

## Intacct leverages the IBM brand to win O.J. Pipelines deal.



Intacct has revolutionized the way distributed companies manage critical business processes. Through security-rich online access to Intacct's ERP applications, customers can manage real-time business processes anywhere, anytime through a simple Web browser. Deployed on IBM e-business Hosting™ infrastructure, Intacct's services allow companies to focus on their core business and eliminate the need to invest in complex and expensive IT infrastructure and software. Headquartered in Los Gatos, California, Intacct is successfully delivering its ERP On Demand solutions to more than 1,800 customers.

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### Overview

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- **The Challenge**  
*Manage multimillion-dollar projects from the field while reducing costs*
- **The Solution**  
*IBM-hosted Intacct ERP On Demand*
- **The Benefit**  
*Multi-entity solution offers real-time Web access while financial data is protected in a security-rich environment*

### Delivering ERP On Demand

When it comes to selling customers ERP and accounting solutions, reassuring them that their data will be protected in a security-rich environment is key to making the sale. That's why Intacct Corporation sets so much store in its relationship with IBM. Leveraging the IBM brand lends credibility to the company's innovative Software as Services (SaS) solutions — and sets customers' minds at ease.

### Finding the right partner for SaS

Intacct was formed from the ground up to deliver services via the Web on demand, and initially worked with several vendors to patch together the needed components to deliver its solutions. Then, Intacct joined the IBM Managed Hosting - application enablement program, available through IBM PartnerWorld®, and began working extensively with IBM to take advantage of the growing market for new application deployment models. Teaming with IBM has not only helped Intacct develop as a company, working with a single vendor has reduced its infrastructure costs. Plus, IBM has provided marketing and sales support that has reduced Intacct's costs of generating sales leads and closing business.

### Calming customer concerns

For a small company like Intacct, teaming with IBM is invaluable, particularly when customers have concerns about reliability, security and long-term viability. This was precisely the case with O.J. Pipelines, one of Canada's largest gas and liquid pipeline contractors. The company was juggling multimillion-dollar projects and needed to reduce operating costs and more effectively collaborate with remote field teams. While O.J. Pipelines looked at other vendors and considered an in-house solution it chose Intacct's on-demand ERP applications, which are deployed on IBM e-business Hosting infrastructure, to manage its financials.

The reason? Not only were in-house costs prohibitive, Intacct was the only vendor to offer a complete, integrated SaS solution. What sealed the deal was the fact that the customer's critical data would be protected and managed in an IBM data center.

*“At Intacct, we are always going head-to-head against very large competitors. So we have to have an edge to win. The edge we have is our relationship with IBM.”*

– Robert J. Jurkowski, CEO,  
Intacct Corporation

Intacct ERP On Demand gives O.J. Pipelines a fully integrated back-office solution to remotely execute price quotes, billing and accounting functions for multiple construction sites across Canada. Deployed on IBM infrastructure, the solution provides the performance of a global communications network, the security of an IBM e-business Hosting Center and a world-class suite of business services.

### Learn more

To learn more about Intacct ERP On Demand, visit [www.intacct.com](http://www.intacct.com)

Through the IBM Managed Hosting - application enablement program (AEP), IBM works with leading independent software vendors to assess, transform and deploy their software in on demand business environments. Since the program's launch in 2002, IBM has engaged with more than 70 leading ISVs worldwide.

Join IBM PartnerWorld today by visiting [ibm.com/isv](http://ibm.com/isv). While there find out how SaS can benefit your company and learn more about AEP.

Enhance your relationship with IBM by industry with the IBM PartnerWorld Industry Networks. It provides marketing and sales support, enablement blueprints and technical support, networking and collaboration opportunities and business insight resources.

Go further with a team you trust.

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This ISV success story is based on information provided by Intacct, and illustrates how one ISV has achieved success working with IBM. Many factors may have contributed to the results and benefits described. IBM does not guarantee comparable results elsewhere.