



# The Integration Opportunity – is it real?

***InterSystems presents new and previously unpublished research into UK attitudes to EAI software and the Consultants and System Integrators that deliver Integration Solutions.***

Duncan Allen – Business Development Director



# Agenda

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- What research?
- Who and why?
- EAI?
- Research findings
- Conclusions
- Q&A



# Market Research

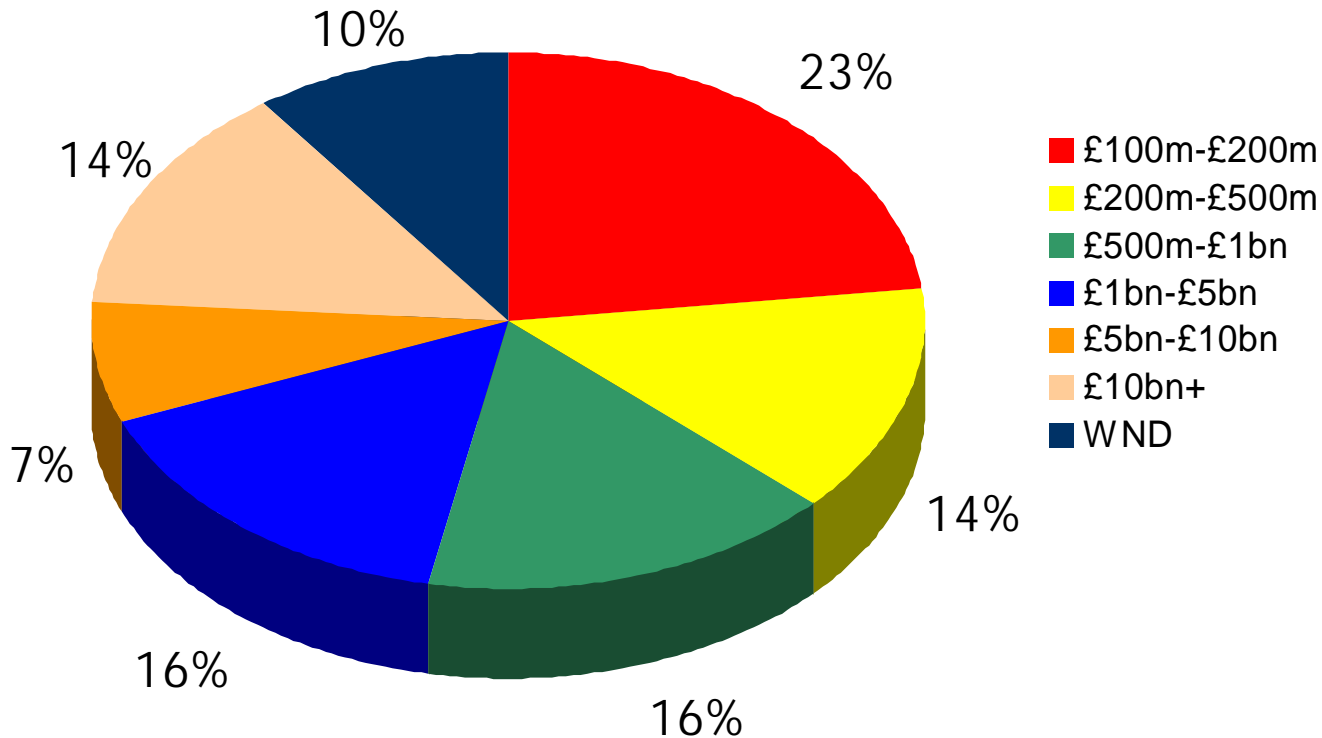
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- February 2004
- UK based Senior IT Personnel
- End users > £100M only
- 100 interviews

