

Customer Solutions Online continues to grow with IBM

Customer Solutions Online, Inc. is a fast-growing company focused on creating and implementing powerful and adaptable online business solutions for enterprise and SMB markets. CSO became an IBM® Business Partner because IBM's enterprise market presence and the PartnerWorld Industry Networks go-to-market benefits were critical to a company of their size.

Having moved to IBM technology last year under the dedicated guidance of an IBM architect, CSO has wasted no time in leveraging the customized assistance available to them as members of IBM PartnerWorld®, to win new customers. Recently, they worked with the IBM Innovation Center team in San Mateo to obtain the "Ready for Grid" mark, so they could benefit from the incremental visibility and go-to-market routes offered by the Ready for Grid initiative.

The IBM Grid team's strategy of building an ecosystem of Grid enabled partners from a variety of independent software vendors often brings its rewards in customer wins. This time, the IBM IT architect working closely with John Kotch, CSO's President and Chief Architect and the IBM Grid team, recognized an opportunity to integrate the offerings of CSO to solve a customer's problem. This has been so successful that CSO will be working with the ecosystem partners to take an IBM Grid & Grow Express™ with CSO offering to market.

The IBM Grid & Grow Express Offering is a simple, low cost, entrée to grid computing. It targets customers with compute-intensive applications and grid enables their infrastructure with an integrated package of IBM hardware, software and services. Over time, the modular, scalable architecture can grow to further optimize the customers IT resources. IBM Grid & Grow Express combined with our ISV partners' software provides a powerful means for end users to transform their business with data and application virtualization technologies.

The IBM Innovation Center in Chicago then hosted a Grid & Grow presentation and demo session for CSO. This enabled CSO, backed up by the added technical expertise and credibility provided by the IBM team, to bring in potential customers for the CSO/IBM solution. CSO's first reference site is The Washington Center (TWC) for Internships and Academic Scholarships. CSO is virtualizing the database capabilities of this multi-platform organization. The project provides connectivity, data transfer and reporting to TWC, which serves over 4500 colleges and universities and numerous corporate sponsors worldwide.

Paula Darling, Chairman and CEO, Customer Solutions Online commented "This first, key Grid engagement has high visibility for our client. CSO cannot afford mistakes. IBM has the most complete Grid product and our excellent collaboration means success, both for our customers and Customer Solutions Online."



For further information:

Customer Solutions Online <http://www.4cso.com>

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