

IBM Services

Consulting

- Business Strategy
- IT Strategy
- e-business Strategy
- Best Practices for CRM, SCM, BI, PLM, SRM etc.
- Change Management

Implementation

- SAP Implementation and Integration
- International Roll Out
- SAP Maintenance and Management
- mySAP Hosted Solutions
- IT Infrastructure
- Education and Training

mySAP.com Solutions

IBM Middleware

Lotus software

WebSphere software

Tivoli software

DB2 Data Management Software

IBM E-Infrastructure

• IBM @server xSeries

Affordable, Intel processor-based servers with mainframe-inspired reliability technologies

• IBM @server pSeries

Most powerful, technologically advanced UNIX servers with leading price/performance

• IBM @server iSeries

High performance integrated business servers for mid-market companies

• IBM @server zSeries

Most reliable, mission-critical data transaction servers on earth

- **IBM TotalStorage** Connected. Protected. Complete.

Financing

Hosting

Top To Bottom

we know

they know

End To End

IBM and SAP

Connect your people,
places, products.
Your entire value chain.

The IBM SAP Alliance Pocket Guide

IBM SAP International Competence Center

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The unique value-add of the IBM SAP Alliance

- The alliance of IBM and SAP delivers a path to business growth, improved efficiency and collaborative and mutually-beneficial partnerships with customers and suppliers.
- IBM and SAP provide precise answers to your business strategy today, through integrated solutions built on open standards and engineered to anticipate your need to grow and adapt your business. Together, the alliance offers an unmatched combination of collaborative business processes, industry and technology thought leadership developed through ongoing research investments.
- With 30 years of working together to provide proven and reliable industry-specific solutions, IBM and SAP can be counted on to deliver tangible business

results wherever in the world you need them.

- IBM provides the complete end-to-end e-business solution for mySAP.com

The IBM SAP International Competence Center/Walldorf

- We provide thought leadership for SAP solutions and related IBM products.
- Door to door with SAP development and the IBM SAP Global Partner Management, we drive the joint solution development.
- We support IBM Sales with made to measure customer briefings, more than 50 customer reference stories, sales education events, whitepapers, crit sit support and far more.
- Our intranet provides the central repository for all SAP related topics within IBM
- For more details look up the intranet
① w3.isicc.de.ibm.com

Here you will find SAP related details about IBM @server and storage solutions, IBM software, services, Joint Sales Engagement and SAP solution specific information. If you do not find what you need on the intranet, contact our managed question and answer service by e-mail:

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IBM Global ISV Solutions Marketing

- Our mission is to provide general marketing support for the IBM SAP Alliance and to run specific demand generation campaigns for the IBM SAP solutions in EMEA, Americas and AP
- By using different tactics (events, public website, direct marketing, advertising, PR, etc), we generate and track leads for the IBM SAP Alliance in close collaboration with brands-, industry- and country managers.

IBM Global Services

- IGS provides an end-to-end portfolio of services, addressing all the needs of today's and tomorrow's enterprises running SAP – with high focus on rapid return on investment and strengthened competitive advantage.
- Valuable sales material and SAP practice contact names for many countries can be found on our intranet at:
① w3.dk.ibm.com/bms/bmsprop.nsf
select views: *all* and *SAP Sales Kit*

The IBM SAP partnership section on SAPNet

- ① service.sap.com/IBM
- IBM SAP joint offerings (hardware, software, services)
- IBM SAP Joint Sales Engagement
- SAP Global Partner Program
- News and press releases
- References

- Benchmarks
- Events and education
- Contacts and resources

Selected Websites on:

① service.sap.com ...
[/platforms](#) (SAP Components availability)
[/enterprise](#) (SAP R/3 Enterprise)
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IBM Internet Site for the IBM SAP Alliance

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