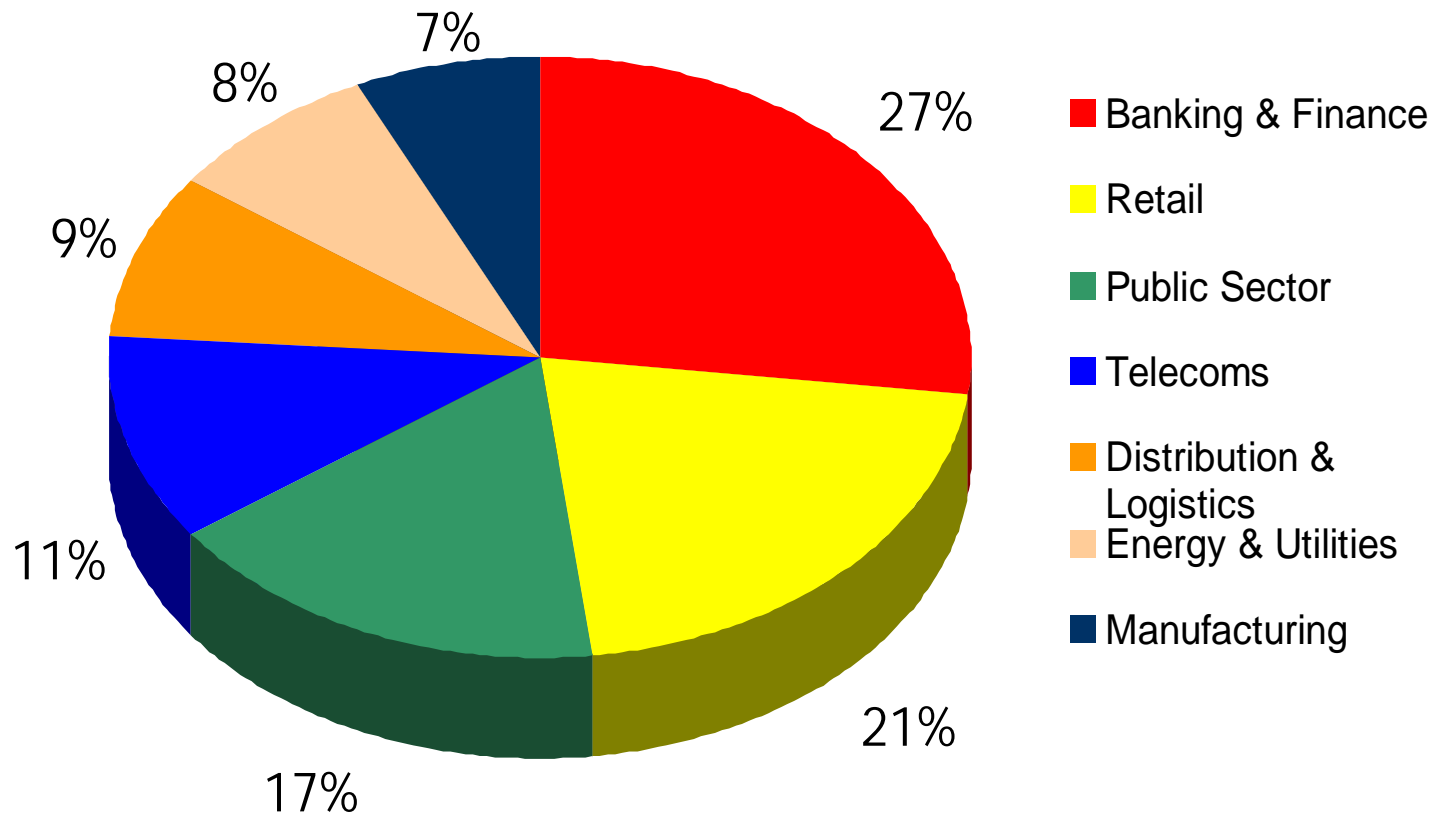


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# Annual turnover of companies interviewed



