



The Mark of Brilliance for IBM Business Partners

2003
**BEACON
AWARDS**





2003 BEACON AWARDS

Dear 2003 Beacon Award winners and finalists,

Congratulations on being chosen from among your peers to be honored with a 2003 Beacon Award. These awards signify the mark of brilliance in our industry – brilliant solutions from IBM Business Partners that are a shining example of how to harness IT to solve customer problems.

This award honors members of IBM's Business Partner community who have excelled at using IBM e-business software to provide quality products, innovative solutions and superior services to organizations around the world. This year nearly 500 Business Partners from 39 countries were nominated. Teams of leading industry journalists, analysts, and IBM executives used an exacting set of published criteria to narrow this broad field to 33 winners and 51 finalists.

This year's awards mark several firsts. For the first time, the IBM Beacon Awards include honors for all four of the IBM brands – Data Management, Tivoli®, WebSphere® and now Lotus®. Also, two awards were added to honor members of PartnerWorld® for Developers. The Lotus Beacon Awards feature a new category this year, too – the Best Portal Solution. All of the award categories now reflect the impressive breadth and evolution of the IBM Business Partner community.

Customers now seek leaders who can combine imagination, innovation and technical mastery to help guide them into the next era of e-business. They look for Business Partners who stand out as the best of the best. They look for a mark of brilliance.

Being a Beacon Award winner symbolizes that mark of brilliance. It symbolizes passion and determination and an innate understanding of what the customer needs. To all of the winners and finalists of the 2003 Beacon Awards, and on behalf of all of my colleagues at IBM, I commend you on your outstanding achievement.

Sincerely,

Scott Cooper
Vice President, Worldwide Channel and SMB Marketing
IBM Software Group

Best Collaborative Solution

Recognizes the best online collaborative solution for an organization's intranet, extranet or Internet. This business application leverages Lotus software's collaborative technologies to enhance communication, efficiency and organizational effectiveness.

Winner
Titan Solutions Group, Inc.
www.titansolutions.com
(United States)

RxDDS from Titan Solutions Group, Inc. provides general dental practitioners



Ambuj Goyal, General Manager, Lotus Software, IBM Software Group and Titan Solutions Group

and specialists an affordable dental practice software application. RxDDS leverages Lotus Domino™ integrated with IBM Lotus Sametime® to facilitate practice work flow and creates a standard platform for doctor-to-doctor and doctor-to-patient communication and collaboration. At its core is image records management, the base unit of communication in today's dental profession. Around this centerpiece, RxDDS has built tools for collaborative planning among all members of a dental team to enhance the overall quality of care.

Finalists:
COGNICASE
www.me4n.com (Canada)
Eden Communications
www.eden.com (United States)
iEnterprises, Inc.
www.ienterprises.com
(United States)

Best Industry Solution

Recognizes an outstanding solution tailored for the specific business challenges of the commercial or public sectors.

Winner:
ComputerWorks
www.computerworks.com
(United States)

Leveraging the advanced features of Lotus Notes® and Domino 6, the InterTrac solution from ComputerWorks provides Web-enabled automated solutions to federal and state offices. In one government implementation, the InterTrac solution is used by a staff of 2,000 employees across 11 regional offices to radically improve the delivery of services to over 1,600 local municipalities and 10,000 jurisdictional agencies statewide. The immediate benefits included the elimination of hundreds of thousands of dollars in postage and document-handling costs and a 20 to 60 percent improvement in the speed of response to local citizens and state officers.

Finalists:
Anesis, Inc.
www.anesis.net (United States)
Modern Devices (China), Ltd.
www.mdcl.com.cn (China)
Winchester Business Systems
www.wbsnet.com (United States)

Best Knowledge Discovery Solution

Recognizes the solution that assists organizations in the discovery and application of knowledge to drive business value by applying capabilities that capture, organize, locate and disseminate knowledge.

Winner:
EKM Corporation
www.ekmco.com (United States)

The On-line Documentation Library and Integrated Collaboration Solution developed by EKM Corporation, composed of IBM Lotus Domino.Doc®, Lotus QuickPlace™ and Lotus Sametime, delivers a knowledge management solution to a division of the U.S. government. The solution manages tactical information under document life-cycle control, via secure Internet access, and is complemented by real-time collaborative services. The solution enables EKM's customer to protect, access and re-use its knowledge assets in an environment where personnel movement is highly dynamic. As a result, the customer is able to rapidly respond to changing requirements and has realized a 70 percent reduction in paper consumption, a 30 percent reduction in copying costs, reduced travel expenses and increased productivity.

