

CommerceQuest promotes online exchanges with DB2 for OS/390.

Overview

■ **Application**

B2B integrated infrastructure for online trading exchanges

■ **Business Benefits**

Projected increase in sales; customers can launch B2B online trading communities in half the time and cost it would take to build their own solutions

■ **Software**

IBM DB2® Universal Database™ for OS/390®, Version 7; IBM MQSeries®; IBM CICS® Transaction Server

■ **Servers**

IBM S/390® Parallel Enterprise Server™

■ **Business Partner**

CommerceQuest



Using CommerceQuest's enableNet solution, trading exchanges can process any type of transaction to any type of device or system, including phone, fax, e-mail and even directly into an SAP ERP application through electronic data interchange (EDI).

Put aside the telephone and, for that matter, the fax machine. These days, the Internet is the channel for corporate commerce, as businesses find greater efficiency in dealing with trading partners online. And CommerceQuest, a pioneer of end-to-end business integration solutions for large enterprise and online trading communities, is taking full advantage of the popularity of the Internet. Founded in 1992 and based in Tampa, Florida, CommerceQuest has offices throughout the U.S. as well as in Europe, the Asia Pacific region and South Africa—with 300 employees striving to help its clients operate more efficiently.

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—Mary Cassaday Jones, Assistant Vice President of Marketing, CommerceQuest

e-business—using value networks to reach new markets

CommerceQuest understands that developing business-to-business (B2B) exchanges in-house requires companies to make a sizeable investment in time, money and resources. That's why CommerceQuest seized the opportunity to tap into this market by offering an outsourced, end-to-end solution for B2B exchanges.



Companies using CommerceQuest's B2B integration infrastructure have a platform for growing their exchanges quickly and easily.

But CommerceQuest couldn't take a chance on just any e-business software to develop its product. Explains Mary Cassaday Jones, the company's assistant vice president of marketing, "Not only did we want our solution to be easy and cost-efficient to use, we wanted to make sure that users felt totally confident with transactions conducted in our customers' marketplaces. And, to provide additional value, we wanted to enable our customers to expand their online communities whenever

needed—without having to purchase additional software or reprogram their systems. During a thorough evaluation of leading products, we found our answer in IBM e-business solutions, including IBM DB2 Universal Database for OS/390, Version 7; IBM MQSeries; and IBM CICS Transaction Server Version 2."

The company's B2B integration infrastructure, enableNet Managed Service, was launched in January 2000. Currently, enableNet Managed Service is helping two dozen companies exchange procurement orders, invoices and other information needed to buy and sell goods over the Internet.

Says Jones, "We find that the IBM platform and software, including DB2 Version 7, offer the best choice for providing the highest level of scalability, reliability and security for our enableNet solution. With IBM as our foundation, our customers can be confident that the data involved in their trading transactions is housed securely and delivered promptly. And the fact that the IBM components we're using form an integrated platform helps our customers grow their e-marketplaces quickly and easily. It's as close to plug-and-play as you can get."

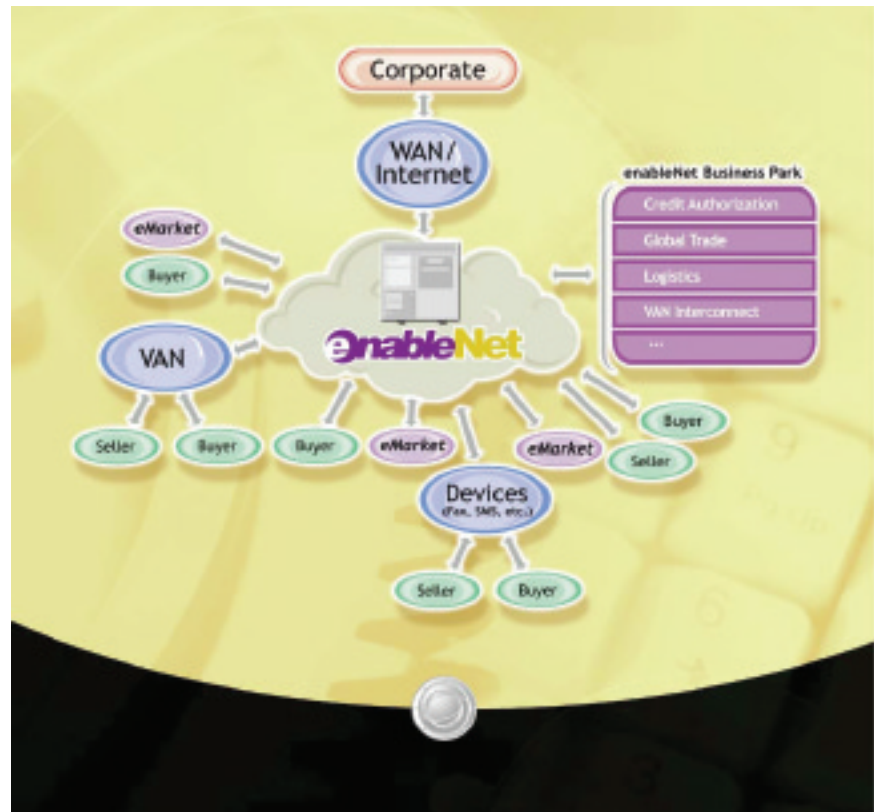
"DB2 provides our clients the ability to increase the number of trading partners integrated into their online communities very efficiently and cost effectively, as they don't have to overhaul data types to transmit and translate information for their partners."

