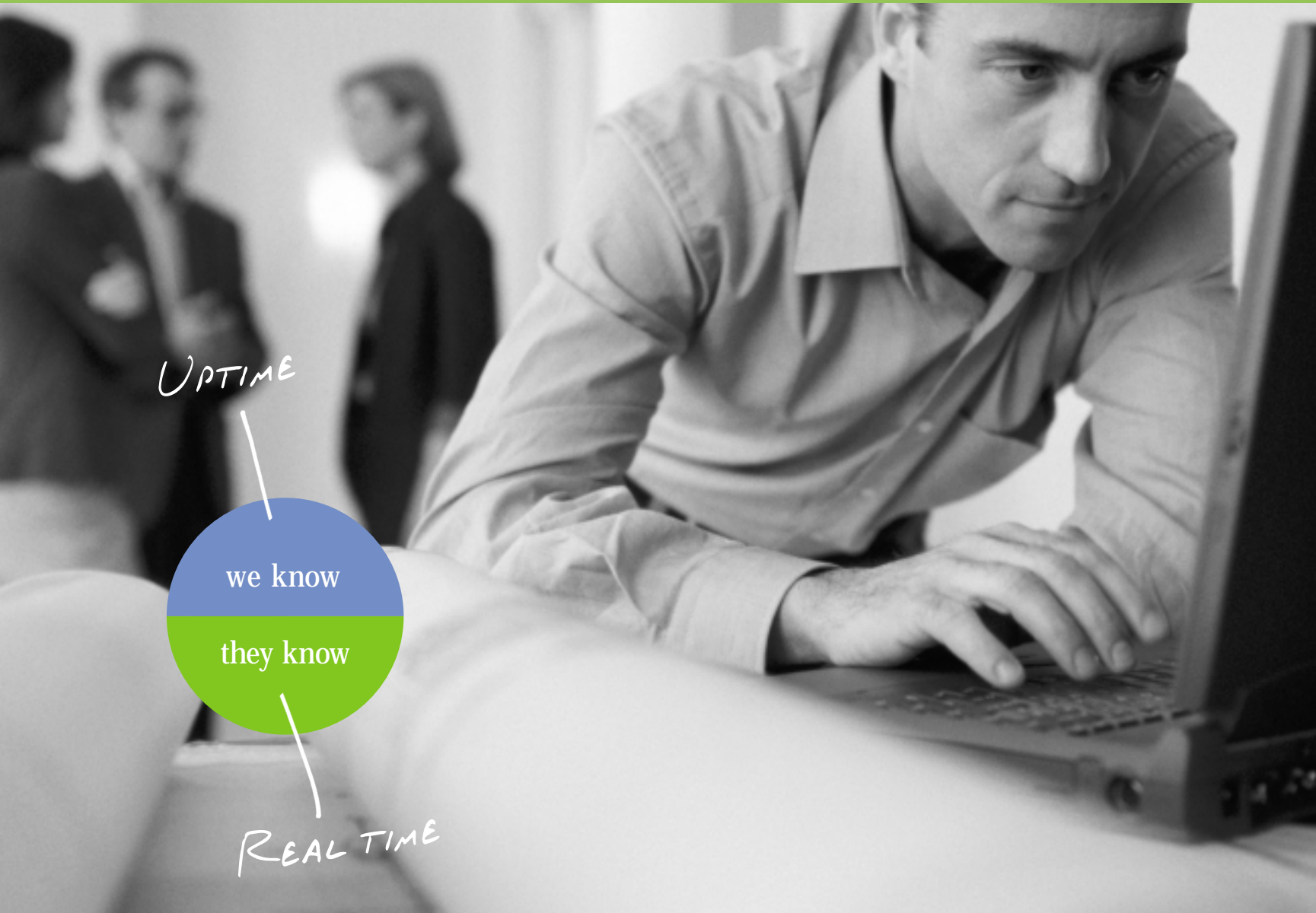


# THE CHOICE IS CLEAR: IBM AND PEOPLESOFT



UPTIME



we know

they know

REAL TIME





***Don't base a three-o'clock decision on two-o'clock information.***

*Competitive advantage is not just a matter of what you know, but when you know it.*

*To succeed you need the up-to-the-moment information it takes to make critical*

*decisions with confidence. You need an information technology solution that lets*

*you use the Internet to create a real-time enterprise—where reliable, timely data is*

*easily accessible by the people who need it, when they need it.*

### **Upgrade to Web time**

IBM and PeopleSoft provide end-to-end, integrated enterprise solutions that can help quickly and easily connect customers, suppliers, partners and employees to business processes in real time. We offer everything you need—the applications, the e-business infrastructure, the real-world skill and experience—to build a truly collaborative operation.