Finalists:
Landray (ShenZhen) Management Consulting Support System Co., Ltd.
www.landray.com.cn (China)
Presence Online
www.aptrix.com (United States)
Spherion
www.spherion.nl (Netherlands)



Steve Bernard, Avnet, Scott Cooper, IBM, Deborah Campbell, Sr. Business Development Manager, Lotus Software, IBM Software Group and Ken Bisconti, Vice President of Advanced Collaboration and Messaging, Lotus Software, IBM Software Group



Best Data Management Solution

This award recognizes a solution that makes full use of an organization's data in a cost-effective and innovative manner, enabling a customer to obtain fact-based, conclusive and actionable information about its business using IBM Data Management software.

Winner:**TradePower**

www.tradepower.com (United States)

TradeSource from TradePower is an enterprise business system for distributors in the electrical, plumbing, and tools industries that integrates accounting, sales, purchasing, inventory control, warehouse management, and e-commerce capabilities in a single application with real-time data access. Contractors and suppliers are directly connected through TradePower's Online Exchange for instant pricing, product availability and automated purchasing. Combining the IBM eServer pSeries™ with DB2® Universal Database™, TradeSource enabled Interstate Electrical Supply to seamlessly migrate and integrate all of its internal business systems. Workers can now use PDAs to scan data from warehouse operations, providing improved asset management and better customer service.



Janet Perna, General Manager, Data Management Solutions, IBM Software Group and TradePower

Finalists:**Horus Informatica**

www.horusinfo.com.br (Brazil)

Integrated Distribution Solutions LLC

www.ids-world.com (United States)

Best Managing Technology Tivoli Solution

This award recognizes a solution that utilizes Tivoli technologies to provide a well-managed, secure e-business environment. The winning solution illustrates how IBM Tivoli solutions are uniquely suited to helping customers manage secure systems, store IT data, and applications in a complex computing or Internet-based environment.

Winner:**Elyzium Ltd**

www.elyzium.co.uk (United Kingdom).

The e-business Availability Solution from Elyzium Ltd contacts systems users by cell phone, two-way pager or PDA to alert them to service outages in a company's e-business infrastructure. The solution was built for the London office of one of the largest financial holding companies in the United States, which sought an automated solution that would save on-site manpower by notifying users remotely of problems and letting them take control of resources using a keypad or voice commands. Incorporating a wide range of Tivoli products, Elyzium's solution helps organizations achieve reduced operating costs and improved service levels. The solution delivers a return on investment that is measured in months rather than years, by maximizing the mean time to fix problems with minimal staffing requirements.

Finalists:**Advanced Systems Group, Inc.**

www.advancedsystems.com

(United States)

VANguard

www.vanguard-it.com.br (Brazil)



Mike Twomey, Vice President, Tivoli Channels and Business Development, IBM Software Group with Probal Sil from Elyzium

Lotus Software: Enabling the Minds of e-business

The winning solution in this category demonstrates how Lotus technologies were used in combination with other IBM software products to bring increased speed, agility and competitive advantage to a business application.

Winner:**Relavis Corporation**

www.relavis.com (United States)

Designed to dramatically improve customer service performance, Relavis eService for Domino from Relavis Corporation combines the collaborative power of Lotus Domino with the data processing power of DB2 for a highly scalable solution. Its open architecture allows for rapid integration with a customer's other business components and applications, such as ERP, Supply Chain Management and legacy systems. Western Union is using eService to optimize its call center operations – which have now expanded to Web self service, e-mail and live chat with customers – and provide better customer service throughout its vast network of 117,000 agent locations worldwide.

Finalists:**Net.Team S.p.A.**

www.netteam.it (Italy)

TIMETOACT Software & Consulting GmbH

www.timetoact.de (Germany)

Best Learning Solution

Honors the year's most notable learning solution that uses IBM Lotus LearningSpace®. The solution demonstrates effective transfer of skills and a measurable return on investment.