# Market sectors surveyed



# Changing IT Priorities

2003

1. Cost cutting

2. Infrastructure

3. New applications

4. Web projects

5. Integration

2004

1. Infrastructure

2. Cost cutting

3. Integration

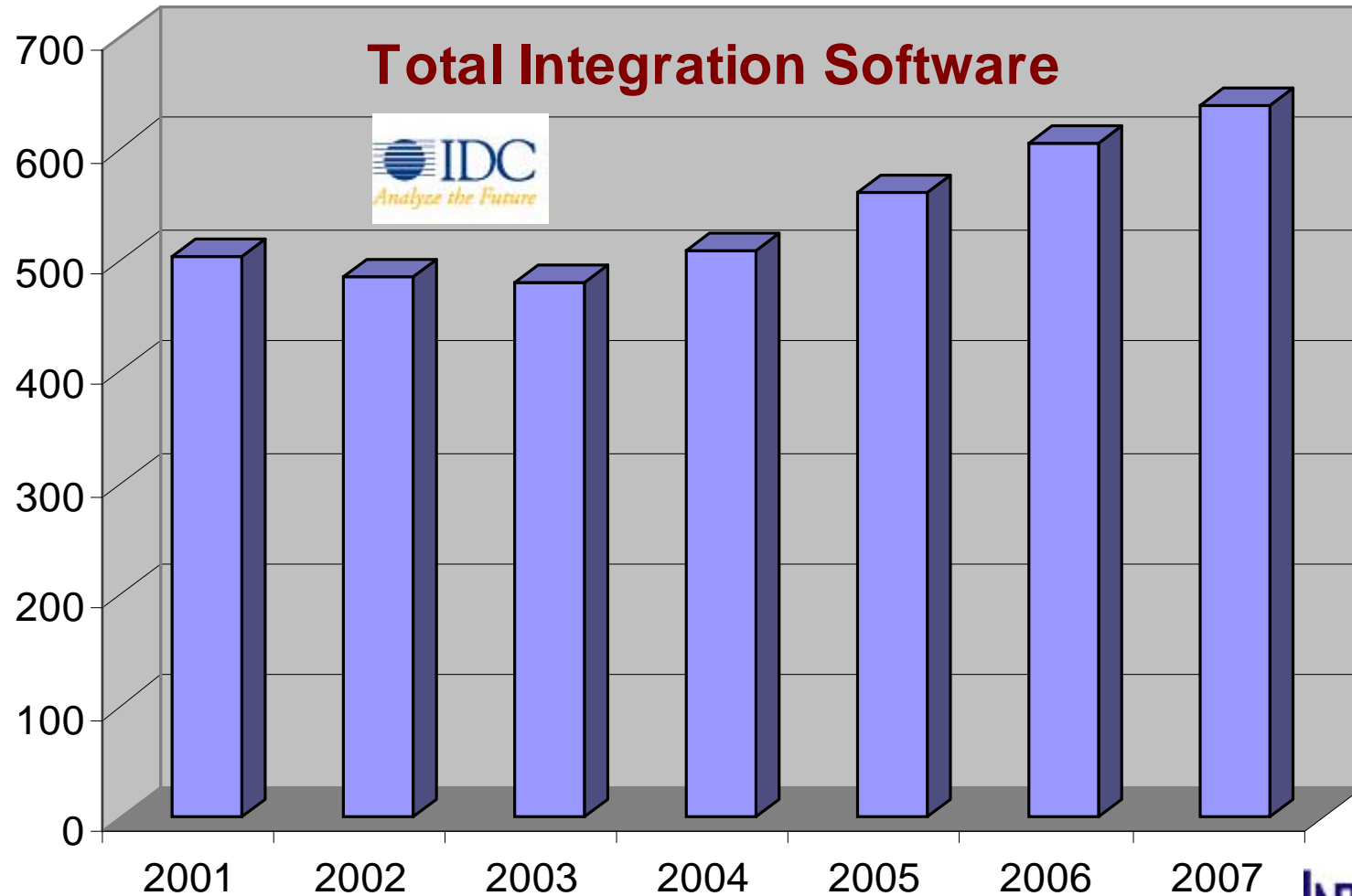
4. Security

5. Web projects

??



# Western European Integration Market



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The Integration Opportunity

# InterSystems at a glance

- Founded in 1978
- Develop, market and support world class software technology
- \$144M annual revenue
- 475 people worldwide
- 2003 grew +40%
- Privately owned and consistently profitable



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# InterSystems at a glance

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475 people, offices in 19 countries

- 
- Australia
  - Belgium
  - Brazil
  - Czech Republic
  - Denmark
  - England
  - Finland
  - France
  - Germany
  - Israel
  - Italy
  - Japan
  - Korea
  - Russia
  - South Africa
  - Spain
  - Switzerland
  - Thailand
  - United States

