

## Architecture consultations

*Get the right help at the right time*



*'Our alignment with IBM was truly an exciting new chapter in our company's history. When we decided that we wanted to become an IBM Business Partner, the IBM architect provided a customised roadmap and encouraged us all the way'.*

—John Kotch; founder, president and chief technologist; Customer Solutions Online

Today's technology decisions are difficult at best. Deciding which platforms or products to use could well make the difference between profit and loss. How do you make architectural decisions that create the widest possible marketplace for your solutions?

As an IBM PartnerWorld® member, you can answer this and other questions by taking advantage of complimentary architecture consultations from IBM. These two- to three-hour, one-on-one telephone consultations are with an IBM IT architect who is proficient in the latest technologies for your particular industry's solution roadmaps. You will receive individualised advice and recommendations on architecture and design as well as alternatives and validation on how to port your applications to specific IBM products that could significantly shorten your development cycle.\* Consultations are available world-wide in a variety of languages.

### Access unique architectural services

Leverage the breadth of our cross-platform expertise, including:

- Application architecture design review.
- Application development and technology assessment.
- Development of best practices advice.
- New technology and design problem resolution.
- Developer educational roadmap development.
- Mentored workshops and proof-of-concept assistance.
- Development of a problem resolution program.
- "Get started with IBM technology" consultations.
- Web-based architecture workshops.
- Customised recommendations for porting your product.

Customer Solutions Online was assigned an IBM architect who provided a customised plan to enable its application on IBM technology. This included assisted migration of its own in-house application from Oracle to



IBM DB2® software, and assistance enabling the company's solution on multiple IBM servers. 'Our IBM architect put us in touch with IBM Innovation Centres in California and Massachusetts, which provided superb support, including hands-on assistance from the IT specialists and preconfigured test environments, which we then accessed remotely to complete our testing', comments Paula Darling, chairman and CEO of Customer Solutions Online. 'Getting the right help at the right time gave us a fast start'.

### Committed to your success

Your solutions offer incredible value to clients, but ensuring they run on technology platforms that appeal to the broadest client base can strain your development budget. Architecture consultations provide you with individualised recommendations that can help you jump-start your solutions porting on award-winning IBM middleware and hardware.

### For more information

To book an architecture consultation or to learn more about the hands-on assistance that's available from the IBM Innovation Centres—or to locate one near you—visit:

[ibm.com/partnerworld/iic](http://ibm.com/partnerworld/iic)

For access to IBM sales support and technical enablement from the IBM Virtual Innovation Center™ site, or to engage program resource managers assigned to guide and nurture your development team throughout the process, visit:

[ibm.com/partnerworld/vic](http://ibm.com/partnerworld/vic)

When you're ready, marketing resource managers are available to help you get to market quickly, easily and more cost-effectively than ever before. To explore the IBM PartnerWorld Industry Networks and to apply for Advanced level membership, visit:

[ibm.com/partnerworld/industrynetworks](http://ibm.com/partnerworld/industrynetworks)

### Reach higher with a team you trust



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\* Consultations must be related to architecture deployment, design or porting to IBM middleware and hardware as defined in the product guides for industry solutions. To access the product guide for your industry, visit [ibm.com/jct09002c/itsv/marketing/industrynetworks/benefits/enablement\\_guides.html](http://ibm.com/jct09002c/itsv/marketing/industrynetworks/benefits/enablement_guides.html).