Winner**Safmarine Computer Services (SCS)**

www.scs.co.za (South Africa)

SCS recently rolled out 3300 Lotus LearningSpace licenses to a leading airline to assist with the training of flight operations staff. The customer selected SCS for its total end-to-end solution based on award-winning Lotus LearningSpace. SCS provided assessment functionality required by the airline, an initial proof of concept, planning, design, content development, technology, implementation and delivery. Using SCS's solution, the customer was able to train its 3300 staff within four weeks. Staff were able to access the training when and where they wanted, and administrators were easily able to track who had done what training with what level of mastery.

Finalists:**AIT Work Group Technology Sdn Bhd**

www.patimas.com (Malaysia)

Multimedia Marketing.Com

www.multimediamarketing.com

(United Kingdom)

Nanfor Iberica

www.cursosweb.com (Spain)



Kevin Simpson from Safmarine Computer Services

Best Messaging Migration Solution

Honors the most notable solution that achieves migration from a non-Lotus mail system to IBM Lotus Notes and IBM Lotus Domino or IBM Lotus iNotes™.



Frances West, Director, Channels & Alliances, Business Development, Lotus Software, IBM Software Group

Winner:**Anexinet**

www.anexinet.com (United States)

Anexinet (formerly Advanced Development Group) designed a repeatable methodology and tools to help a large multinational company quickly absorb new acquisitions into its single messaging environment. Over 6,000 users have been migrated to Lotus Domino on IBM eServer iSeries™ and Lotus QuickPlace, with training provided through Lotus LearningSpace. In addition to rapid migrations, the customer saved more than USD\$250,000 in its first year and more than USD\$320,000 in its second year in deployment and administration expenses.

Finalists:**BMS Systems GmbH**

www.bmsys.de (Germany)

IntraVision

www.intravision.dk (Denmark)

Best Mobile/Wireless Solution

Honors a mobile or wireless solution that provides key information to field and mobile workforce employees or end users using Lotus technologies, keeping them up to date and in the know, helping to significantly improve customer productivity.

Winner:**Brookstone Technologies Pty Ltd.**

www.brookstone.com.au (Australia)

The BrookstoneWirelessVirtualOffice™ is a fully featured eOffice system that delivers comprehensive eCollaborative office functionality centrally and remotely, with workflow-enabled wireless connectivity using Lotus Domino Everyplace. The wireless functionality includes operation via GPRS and extends the eOffice to deliver time-critical information in real time and to provide robust workflow and transaction capability remotely via wireless-enabled PDAs. To date, the BrookstoneWirelessVirtualOffice has been embraced for its wireless-enabled eOffice functionality in the equities market (risk management) and the horseracing/betting industry.



Brookstone Technologies and Kada Sigl, Program Manager, Worldwide Channels and Alliances, Lotus Software, IBM Software Group

Finalists:**APSYME, S.A.**

www.apsyme.com (France)

QED Advanced Systems Ltd.

www.qedcs.co.uk (United Kingdom)

x-dot GmbH

www.x-dot.de (Germany)





Les Wyatt, J. D. Edwards and Donn Atkins, Vice President, Worldwide Software Sales and Marketing, IBM Software Group

Greatest Innovation in e-Business

This award recognizes an IBM Business Partner who is demonstrably breaking new ground. It distinguishes that Business Partner whose solution, e-business initiative or program, business model and/or channel strategy clearly sets them apart in the marketplace and impacts IBM's market position.

Winner:

J.D. Edwards

www.jdedwards.com (United States)

An agreement to pre-integrate and OEM a range of IBM middleware into its portfolio of business applications gives J.D. Edwards an innovative approach to delivering e-business solutions. J.D. Edwards' strategy combines WebSphere Application Server, WebSphere Portal, DB2 Universal Database, embedded security components and Lotus collaboration tools with its ERP, CRM, SCM, and SRM applications. For midmarket customers, this innovative route to market for IBM software provides access to industry leading middleware solutions – already integrated – at a very affordable price. For IBM, it represents a major advantage over traditional middleware competitors.

Finalists:

Business Systems Group Ltd

www.bsg.co.uk (United Kingdom)

GERS

www.gers.com (United States)

Hot Linux Solution

This award recognizes a solution that demonstrates a high ROI and low total cost of ownership for customers; has a proven track record for reliability, performance, security and stability; has a compelling customer testimonial, and runs on IBM eServer hardware or leverages IBM middleware for Linux® (DB2 Universal Database, Lotus Domino, the Tivoli product family or WebSphere Application Server).

