



REMEDI
Electronic Commerce Group

Success Story

B2B Integrator Sale And Implementation



Bluestar's Challenge

Bluestar sought a new integration tool due to significant experienced, and forecasted, transactional growth with OEM hardware/software technology firms as well as with its VAR customer base. Being a distributor, the client was unlike other firms as it had to comply with specific integration requirements dictated from both suppliers and customers.

They were running an old TLE product from GXS/Inovis in their integration environment and were experiencing performance problems, in addition to being nowhere near current in terms of software releases.

New management at the IT executive and business integration level was familiar with business integration suites and sought a tool that was comprehensive in its data transformation capabilities, connectivity, and scalability. They were also looking for a product that could be rapidly deployed in terms of the initial installation as well as provide for rapid integration deployment as requirements came in from customers and suppliers.

Solution

After examining the Bluestar's business requirements and consulting with their business integration manager, REMEDI, IBM, and the client proposed the IBM B2B Integrator solution which met client requirements of a comprehensive integration suite.

This solution would position the client to handle the growth they were experiencing, allow for better/quicker connections to speed time to revenue, and allow for visibility into data and business process flows.

REMEDI's Framework for B2B Integrator was also proposed coupling architecture design sessions, product installation/configuration, custom configured business processes (resulting from architecture design sessions), map development/testing, partner connectivity, and production go-live, all in one statement of work.

Outcome

Bluestar purchased B2B Integrator from REMEDI / IBM and engaged REMEDI for its Framework for B2B Integrator. It should be noted that the client business integration manager



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(product/project champion) had a lot of experience with the product as a consultant, where REMEDI was one of his employers.

While uncharacteristic of most B2B Integrator sales cycles, the software portion of this deal closed, including IBM Global Financing, in approximately 12 days and deployment began a week later. The project was completed eight weeks after the sale and on time.