



# IBM Boosts Support for Business Partners Using Open Source Technologies

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PR9.NET February 07, 2007 - ARMONK, N.Y. -- IBM (NYSE: IBM) today announced the industry's most comprehensive range of resources for business partners using open source technologies. IBM will provide companies with free access to its sales, marketing and technical consultants, allowing them to bring their offerings to market more quickly and expand into new markets.

Effective immediately, this support will be available free of charge for business partners using WebSphere Application Server (WAS) Community Edition, IBM's open source application server or DB2 Express-C, IBM's no-license fee database. The new IBM initiative for business partners using open source builds on the success of the WebSphere Application Server (WAS) Community Edition partner initiative, which has been adopted by more than 300 Independent Software Vendors (ISVs) and System Integrators (SIs) in just over six months. Today's news is in response to the growing demand IBM is seeing from its business partners to generate greater revenue from their open source solutions and spend less time on integration.

Now with just a few easy clicks, business partners can download these no-license fee products and gain access to IBM marketing experts and sales specialists, helping them create greater demand generation through free telemarketing and discounted advertising, and close deals in geographies around the world, regardless of their location. Participants can also work alongside IBM's technical enablement experts, using free online educational tools, live chats, and access to IBM's facilities to test their solutions and help bring their offerings to market more quickly. These resources are in addition to the support business partners already receive through IBM PartnerWorld Industry Networks, which provides business partners with go-to-market sales support and technical resources that are specifically tailored to their industry requirements.

"Partnering with IBM has played a large role in the success of our commercial open source business model," said Ismael Ghalimi, founder and CEO of Intalio. "This initiative allows Intalio to bundle WebSphere Application Server Community Edition with our open source Business Process Management System (BPMS), and gives our customers access to IBM's legendary support."

DB2 Express-C and WAS Community Edition are both available free of charge for customers, business partners and developers to download immediately.

Designed to be up and running in minutes, and self-maintaining, DB2 Express-C is a production ready data server which manages natively both XML and relational data. It requires no code modification or data migration to scale to the rest of the DB2 data server products, which also includes production support. WAS Community Edition pre-integrates Apache Tomcat with several most commonly used open source components, such as Web services, security, authentication, messaging, and web tier clustering with available enterprise class production support from IBM.

"Enabling our business partners to build highly scalable, open standards solutions remains a top priority for IBM," said Radoslav Nikolov, director of strategy and emerging business, ISV & Developer Relations, IBM. "This initiative has been created to address the needs of our business partners who want to save time and money on open source integration and increase the market reach for their solutions. The WebSphere Application Server Community Edition partner initiative has already achieved great success, and we are delighted to continue to meet the needs of our business partners by providing them with the same unmatched support for DB2 Express-C and expanding the benefits they can tap into."

All IBM business partners are eligible to participate in the initiative and can access these resources online through IBM PartnerWorld Industry Networks. For more information, please visit:  
<http://www.ibm.com/partnerworld/opensource/>.

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