Winner:

Trigo Technologies

www.trigo.com (United States)

Trigo Product Center is a Product Information Management system that enables manufacturers, distributors, and retailers to manage product information from a variety of back-end systems right through to point of sale. By reducing the cost to manage hundreds of thousands of SKUs, this 100 percent Java, Linux-based solution from Trigo Technologies is accelerating the introduction of new items from an industry average of six months to eight weeks. Alpha Purchase, one of Japan's first virtual distributors, relies on Trigo Product Center for key customer data which enables more flexible customer service and a stronger competitive edge.

Finalists:

eOneGroup

www.eonegroup.com (United States)

HRsmart, Inc.

www.hrsmart.com (United States)

Best WebSphere e-business Solution

This award recognizes a WebSphere technology solution that transforms a traditional business process into an e-business process by extending and personalizing user experiences with IBM Portal offerings, integrating applications and automating business processes with IBM Business Integration solutions, or rapidly building and reliably growing dynamic e-business applications to achieve optimal scalability and productivity with WebSphere Foundation and Tools.

Winner:

Digital Union

www.digitalunion.com

(United Kingdom)

The World Wide Retail Exchange from Digital Union is an Internet-based B2B exchange that substantially reduces costs across product development, e-procurement, and supply chain processes for retailers and suppliers in the food, general merchandise, textile/home, and drugstore sectors. Working with the IBM Watson Laboratories, Digital Union has incorporated some of the world's most advanced auction / negotiation theory and visualization technology into the solution. The solution has saved the Retail Exchange's 62 members worldwide



Bill Reedy, Vice President, Business Development, WebSphere, IBM Software Group with Alex Matthews, Digital Union

over \$500 million. Built on Digital Union's ezMarket product and incorporating WebSphere Commerce Suite, the solution let UK supermarket chain Tesco get an auction up and running in days, delivering immediate benefits to their bottom line.

Finalists:

InSystems

www.insystems.com (Canada)

Sundata Pty Ltd

www.sundata.com.au (Australia)

Best Philanthropic Solution

Recognizes the Business Partner that has developed an effective solution for a not-for-profit, environmental or humanitarian effort or one in support of broader civic participation.



Ambuj Goyal, IBM and Computech Resources

Winner:

Computech Resources, Inc.

www.compures.com (United States)

The CommunityCard from Computech Resources is a sophisticated application leveraging Lotus and IBM technologies to provide a social services organization with identity cards and a tracking mechanism for case management, assessments and services rendered for its visitors. Notably, the CommunityCard is the only identification available for many homeless clients. The solution also enables the organization to readily comply with federal, state and county government reporting requirements.

Finalists:

Cadence Solutions, LLC

www.cadencesolutions.com

(United States)

Convergens A/S

www.convergens.dk (Denmark)

Best Portal Solution

Recognizes a solution that leverages Lotus collaborative components within the IBM WebSphere Portal Family to create a dynamic workplace for either employees (intranet) or customers and/or suppliers (extranet).

Winner:

Cordial Co., Ltd.

www.cordial.co.kr (Korea)

Cordial has developed and launched a comprehensive enterprise work-space portal. The solution, eGate-TEPS, is built on IBM WebSphere Portal Extend and is tightly integrated with Lotus Domino Release 5 applications and with Lotus Sametime, Lotus Domino.Doc and Lotus QuickPlace to provide one-click access to enterprise-wide information, including direct connection to back-end systems. Primarily targeted at manufacturing and financial companies, eGate-TEPS provides real-time data access to manufacturing and financial management systems. It allows employees to customize their work-space and helps them make faster decisions by removing communication bottlenecks within the enterprise.

Finalists:

Loughheed and Associates

www.loughheed.com (Canada)

Spherion

www.spherion.nl/technology

(Netherlands)



Nan Johnson (center), Manager Worldwide Channels and Alliances, Lotus Software, IBM Software Group and Anxinet (formerly known as Advanced Development Group, Inc)

Best Tool/Utility Solution

Honors the best tool or utility used to enhance a business solution that helps bring measurable market benefits to the customer. These value-added products can include component-based, data-integration or team-development tools.