PeopleSoft offers a full suite of best-of-breed, integrated enterprise software based upon a pure Internet architecture, giving you the flexibility to pick and choose the applications that meet your specific needs. IBM provides leading e-business hardware, middleware and database software, giving you a robust, benchmark-setting infrastructure. We pull it all together with world-class services from both companies, including global consulting, integration, implementation, hosting, support and financing services.

What can this mean to your organization? Better business decisions. Increased efficiency. Improved customer satisfaction. And faster return on investment. By pursuing endless e-business innovation in hardware, software and services, IBM and PeopleSoft are leading the way to maximized performance and lower costs for companies like yours.

### **The IBM and PeopleSoft alliance**

IBM and PeopleSoft have worked together since PeopleSoft first got its start in 1987. Together we've helped more than 1,300 organizations of all types and sizes change the way they do business, combining PeopleSoft enterprise management expertise with IBM e-business and industry acumen. When you work with us, you get:

- *A comprehensive, integrated solution.* We provide quick access to virtually everything you need to become a truly Internet-based enterprise, reducing the overall risk, cost and time associated with deployment.
- *An open-standards-based architecture.* Our solutions run on almost any operating system and platform, integrate easily with existing back-office applications, and easily support business expansion.
- *The added value of two e-business leaders.* You benefit from an approach that draws on the innovative technologies, extensive services and best practices of both IBM and PeopleSoft.

IBM and PeopleSoft alliance solutions cover virtually every aspect of running a business, from procurement to payment, sourcing to settlement, R&D to customer relationship management. And because PeopleSoft applications are easily deployed from a central location and optimized to run on IBM infrastructure, there is no client-side application software to maintain. Our solutions minimize system complexity, lower your total cost of ownership (TCO), and provide you with the best performance possible.

### **Success begins with the right plan**

Migrating your business to the Web starts with a thorough evaluation of your current operations. We'll work with you to identify operational issues up front and explore how to address them in a way that helps support your business and strategic objectives. We can also help you determine how best to leverage existing data and systems, as well as prioritize and sequence implementation. IBM and PeopleSoft can help you devise the right plan for your company.

■ **PeopleSoft is a loyal IBM customer. IBM e-business infrastructure underlies every aspect of PeopleSoft's operations, from software development and performance benchmarking to mission-critical processes and the company intranet. By relying on IBM @server xSeries™, IBM @server pSeries™, IBM @server zSeries™, IBM DB2® and IBM Enterprise Storage Server™, PeopleSoft is increasing efficiencies, reducing costs and shortening time-to-market.**



IBM and PeopleSoft offer superior consulting services through IBM Global Services, the world's largest e-business consulting organization. The IBM PeopleSoft Practice, part of IBM Global Services, is made up of more than 200 consultants dedicated to optimizing PeopleSoft solutions. They provide skill and experience in industry-specific strategy, business processes and information technology (IT) systems integration. Their extensive knowledge spans many industries, including distribution, education, financial services, industrial, manufacturing and government sectors.

