

Connecting with IBM TotalStorage®



"The resources and expertise offered at the IBM Innovation Center enabled our team to integrate the YottaYotta GSX3000 with a wide range of IBM's leading storage devices and applications."

Jack Kurtz, VP Sales & Business Development / Customer Service
- YottaYotta, Inc.

Highlights

- *The IBM TotalStorage® Proven™ offering validates your solution's interoperability with specified IBM TotalStorage products.*
- *Worldwide access to IBM skills and equipment, to help IBM Business Partners migrate, test and optimize your applications for an on demand world.*
- *By working side by side with your development team, the IBM Innovation Centers can help your company.*
 - *Reach broader business opportunities*
 - *Find ways to lower development costs*
 - *Get your products to market faster*
 - *Give your customers unparalleled choice and flexibility on open platforms*

IBM TotalStorage® Proven™

Simplifies Interoperability

Potential for more efficient resource utilization

IBM TotalStorage Proven™ has been designed on a simple premise: give customers the ability to select the best combination of interoperable storage technologies to help minimize their investment risk, increase business efficiency and expedite their infrastructure implementation.

The IBM TotalStorage Proven™ offering is all about leveraging IBM storage with business applications, Business Partner software, and market-leading hardware components which together deliver solutions that address today's client needs.

IBM Business Partner Benefits

Potential for reduced sales cycle and integration issues

For IBM Business Partners, the IBM TotalStorage Proven™ offering is intended to help reduce the sales cycle and integration issues, allowing more time for higher margin customization. Another added value for IBM Business Partners is the interoperability qualification offering where companies work together with IBM, which can help support their ability to develop and deliver products or solutions that interoperate with the broad portfolio of IBM TotalStorage products.



Business Partners Benefits

Potential for increased client visibility and satisfaction

Participation in the IBM TotalStorage Proven™ offering is intended to support the Business Partners ability to provide the latest solutions on leading IBM storage platforms. As a participant in the IBM TotalStorage Proven™ offering, Business Partners may be able to reduce solution design time when multiple, tested building blocks have already been tested. With the increased visibility of their products to the greater IBM Business Partner and sales representative community, they may also have greater visibility with clients. Qualified solutions may also help support smoother, more reliable implementations thereby reducing sales cycles and ultimately increasing client satisfaction.

Customer Benefits

Pre-qualified configurations

Customers will be better able to identify a variety of pre-qualified, interoperable storage elements. By taking pre-qualified applications and hardware and combining them with IBM storage technology a client can have an easier time identifying solutions that address their storage needs.

Becoming IBM TotalStorage Proven™

How does a Business Partner qualify for TotalStorage Proven?

There are two ways a participant

can become TotalStorage Proven briefly summarized as follows:

- **Customer Experience** A customer experience means the Business Partner's solution has been confirmed by IBM to be successfully installed and running with an IBM TotalStorage product in a customer environment.
- **Testing** Testing qualification means the Business Partner's solution has been confirmed by IBM to have successfully completed interoperability testing with specified IBM TotalStorage products. For the most part, testing takes place in the IBM Innovation Centers.

IBM Innovation Centers

Selected facilities have some of the latest storage technologies available. These selected facilities provide support for testing to meet the requirements for TotalStorage Proven as well as testing your application.

For more information

The following IBM Innovation Center locations support TotalStorage Proven testing:

- Hursley, UK
- Petach Tikva, Israel
- San Mateo, CA
- Waltham, MA

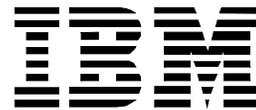
Note: services vary by center.

Please refer to the **Becoming IBM TotalStorage Proven™ tutorial** for more detailed information on becoming TotalStorage Proven.

ibm.com/partnerworld/iic/totalstorage.html

Porting and Testing Support

The IBM Innovation Centers provide support for IBM DB2, Lotus, Tivoli, WebSphere, Linux and Rational, as well as IBM eServer and storage technologies. They also offer expertise in advanced technologies such as pervasive, autonomic and grid computing, and support the IBM Express product set for Business Partners targeting mid-market customers.



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