Winner:

DLI.tools Inc.

www.dlitoos.com (Canada)

DLI.Uploader from DLI.tools, Inc. is an innovative file attachment management system that overcomes the restrictions associated with managing file attachments in a Web browser. Since the functionality of DLI.Uploader can deliver significant increases in employee productivity and can be easily integrated into any Lotus Domino Web application, other IBM and Lotus Business Partners have imbedded the technology into their commercial applications, helping to provide them with a competitive edge.

Finalists:

CommonTime Limited

www.commontime.com

(United Kingdom)

PistolStar, Inc.

www.pistolstar.com (United States)

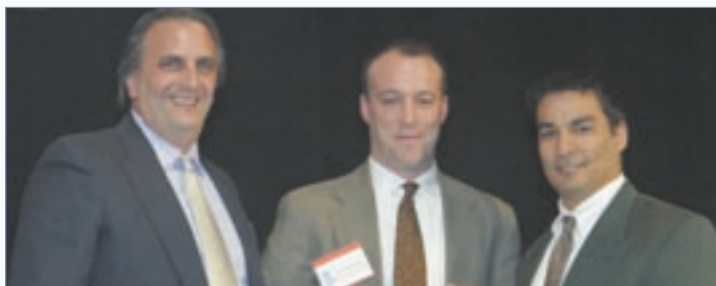
Ytria, Inc.

www.ytria.com (Canada)



Greatest Midmarket Success

This award recognizes the Business Partner achieving the greatest results in the Midmarket customer space by leveraging IBM's Small and Medium Business Marketing and Enablement Programs. The winner of this award demonstrably used IBM marketing and enablement offerings, such as Start Now Solutions for e-business and other geography-specific marketing programs, to drive significant revenues in the midmarket.



Mark Ouellette, Vice President SMB Software Sales, IBM Software Group and Boom Vang Consulting

Winner:
Boom Vang Consulting, Inc.
www.boomvang.com (United States)

When Boom Vang Consulting, Inc. decided to change its focus to IBM software, the company turned to IBM's Start Now offerings to speed its time to market. Combining Start Now marketing tools, co-marketing funds and repeatable

solutions has paid off. During its first full year as a member of the IBM Top Contributor Initiative, Boom Vang experienced tremendous success selling IBM based solutions. Boom Vang is also e-business firm-certified and Start Now-certified in Collaboration, Host Integration, and Wireless Solutions. Customers like Sharp MicroElectronics and CorVel are taking collaboration to new levels by leveraging Boom Vang's innovations with Lotus Sametime and PDAs supported by Domino and IBM Mobile Connect.

Finalists:
Sapiens (UK) Ltd
www.sapiens.com
 (United Kingdom)
Servion Global Solutions
www.servion.com (India)
Vormittag Associates, Inc.
www.vai-solutions.com
 (United States)



Grammy winner Irma Thomas salutes the IBM Beacon Award winners

Safe and Secure Developer Solution

This award recognizes a solution that meets one or more of the following criteria: provides authentication, integrity, confidence and reliability to e-business; or can effectively support a business under sudden and unexpected adverse conditions.

Winner:
PNCglobal Inc.
www.pncglobal.com (Canada)

Uni-ID from PNCglobal Inc. offers two-factor authentication using a mini CD card and pass phrase. Through a cross-domain authentication service custom developed by PNCglobal, the product is integrated with Tivoli Access Manager and incorporates WebSphere Portal Server and IBM DB2. With no requirements for additional hardware, Uni-ID offers a unique and affordable two-factor authentication solution for any Web portal application needing access security. Online medical records company ExpertMedic chose Uni-ID over competitive products to protect highly sensitive patient information, citing the product's low price, ease of use and versatility.

Finalists:
Daon
www.daon.com (Ireland)
The PowerTech Group
www.powertech.com (United States)



Andrew Pollack from Northern Collaborative Technologies and Laurie Webb from Webb Consulting with Bob Wong, Director, Worldwide Lotus Channels and SMB Sales, Lotus Software, IBM Software Group

Rising Star Award

Recognizes an IBM PartnerWorld Business Partner that is demonstrably breaking new ground in solutions, business model, channel strategy and/or market share and revenue attainment.

Winner:
Instant Technologies Corporation
www.instant-tech.com (United States)

Instant Technologies broke new ground to capitalize on the competitive Microsoft Exchange and Microsoft Office customer base that lacks integrated e-mail, chat, presence and application sharing in a secure environment. Instant Team Messenger for Microsoft Outlook integrates the capabilities of Lotus Sametime and Microsoft Office, providing a huge revenue opportunity for IBM and its business partners worldwide.

