SAP and IBM: Open for Collaboration

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The SAP and IBM Collaboration Technology Support Center: The Newest Resource for Enhanced Integration of Your System Landscape

A cornerstone of the January 2003 announcement of SAP® NetWeaver™ - and a new element in the SAP Global Partner Management strategy - is the introduction of joint **Collaboration Technology Support Centers (CTSC)** with the top Global Technology Partners. The first partner to join with SAP in this initiative is IBM.

SAP NetWeaver is SAP´s new open integration and application platform, fully designed for interoperability with IBM WebSphere® and Microsoft® .NET™ technologies and infrastructures. Today's SAP business solutions - mySAP™ Business Suite and the new generation of cross-functional applications, SAP xApps™ - are powered by SAP NetWeaver, which offers full interoperability and extensibility at all levels of integration.

IBM WebSphere is IBM's answer to an e-business on demand computing platform based on open industry standards. IBM WebSphere includes solutions for business portals, business and process integration, and application servers. Just as all other IBM middleware solutions - like Lotus®, Tivoli® Management and Rational® - IBM WebSphere can interoperate seamlessly with SAP NetWeaver.

The Collaboration Technology Support Center plays a significant role in the collaboration strategy between IBM and SAP. Both companies have established a prospering, extensive alliance over the decades and, during this time, gained significant market share, working together on many large IT projects.

Customers have inevitably established several point-to-point connections with each software vendor. But until now, customers had been left on their own when it came to when and how to combine the different vendor offerings - and how to optimize their investments and leverage the existing skills of their development teams.
This is where the CTSC comes in.

The CTSC, equally staffed by SAP and IBM, will assist account teams from both companies in identifying integration scenarios that deliver the greatest value for our joint customers.

Open for Collaboration

The CTSC offers valuable guidance and the help of technology advisors, who, within their respective companies, act as advocates for customers, keeping an eye on the "big picture" and the customer's long-term strategy.

The Collaboration Technology Support Center team is able to explore new synergies for different product portfolios, in order to protect customer investment and offer extended value. By identifying a value proposition for the interoperability options between software suites, the CTSC is able to propose a complementary joint solution scenario for these different products. This scenario lays the foundation for joint business with technology partners in the area of software and infrastructure. The center looks in all directions to find new win-win scenarios for all involved, and offers a joint complementary software value proposition that helps ensure long term customer satisfaction.

Customers benefit from the shared experience of each CTSC team, and the many different scenarios and show cases they have participated in or managed in the past. From implementing a proof-of-concept to delivering best practices, our joint customers can significantly benefit from the business know how and technology excellence built up in a Collaboration Technology Support Center.

Bruce Harreld, IBM`s Senior Vice President of Strategy, supports the CTSC concept. "Helping our customers become on-demand businesses will require new kinds of collaboration and cooperation between the companies in the information technology industry. We look forward to building on our longstanding relationship with SAP to deliver not just technology expertise, but real business value to our customers."

For more information contact the IBM SAP International Competence Center (ISICC) at:
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Please visit also our alliance website:
www.ibm-sap.com