

IBM Information Management Software and the Sun Vendor Integration Program (SunVIPSM)

Streamline problem resolution and improve availability through cooperative support



Highlights

- Leverage Sun's deep relationship with IBM so you can benefit from synergies that go beyond each company's individual capabilities
- SunVIP complements Sun's extensive IT interoperability testing with unrivaled interoperability support¹
- By bridging the gap between vendor support organizations, SunVIP can help you quickly diagnose and resolve complex issues, keeping your data safe and your applications running
- Regardless of where the issue lies, Sun will keep your service ticket open until the issue is handled to your satisfaction²
- Since being introduced in 1996 with six member companies, SunVIP has grown to encompass a community of more than 100 hardware, software, and networking vendors
- Available through SunSpectrumSM Support as a standard feature of Platinum, Gold, and Premium service plans³
- 24/7 worldwide coverage



With SunVIP, you don't get caught in the middle

For more than 10 years, Sun has been a leader in cooperative support, helping you benefit from strong, seamless relationships and years of proven success. SunVIPSM combines support expertise to help you solve interoperability problems through our Joint Escalation Centers, Joint Support Centers, strategic partnerships, and our participation and leadership in the Technical Support Alliance Network (TSANet). The result? SunVIP helps eliminate the finger-pointing that often occurs when dealing with complex issues in multivendor environments.

Sun and IBM Information Management Software: Delivering on the promise of total customer support

Sun and IBM are committed to providing you with tightly integrated, dependable, and scalable solutions flexible enough to meet any business need. Through SunVIP, Sun and IBM provide mutual customers with responsive support to help resolve interoperability issues. As a member of SunVIP, IBM's technical support engineers work closely with Sun's engineers to increase application availability. You can call either Sun or IBM when you encounter a difficult software problem and can rely on technical cooperation between engineers at both companies to get you up and running quickly.

Today's complex environments demand seamless solutions

The components of an IT solution don't run in isolation, they interoperate. And with the growing profusion of heterogeneous systems, comprising hardware and software components from a variety of vendors, you need vendors to work together to minimize the impact on your business when you encounter an interoperability problem. So where can you turn to help streamline problem diagnosis and resolution without vendor finger-pointing?

The answer? SunVIP.

With SunVIP, you don't have to experience the frustration of finding someone to take responsibility for interoperability issues or reiterate the same problem to multiple people, multiple times. SunVIP leverages our cooperative support relationships with many leading technology companies for jointly contracted customers. SunVIP bridges the gap between vendors' support organizations, helping enable technical support engineers from Sun and SunVIP vendors to work collaboratively to help resolve your interoperability issues quickly and effectively—regardless of where they originate.

How SunVIP works

With SunVIP, you can contact Sun if you're unsure where your interoperability issue lies. Sun will verify support information and gather data to begin the technical analysis. If the source of the problem involves a Sun product, we will handle the call. If Sun determines that the source of a problem lies with a SunVIP vendor's product, we will contact that vendor on your behalf⁴ and provide them with details about your technical issue along with any diagnostic data. You won't find yourself caught in the middle, and Sun will continue to work hand in hand with the vendor to make sure the problem is isolated and resolved to your satisfaction.

¹Sun rated #1 in interop support in a 2006 study by TNS Prognostics Research.

²SunVIP is designed for issues that have not yet been isolated to a vendor. If you know a problem is caused by another vendor's product, you should open a service ticket with that vendor directly.

³You must hold a support contract with Sun and a comparable support contract with the other respective vendor(s).

⁴Requires support information relative to the other vendor (contract number, etc.)

Maximize ROI with integrated solutions

Sun and IBM are committed to the strength of our relationship for the mutual benefit of our customers. Our long-standing alliance is helping customers like you reduce total cost of ownership for IBM Information Management solutions on Sun to receive the best possible support and integrated product solutions.

“As more and more Sun customers choose to build and manage their mission-critical applications with IBM Software, IBM’s participation in the SunVIP program is key to their success with this strategy. The ability to provide a single interface and an effective model for working together will be a great asset in ensuring responsive, high value support in these environments.”

— Alan Grady, Vice President Information Management Services, IBM

About IBM

IBM is a leader in the invention, development, and manufacture of the industry’s most advanced information technologies, including computer systems, software, storage systems, and microelectronics. IBM translates these advanced technologies into customer value through professional solutions, services and consulting businesses worldwide. Please visit www.ibm.com for more information.

Why Sun?

Through the participation of leading software, applications, and network systems providers, SunVIP has evolved into an important piece of Sun’s comprehensive approach to availability. Sun, along with all of the SunVIP vendors, understands the importance of system, data, and application availability. Uptime is the result of all platform, network, software, and

Learn more

To learn more about SunVIP, contact your Sun Sales Representative or Sun Authorized Reseller. You can also visit us on the web at www.sun.com/service/interoperability/sunvip.html

storage components interoperating seamlessly. With our worldwide network of experienced support personnel and our commitment to working cooperatively with SunVIP vendors, Sun is uniquely qualified to help provide the level of availability and stable, predictable service customers demand.

