Experio Solutions sees a pattern of success with IBM.

Overview

- **Challenge**
  Grow business by accelerating time to market and reducing client risks in e-business engagements
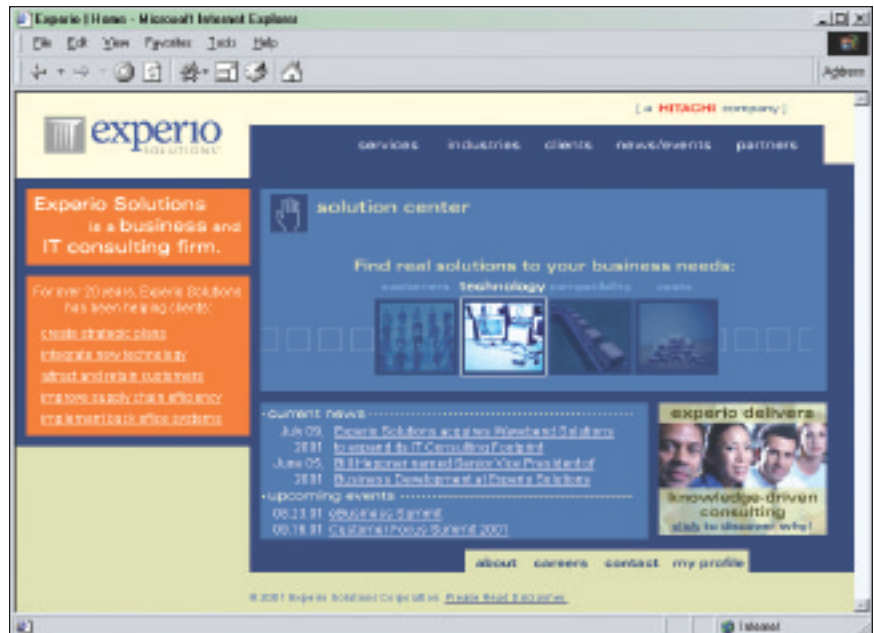
- **Solution**
  Integrated e-business applications developed with reliable, scalable infrastructure technology

- **Why IBM**
  IBM Patterns for e-business provided proven architectures, methodologies and techniques to overcome challenges and generate strong ROI for clients

- **Key Business Benefits**
  60% reduction in architecture design time; 40% lower costs in systems migration; sharply reduced risk associated with application and infrastructure upgrade; faster time-to-market; fast return on investment

Founded in 1995, Experio Solutions employs a team of 700 professionals with technology expertise and business savvy in areas such as manufacturing, financial services, energy and the high-touch sector (comprised of products and services with significant post-sale customer interaction).

Over the last couple of years, businesses flocked to the Web—so quickly that many built e-business infrastructures that were neither scalable nor reliable. Now these companies face another set of hurdles as they attempt to upgrade to state-of-the-art solutions—from the high costs of implementation and re-training to lengthy and uncertain development cycles.

"The obstacles our clients face sometimes can discourage them from evolving their IT infrastructures. But once they see our presentations based on IBM Patterns for e-business, that anxiety is relieved."

—George Nunez, Manager, Architecture Group, Experio Solutions

e-business

e-business— *accelerating the pace of business and the pace of change*

Key Components

Software

- IBM WebSphere® Application Server, Enterprise Edition
- IBM MQSeries® Workflow

Servers

- IBM RS6000®

Enter Experio Solutions. Experio Solutions works with companies at all stages of e-business, but focuses primarily on migrating companies' existing infrastructures—from first-generation solutions to the latest e-business technologies. As an IBM Business Partner with years of consulting and implementation experience, Experio Solutions developed a set of methodologies and tools to help optimize its clients' infrastructure migration projects. But the process was labor-intensive, repetitive and difficult to transfer to client IT departments. If Experio Solutions could leverage IBM's own experience—gained from over 20,000 e-business engagements—it could accelerate time to market and reduce client risks.

Experio Solutions found its solution in the IBM Patterns for e-business. IBM developed the Patterns for e-business as a set of best practices learned from its myriad e-business projects. Essentially, the Patterns are proven architectures, methodologies and techniques that consultants can follow to reduce risk, accelerate time to market and generate strong ROI for businesses migrating their legacy systems to today's robust but complex e-business infrastructures.

Says George Nunez, manager of Experio Solutions' architecture group, "The obstacles our clients face sometimes can discourage them from evolving their IT infrastructures. But once they see our presentations based on IBM Patterns for e-business, that anxiety is relieved. And they know we can hedge all those risks with IBM's vast experience."

"IBM took the experience and wisdom gained from over 20,000 e-business engagements and packaged them nicely for their Business Partners to use as needed. It really puts us at an expert level when it comes to architecting e-business solutions."

– Gus Tepper, Senior Manager, Experio Solutions

Yesterday's experience leads to today's success

While the Patterns were developed as open templates, indifferent to any brand of technology, Experio Solutions uses the Patterns Development Kit from IBM, designed specifically for IBM e-business technologies. The kit provides companies with much of the initial architectural design work for e-business applications, with some of the code already written and compiled.

Remarks Nunez, "It really gets us going; we can fly through the first part of the process. It takes care of a lot of the redundant, repetitive tasks, allowing us to concentrate on the complex logic and on solving the business problems."

The benefits of using the Patterns became especially clear to Experio Solutions during the implementation of a self-service human resources (HR) application at a very large aerospace manufacturer. The previous application had been developed for about 100,000 users. But when the company went through two major acquisitions, the application had to quickly scale to support a user base nearly five times as large.

The manufacturing company performed the load and performance testing on its legacy CORBA and Java™ technology-based architecture. This revealed that the current system, based on legacy Sun hardware, had scalability limitations. So Experio Solutions' architecture team began evaluating next-generation systems. It selected IBM WebSphere Application Server, Enterprise Edition, based on WebSphere's comprehensive toolset, superior performance and strong ongoing support from IBM.

"Imagine, a customer walks in and says, 'This is our business process.' And we quickly turn around and say, 'Here's your architectural design.' What power."
–Gus Tepper

Experio Solutions' comprehensive e-business offerings include solutions for the Web and value chain optimization.

Over the corporate intranet, the aerospace company's employees can log on to their HR application to access payroll and training information, update tax records and more. The application is integrated with the company's back-end enterprise resource planning application, which provides the most current information to employees.

Turning heads with rapid responses

Experio Solutions estimates by using IBM Patterns for e-business, it shaved 60 percent off its design time. Using its own toolkit, which automatically generates some of the initial code, Experio estimates a saving of 480 staff development hours. Gus Tepper, a senior manager at Experio Solutions, notes that Experio Solutions' toolkits, based in large part on the Patterns, cut migration costs by 40 percent. "Imagine, a customer walks in and says, 'This is our business process.' And we quickly turn around and say, 'Here's your architectural design.' What power," says Tepper.

Tepper concludes, "IBM took the experience and wisdom gained from over 20,000 e-business engagements and packaged them nicely for their Business Partners to use as needed. It really puts us at an expert level when it comes to architecting e-business solutions."

For more information

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G325-1860-00