**Work with top-shelf solution designers**

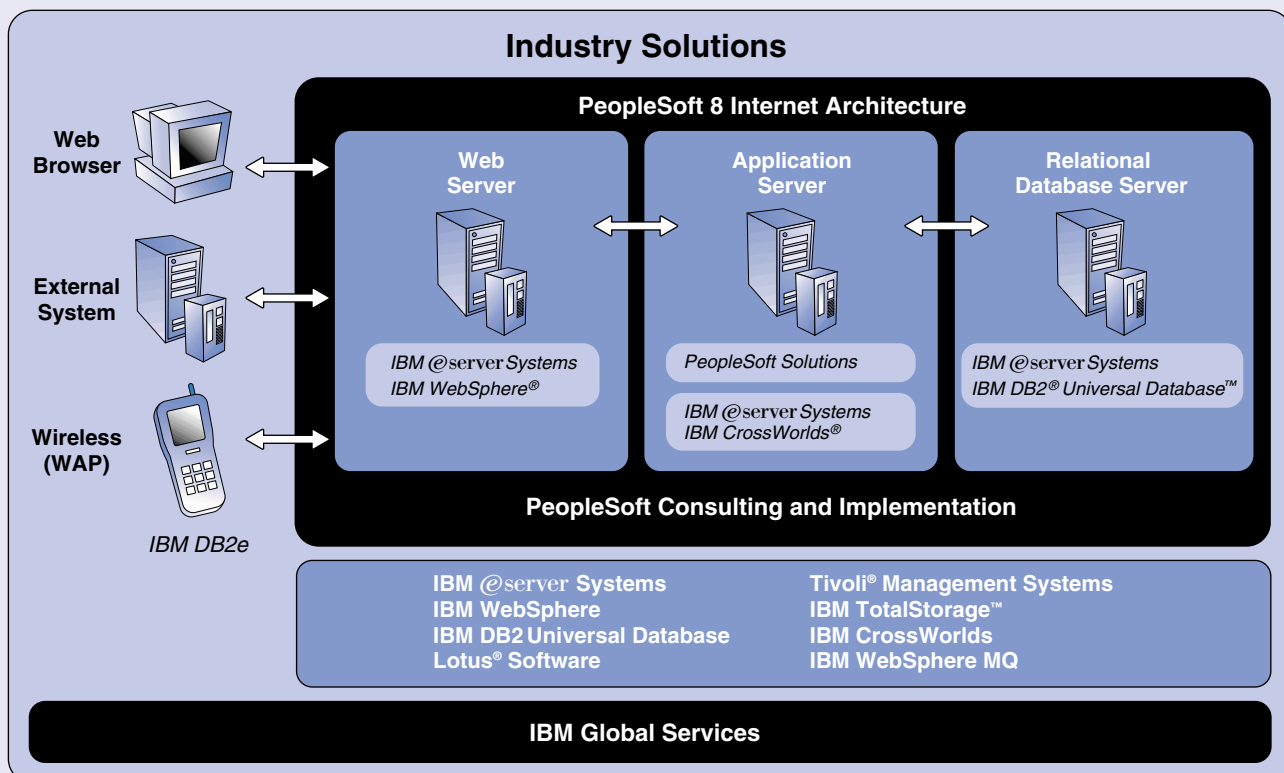
Next, we'll work side by side with you to help design your solution. We'll show you how to best combine IBM and PeopleSoft technologies to enhance organizational performance and lower costs. And once you choose your solution components, we won't ask you to jump in headfirst. You can see your solution in action at the IBM and PeopleSoft International Competency Center (ICC). Located at the PeopleSoft headquarters in Pleasanton, California, the ICC is staffed by technical professionals cross-trained on IBM and PeopleSoft technologies who can help you size and specify a solution appropriate for your needs as well as fine-tune performance. It's just another way we deliver value.

**Insist on best-of-breed e-business applications**

With PeopleSoft 8 enterprise software, customers can enter and track their own orders, procurement can participate in online exchanges and employees can view benefit information—all via intuitive portals customized to their roles and accessible from any device with a standard browser. It's e-business at its best.

- PeopleSoft Pure Internet Architecture™ uses open-source code to extend integrated, best-of-breed enterprise applications over the Internet. Your company can benefit from easy deployment, plug-and-play flexibility and simplified data management.

**IBM and PeopleSoft Integrated Enterprise Solutions**



- The PeopleSoft suite of offerings includes Customer Relationship Management, Supply Chain Management, Enterprise Performance Management, Enterprise Service Automation, Financial Management, Human Capital Management and Supplier Relationship Management applications, as well as Portal Solutions and Trading Exchange Services. All PeopleSoft product lines are supported by IBM e-business infrastructure.
- PeopleSoft business analytics software lets you capture and use real-time data for reporting and analysis, so you can track things like financial performance or customer behavior. Your company can make critical business decisions faster and with more accuracy.

We are also dedicated to helping small and mid-sized companies compete in the Internet economy. PeopleSoft Accelerated Solutions are affordable, prepackaged solutions that include applications, technical and end-user training, and implementation services. As part of this offering, IBM has tailored hardware, database, middleware and services to deliver an end-to-end solution.

#### **Build on an infrastructure with uncompromising uptime**

An e-business, needless to say, requires an infrastructure built to take the demands of e-business—delivering reliability, scalability, availability and security, and backed by people with both e-business and industry expertise. IBM e-business infrastructure provides all this, and more. It comprises:

- Self-managing servers that can scale on the fly
- Open-standards-based, multiplatform middleware
- Network-attached storage solutions that can manage massive amounts of data
- An extensive, worldwide network of services and business partners.

Add to this list IBM integration capabilities, technology leadership and benchmark-setting performance. IBM e-business infrastructure not only can help drive productivity and reduce costs by enabling your business to execute its operations in real time, but also can help keep your data safe, grow with your business and enable a low TCO.