Finalists:
CITIC Application Service Provider Co., Ltd. (iCITIC)
www.icitic.com (China)
PSC Group, LLC
www.psclistsens.com (United States)
Shree Consultants
www.shreecon.com (India)

Excellence in Partnering

Rewards two or more Business Partners that have joined forces, utilizing their complementary skills to deliver an outstanding total customer solution.

Winners:
Northern Collaborative Technologies
www.thenorth.com (United States)
Webb Consulting, Inc.
www.webb-consult.com (United States)

Northern Collaborative Technologies and Webb Consulting collaborated to create a direct-interface Web site for their customer's worldwide sales and distribution channel, composed of more than 100,000 users in 100 countries. A Lotus Domino-based solution, it provides highly customized, out-of-the-box training for its customer's partners. In addition, the solution helped result in tremendous ROI for the customer and high satisfaction among the customer's partners. In essence, the two firms were able to solve issues in a responsive and reliable manner and, in this case, to maintain consistency over a five-year period of working together on this project.

Finalists:
Berwanger, Inc.
www.berwanger.com (United States)
onClick Corporation
www.onclickcorp.com (United States)

BinaryTree, Inc.
www.binarytree.com (United States)
Recor Corporation
www.recor.com (United States)
Wolcott Systems Group
www.wolcottgroup.com (United States)

iEnterprises, Inc.
www.ienterprises.com (United States)
NuTechs
www.nutechs.com (United States)

Best in Lotusphere Showcase

Recognizes an innovative application that leverages the latest Lotus technology to demonstrate the problem-solving power of Lotus software. Final judging takes place at the Lotusphere Product Showcase in Orlando.

Winner:
iEnterprises, Inc.
www.ienterprises.com
 (United States)

iEnterprises, Inc. won for Best in Lotusphere Showcase. The winning solution is its next-generation Customer Relationship Management (CRM) solution, iExtensions. iExtensions has the ability to store data from multiple languages on one IBM Lotus Domino 6 database. The collaborative solution also has an impressive ability to integrate with IBM WebSphere Translation Server.

Finalists:
Automation Centre
www.acentre.com (United States)
Brookstone Technologies Pty. Ltd.
www.brookstone.com.au (Australia)
Eden Communications
www.eden.com (United States)
ITM Associates, Inc.
www.itmassociates.com (United States)
Relavis Corporation
www.relavis.com (United States)



Robert J. DeMaio, Relavis with Peter Fay, Sr. Manager Global ISV, Worldwide Channels and Alliances, Lotus Software, IBM Software Group and Joe Leake, Manager Worldwide Channels and Alliances, Lotus Software, IBM Software Group



The Beacon Awards for Distinguished Achievement honor the top members of IBM PartnerWorld for Software or PartnerWorld for Developers from each region of the world. Winners have demonstrated innovation, loyalty, excellence in driving revenue, and the ability to open new regional markets for IBM Software, as well as positive stature in the Business Partner community.

IBM WINNERS

IBM Beacon Awards for Distinguished Achievement: PartnerWorld for Software

As the winner for *Asia Pacific*, **Toshiba Corporation (www.toshiba.co.jp)** offers customers a one-stop solution for essential cross-platform network integration services. Finishing the year with significant GMB revenue contribution, Toshiba is committed to all four IBM software brands. The company established a WebSphere Partner Center last year, integrated DB2 into its Forefront media solution, recently began a Domino 6 migration campaign, and is Tivoli's top Business Partner in Japan.

BMS Systems GmbH (www.bmssys.de) takes top honors for the *Europe / Middle East / Africa* region because of its strong commitment, products, and revenue performance. After joining PartnerWorld in early 2002, BMS Systems invested in its success and ended the year by surpassing its commitment as a member of the Top



Stefan Gierl, BMS Systems and Scott Cooper, IBM

Contributor Initiative. Through products such as its Lotus Notes Client Configuration and Migration Tool, BMS Systems helps customers reduce costs by reducing software roll-out to only a few mouse clicks.