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# InterSystems at a glance



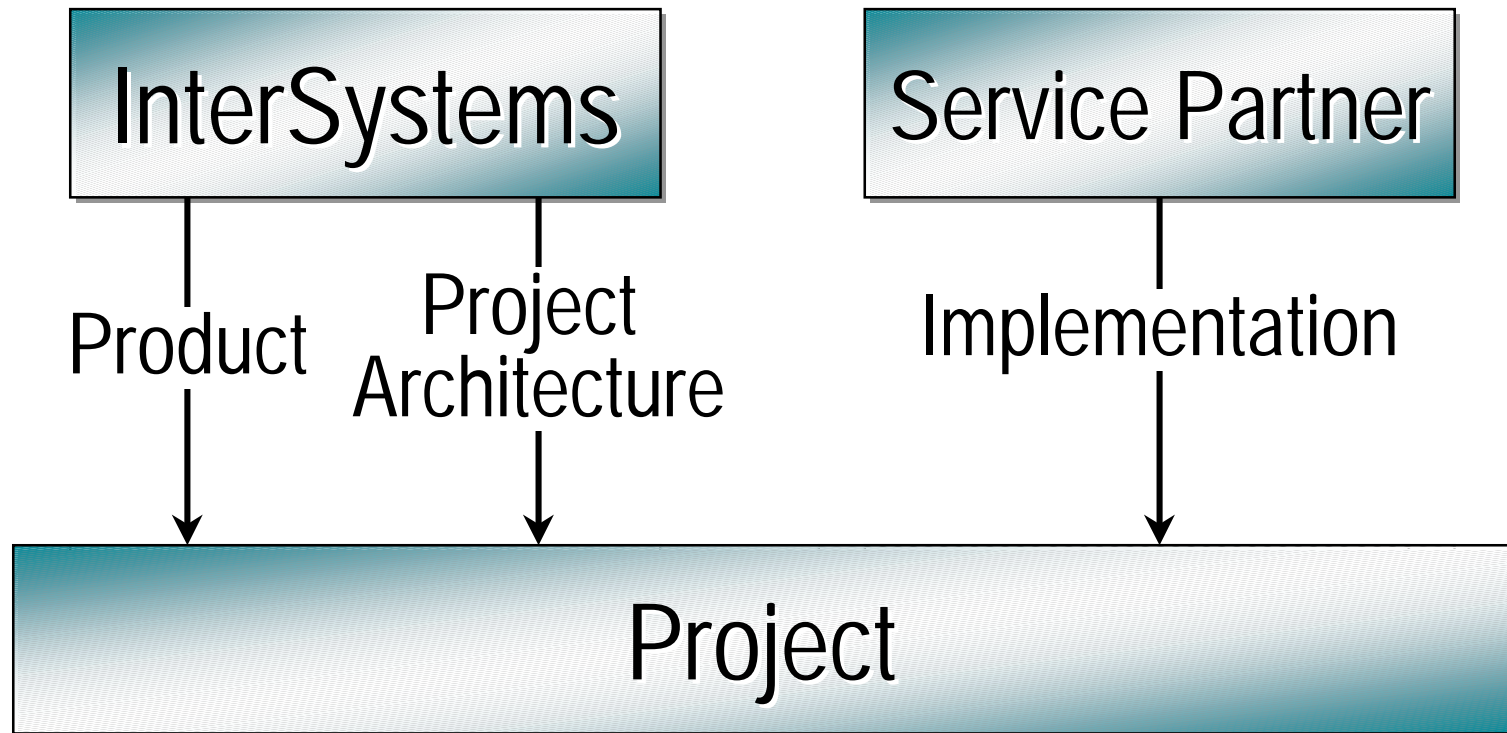
High Performance  
Database  
  
Rapid Application  
Development



Rapid Integration  
  
Rapid Composite  
Application Development

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# Working with Consultants and SIs



Involved from start to finish

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# Enterprise Application Integration

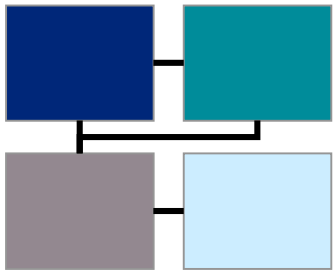
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“ Enterprise Application Integration (EAI) is the **set of products** and **methodologies** whose **principal** focus is to solve the problem of **integrating applications internal and external to an organization.** ”