*PeopleSoft 8 software is pre-integrated with IBM e-business infrastructure to help you minimize risk, accelerate deployment and realize a fast return on investment. Here are just a few ways we've combined our technologies:*

- *DB2 is PeopleSoft's database of choice for UNIX® platform development, and DB2 Everyplace (DB2e) is embedded in PeopleSoft's pervasive products.*
- *Starting with PeopleTools 8.4, IBM WebSphere Application Server is embedded, providing the technological foundation for PeopleSoft enterprise applications.*
- *IBM CrossWorlds® is integrated with PeopleSoft 8 Enterprise Integration Points, providing business process integration and management tools for developing and deploying total infrastructure solutions.*
- *IBM Optimization Solutions and Library (OSL) is also embedded in PeopleTools 8.4, giving businesses advanced optimization tools for managing critical business information.*
- *IBM Tivoli® Access Manager for e-business is integrated with and certified on PeopleSoft 8, enabling centralized IT system management and security.*





### **Smooth implementation is not an oxymoron**

In a world of competing systems and platforms, there's always a certain degree of complexity—not to mention frustration and cost—associated with solution implementation. Wouldn't it be nice if solutions came virtually ready to go? With the IBM and PeopleSoft alliance, they do. We've been working together for years to address system complexity so you don't have to. Tested, optimized and certified for maximum performance at the ICC, our solutions are pre-integrated and backed by an extensive network of highly skilled consultants:

- PeopleSoft Consulting has approximately 2,700 consultants working in 27 countries who provide application installation, upgrade and integration extension services.
- The IBM PeopleSoft Practice provides implementation services worldwide and draws on additional IBM Global Services skills and experience, including Application Management Services, Business Innovation Services, Integrated Technology Services, Strategic Outsourcing, IBM e-business Hosting™ and IBM Global Financing, to provide end-to-end, customized solutions.

- IBM Global Small and Medium Business is partnering with PeopleSoft to bundle and implement Accelerated Solutions for the mid-market.

The alliance combines PeopleSoft enterprise management acumen with IBM industry and e-business knowledge to help you minimize operational disruptions, speed time-to-productivity and reduce training costs—ultimately accelerating your return on investment.

### **Count on the support you need**

Once your solution is implemented, you need absolute confidence that whatever support you need will be available. With the PeopleSoft and IBM alliance, you have access to a wide variety of complete hosting, outsourcing, management and education and training services that can help you maintain your competitive edge.

### **The choice is clear**

There's no team more qualified to help you become a real-time collaborative enterprise than IBM and PeopleSoft. And there's no time like the present. Don't wait until it's too late to learn that your organization's reflexes and staying power are not what they should be. To learn more about IBM and PeopleSoft alliance solutions, call 1 866 426-9989.

***“The relationship between PeopleSoft and IBM is very strong, and we can only benefit from their partnership.”***

—David Rose,  
General Supervisor  
of Technical Support,  
Algoma Steel Inc.

***“We believe PeopleSoft offers best-of-breed functionality for higher education, and IBM offers a very reliable infrastructure. We wanted to become an Internet-based institution, and with the help of IBM and PeopleSoft we were up and running quickly and able to take advantage of new advances in technology.”***

—Tom Sawyer,  
Assistant Vice President  
for Information Technology,  
University of Louisville

***“The IBM and PeopleSoft alliance is focused on helping organizations optimize their businesses using Internet-based enterprise solutions. IBM's e-business technology and professional services and PeopleSoft's enterprise applications could prove to be a compelling proposition to the organization committed to providing state-of-the-art applications and successful e-business initiatives.”***

—Christopher Fletcher,  
Vice President and Research Director,  
Aberdeen Group

**For more information** about IBM and PeopleSoft alliance solutions, call 1 866 426-9989.

### **About IBM**

IBM strives to lead in the creation, development and manufacture of the industry's most advanced information technologies, including computer systems, software, networking systems, storage devices and microelectronics. IBM translates these advanced technologies into value for customers through professional solutions and services delivered worldwide.

### **About PeopleSoft**

PeopleSoft is the world's leading provider of business enterprise software. PeopleSoft pure Internet software enables organizations to reduce costs and increase productivity through real-time collaboration with their customers, suppliers and employees. PeopleSoft's integrated, best-of-breed applications include Customer Relationship Management, Supply Chain Management, Human Capital Management, Financial Management and Application Infrastructure. More than 4,700 organizations in 107 countries run on PeopleSoft software.



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Printed in the United States of America

05-02

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4008-0302



G580-3898-00