Younghun Cha, Penta Security Systems and Buell Duncan, General Manager, Developer Relations, IBM Software Group

Latin America's winner for Distinguished Achievement is **YKP Informatica (www.ykp.com.br)**. Starting out as an IBM AS/400® and Lotus Business Partner, YKP Informatica last year expanded its portfolio to include WebSphere and Data Management software. With seven solutions based exclusively on IBM middleware, the company's success with IBM technology has earned it four IBM awards for application excellence or sales performance in the past three years.

North American winner **Sirius Computer Solutions (www.siriuscom.com)** has shown its commitment to IBM through a 70% year to year revenue growth in 2002. Its winning formula included boosting sales force performance through attendance at IBM's Solution Sales Methodology class and creation of an inside sales team. Sirius also offered all-IBM solutions, added certified and dedicated pre-sales specialists for all four IBM brands, and focused on recruiting business partners with strong software skills.

IBM Beacon Awards for Distinguished Achievement: PartnerWorld for Developers

Penta Security Systems, Inc. (www.pentasecurity.com), this year's winner for *Asia Pacific*, has made significant contributions to the growth of IBM software through its intrusion detection solution. The company will soon be Korea's first intrusion detection solution developer to be granted K4 Level Security certification by the Korea government on AIX®. As it extends its products to Public Key Infrastructure and firewalls, Penta Security Systems is helping grow IBM market share among SMB and large customers.

This year's winner in *Europe / Middle East / Africa* is **Daon (www.daon.com)**, developer of a unique biometric solution that can handle multiple biometric techniques. Built for the J2EE architecture using WebSphere and DB2, with connectors to Tivoli Access Manager, Daon's product runs on IBM eServer pSeries and xSeries™ platforms. Daon's solution will help IBM meet growing customer need for enterprise-wide biometric security middleware.

Latin America winner **SISDAM Technology (www.sisdam.com.ar)** has designed its new and existing applications to incorporate WebSphere and Java. SISDAM is also expanding beyond Argentina to target other Latin American countries, and is completing an OEM agreement to bundle its applications with WebSphere Application Server for increased WebSphere adoption in the SMB segment.

KANA Software, Inc. (www.kana.com), winner for *North America*, has adopted IBM's e-business infrastructure as its Tier 1 development platform and uses WebSphere Application Server, DB2



Marchai Bruchey, KANA Software

and eServer pSeries as its high-water benchmarking platform for performance measurements. KANA utilizes IBM Global Services as one of its key systems integrators. Together KANA and IBM create significant customer value, resulting in superior customer satisfaction and corporate profitability.

Lotus Beacon Awards for Distinguished Achievement: PartnerWorld for Software/ PartnerWorld for Developers

Tata Consultancy Services (www.tcs.com), this year's winner in *Asia Pacific*, is one of IBM's oldest Business Partners, having significantly contributed to Lotus' entrance into competitive accounts in India. Their vertical business practices for Banking, Manufacturing, Insurance, Telecom, and Government have recommended Lotus products for Workflow Automation, Document Management and Knowledge Management requirements for customers both in India and globally.

Europe / Middle East / Africa winner **InfoSys Limited (www.infosys.co.uk)** has surpassed expectations with IBM license sales in the United Kingdom, generating over USD\$2 million of revenues. InfoSys has already implemented a number of successful Lotus Domino 6 projects. As InfoSys continues to drive IBM and Lotus technology in the UK, the firm has implemented three large Lotus Domino-based development projects in the pharmaceutical sector.



Ambuj Goyal, IBM with InfoSys Limited



Jonima S.A.

Jonima S.A. de C.V. (www.jonima.com), the Distinguished Achievement winner in *Latin America*, is a market leader in customer support and application tuning, and was the chief contributor to the Lotus brand in Latin America during 2002. The firm currently holds 22 Lotus Certifications demonstrating loyalty, investment and commitment to Lotus technologies. Jonima is well positioned in the market with its three main Lotus applications: ISO CONTROL (for ISO 9000 control), Norma Control (document workflow) and Viajes Control (travel authorization management and expense controls).

Computech Resources, Inc. (www.compures.com), the 2003 winner in *North America*, is a Business Partner that embraces the Lotus product line and is often one of the first to approach its customers with new Lotus technologies. Computech actively markets Lotus products into the Small and Medium Business (SMB) marketplace through seminars, customer success stories and by sponsoring two successful Lotus user groups, and has generated over \$750,000 in revenue in 2002.

LOTUS WINNERS





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