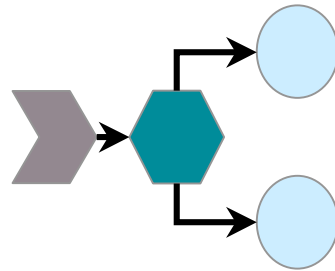
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# Enterprise Application Integration

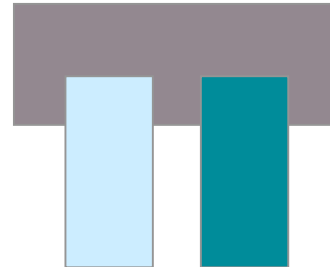
Application Integration



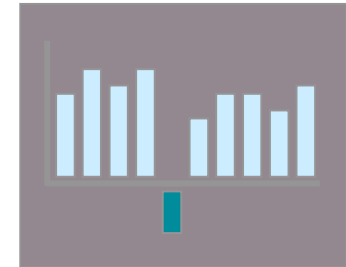
Business Process / Work Flow



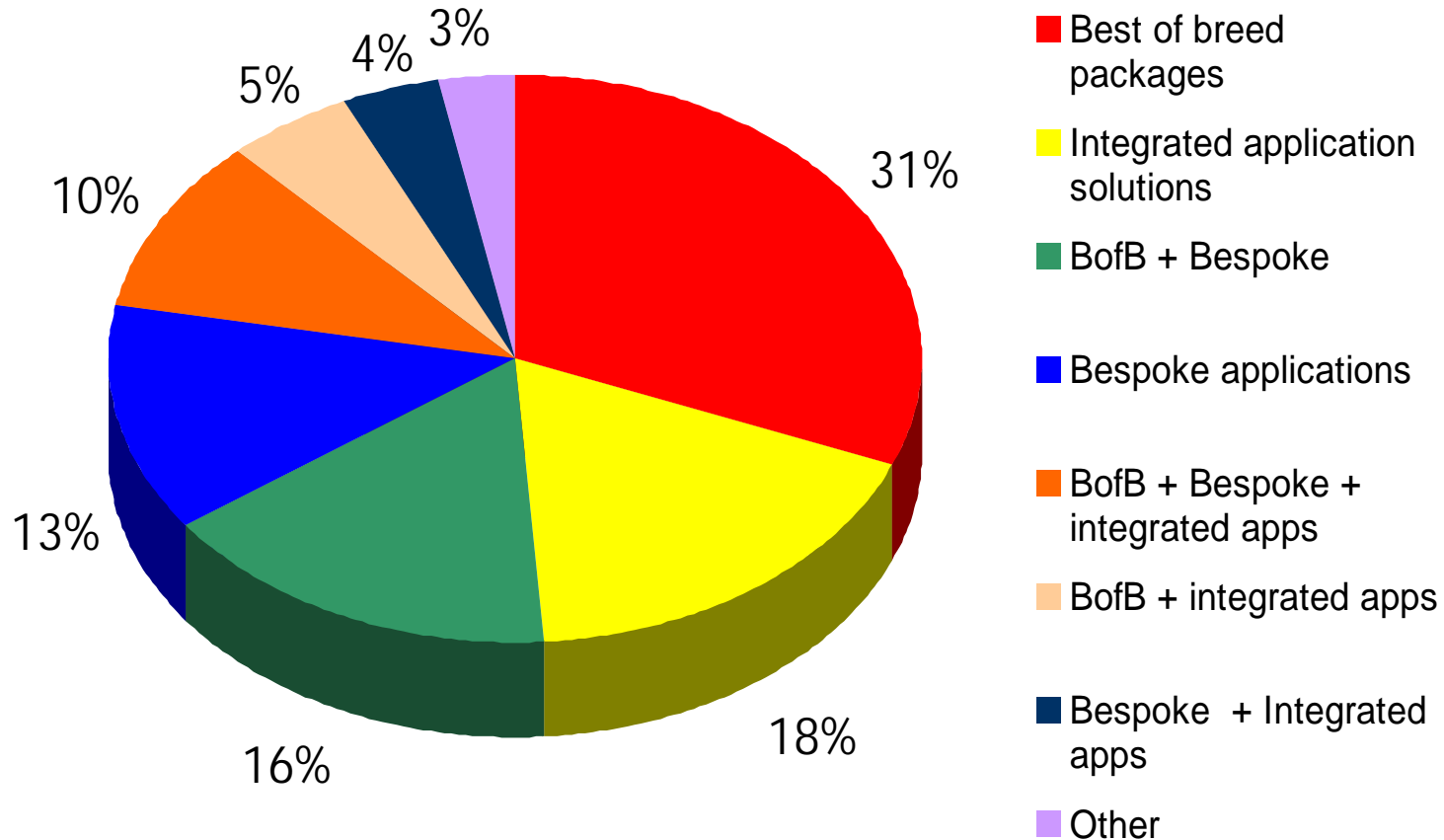
Composite Applications