—Mary Cassaday Jones

Cutting costs and development time in half

One of CommerceQuest's key customers is ICG Commerce (ICGC), a global pioneer in offering a comprehensive online procurement service for businesses. Based in Jenkintown, Pennsylvania, ICGC selected enableNet Managed Service for its e-marketplace for maintenance, repair and operations products, as well as for its strategic sourcing services. As a result, ICGC has doubled the number of online transactions it manages each month, with buyers saving at least five percent on purchases and ICGC saving 50 percent of the cost of building the infrastructure in-house.

ICGC is also pleased to be able to support trading partners that use a variety of hardware and software platforms. That was one of CommerceQuest's objectives in developing enableNet. Explains Jones, "DB2 provides our clients the ability to increase the number of trading partners integrated into their online communities very efficiently and cost-effectively, as they don't have to overhaul data types to transmit and translate information for their partners. XML support, included in DB2, facilitates data transformation."



Developed with IBM e-business solutions, enableNet Managed Service is CommerceQuest's B2B integration infrastructure supporting online exchanges.

The public e-marketplaces established by CommerceQuest's current customers support an average of 500 trading partners. "And, because we're using DB2 as well as other IBM technologies and our own proprietary software, enableNet can scale to millions and millions of transactions in just minutes," notes Jones.

Enabling integration with any platform

The most challenging aspect of developing enableNet involved solving the integration issues between the trading exchange participants' varied IT systems, through which the trading partners of CommerceQuest's customers conduct their online business. CommerceQuest solved this problem by developing two proprietary software systems that run on top of MQSeries in enableNet—enableNet Data Integrator and enableNet Business Process Integrator. As a result, data can be sent to trading partners on any platform and in the format that they prefer, such as fax, e-mail, EDI or XML.

enableNet Data Integrator is a set of data integration tools that allows virtually any kind of data to be shared across any application, system or network. enableNet Business Process Integrator is a comprehensive framework for designing and automating business processes. While both products are available separately, together they provide the core capabilities of enableNet Managed Service.

DB2 manages all of the data involved in trading activity, from product information to invoices. MQSeries handles the transfer of this data between participating parties, and CICS Transaction Server manages transaction processing between trading partners. The entire solution resides on an IBM S/390 Parallel Enterprise Server.

"We consider the S/390 server the ultimate e-business server for its incredible uptime and scalability. It's the perfect complement to enableNet Managed Service's IBM e-business infrastructure. The S/390 provides our customers with peace of mind and the ability to focus on their business at hand," says Jones.



Confidence in IBM

Businesses pay a monthly fee to subscribe to enableNet Managed Service, freeing them from having to invest in an in-house hardware and software solution. Not only does this represent cost savings, but it also means that companies can establish an integrated B2B trading solution in about half the time it would take to build their own solution. And as companies handle more transactions, the cost per transaction decreases.

For organizations that prefer to host their own e-marketplace solution, CommerceQuest has recently launched enableNet Enterprise Edition.

According to Jones, CommerceQuest, an IBM Business Partner, is the only company in the market offering a trading community infrastructure as a managed service. As such, it was all the more important for CommerceQuest to produce an offering backed by a solid foundation. Says Jones, "enableNet needs to be available all day, every day, and to be able to accommodate as many transactions and trading partners as our customers need. DB2 and our entire IBM-based infrastructure help us deliver."

For more information

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