

IBM Innovation Centers

Technical consulting, support and training for IBM Business Partners

About the IBM Innovation Centers

The worldwide IBM Innovation Centers provide IBM Business Partners with easy access to IBM skills and equipment to assist them in porting, testing, integrating and optimizing their applications for an on demand world. The IBM centers offer expert technical assistance throughout the application development life cycle with onsite and remote access to the latest technologies, development tools, and secure porting labs. Workshops and technical seminars, focusing on IBM @server systems and IBM software, are also available. By working side by side with you, IBM can help your company:

- Expand business opportunities
- Lower development costs
- Get your products to market quickly

Your Benefits

- **Reduce development expenditure** — Shorten development cycles. Access test environments remotely.
- **Address new opportunities fast** — Integrate your solution with the latest IBM hardware and IBM software platforms.
- **Maximize your platform options** — Give your customers choice by offering broad platform support.
- **Become productive quickly** — Get educated on the newest IBM technologies. Test on ready-to-run technical environments.
- **Deepen your knowledge** — Learn from IBM technical consultants on all aspects of solution development for IBM platforms.
- **Improve quality** — Architect, develop and test high-quality, scalable and reliable solutions. Validate solution architecture.
- **Minimize risk** — Address compatibility problems up front. Increase the quality and reliability of your solution.
- **Improve customer satisfaction** — Deliver integrated, scalable and reliable solutions. Test with IBM, not with your customer.



“I was constantly amazed at the quality of the consultants and hardware at the IBM Innovation Center. It is clear to me that IBM is investing in ensuring Business Partner success.”

— Dave Dwyer,
Adobe Systems Inc.
www.adobe.com



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Porting and testing services

Extend your application to new markets with the help of these services and dedicated technical consultants at IBM's state-of-the art facilities, either onsite or remotely through a virtual private network (VPN).

- IBM @server porting and enablement
- IBM @server application Advantage for Linux (Chiphopper)
- IBM Express products for the small and medium business (SMB) market
- IBM @server iSeries Initiate for Innovation
- IBM software enablement (including IBM WebSphere® and DB2®)
- IBM Solutions Grid for Business Partners
- IBMTotalStorage Proven™
- IBM WebSphere Portal for Multiplatforms and Portal Express
- IBM Workplace Solutions
- Linux porting and enablement
- Linux Test Drive
- Managed hosting (supporting migration to SaS - Software as Services)
- Pervasive computing centre
- Ready for IBM Rational software
- Remote Development Program
- Virtual Loaner Program
- Voice Server Remote Access Facility

On demand™ consulting, porting and testing activities

- **Proof of concept and prototyping** – Provides a use-case definition and helps you build functional code using appropriate IBM tools and software. Gain skills in building code with the help of experts and receive code as an example of the proof-of-concept activity.
- **Product consulting** — Provides hands-on customized architectural consulting, migration support and coding practices assistance for implementing IBM technology to take advantage of performance, reliability and security.
- **Porting to IBM platforms** — Port from any platform to one or more IBM platforms.
- **Validation** — Validate your open and industry standard-based applications on IBM software and hardware.
- **Integration** — Helps you integrate and test your solution in a complex environment.
- **Performance and scalability testing** — Evaluate performance and build sizing guides for your solution on IBM products.

“In this era of open standards/partnering, the rest of the industry could learn a lesson from IBM on how to facilitate Business Partner testing.”

— Tom Riddle,
Onaro Inc.
www.Onaro.com

Drive your business with IBM PartnerWorld Industry Networks

The IBM PartnerWorld Industry Networks provide an easy framework to grow your relationship with IBM. It's as easy as 1-2-3: Join, Enable, Go-to-market.

For more information: ibm.com/partnerworld/isv

When you're ready to enable, the IBM Innovation Centers will work with your development team to deliver your solutions on our open-platform IBM software and hardware, and Linux.

Workshops and technical seminars

Keep your skills current by attending hands-on workshops and technical seminars. These technical training sessions cover high-demand topics and IBM technologies that directly shape product development and marketing.

Supported technologies

software	Data Management, Lotus®, Tivoli, WebSphere, Rational®
platforms	AIX 5L™, Linux, z/OS®, OS/400® and i5/OS®, Windows 2000, Windows Server 2003
hardware	IBM @server xSeries, pSeries, iSeries™, zSeries®, IBM Storage Servers, Cisco Networking Equipment.

For more information

The Israeli IBM Innovation Center for Business Partners.

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Support varies by location. Certain activities may be fee-based. All services are subject to availability.