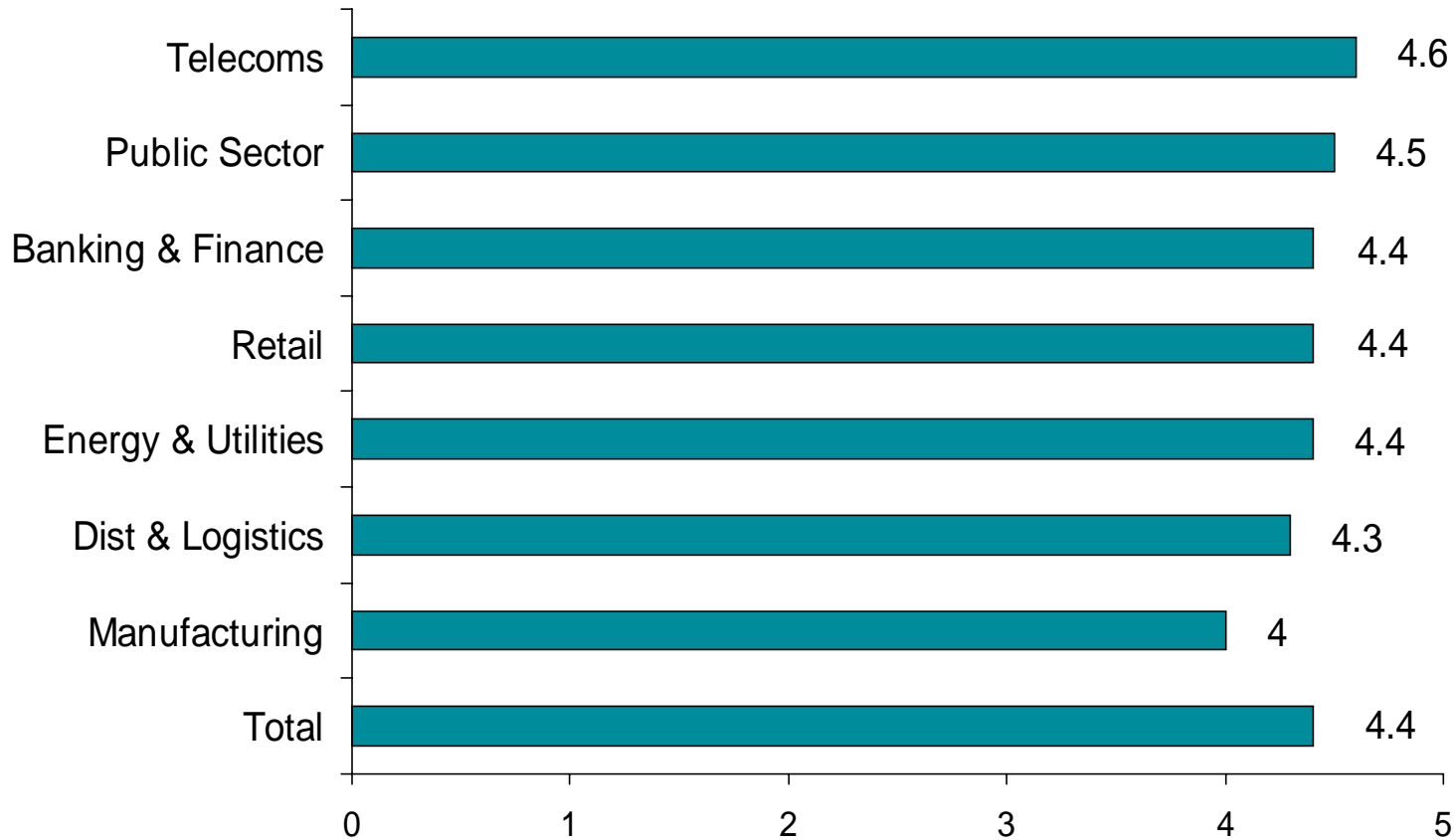
Business Activity Monitoring



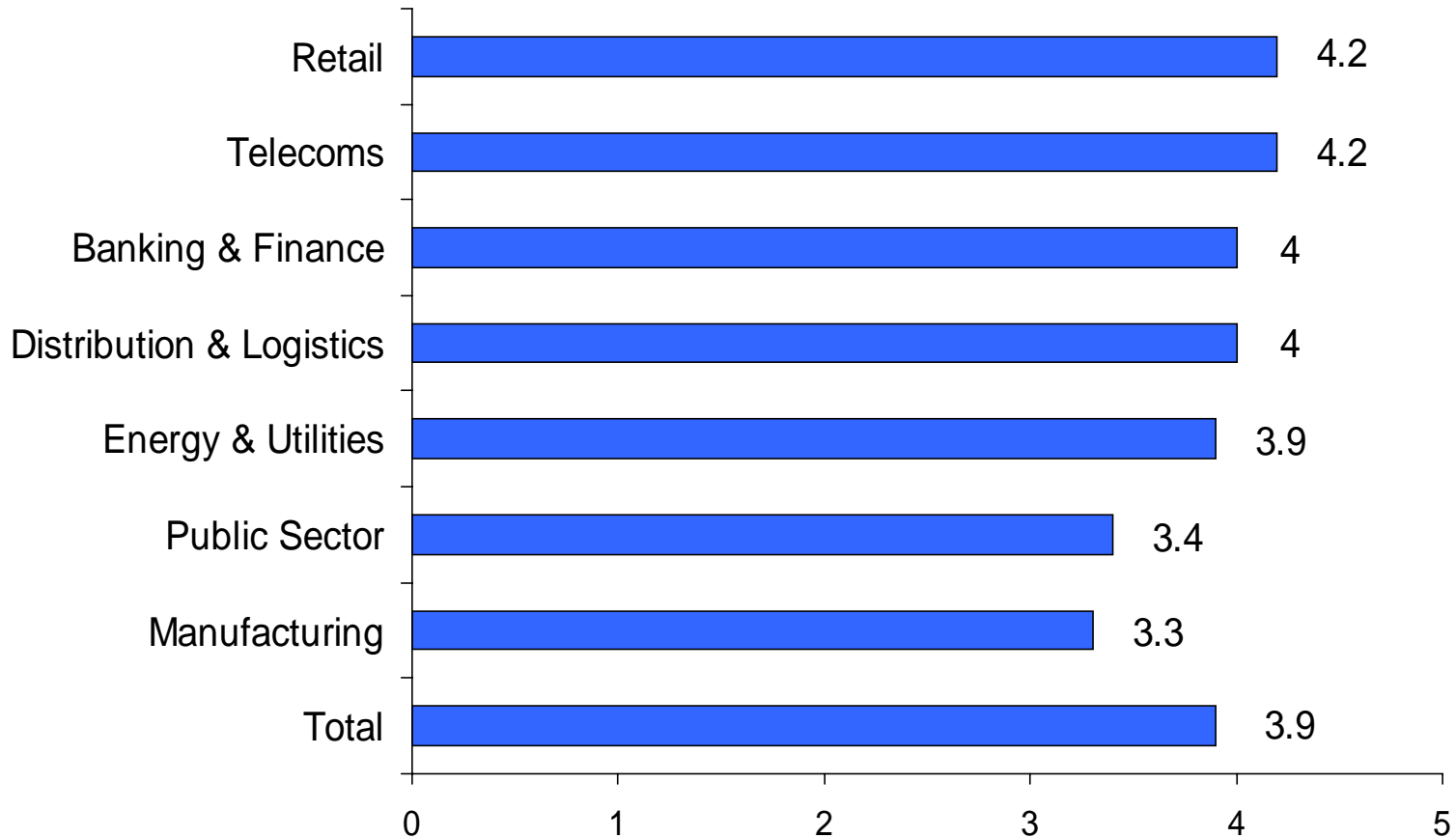
# Your organisations mix of applications?



# Importance of integration?

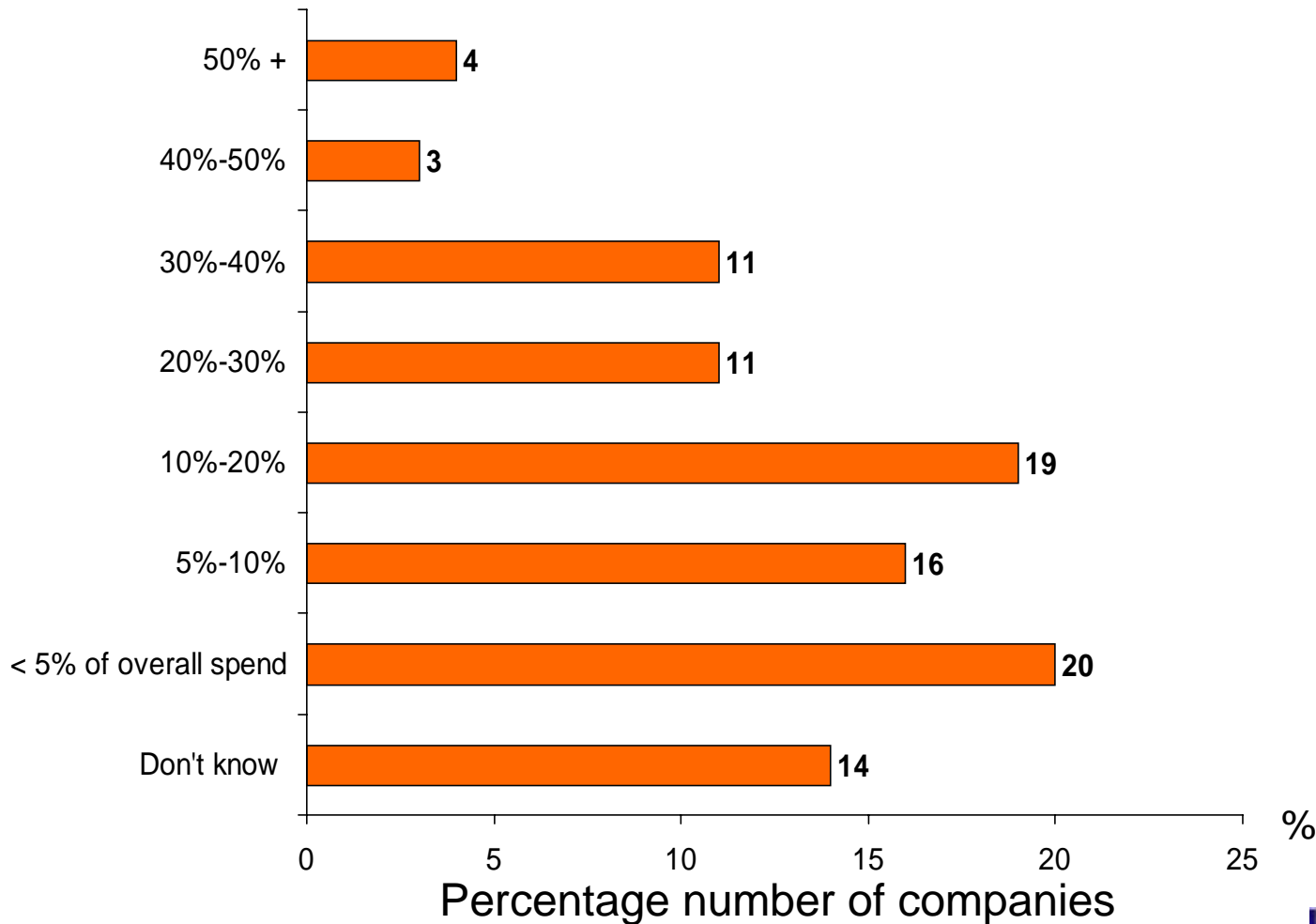


# Importance of EAI to your IT strategy?

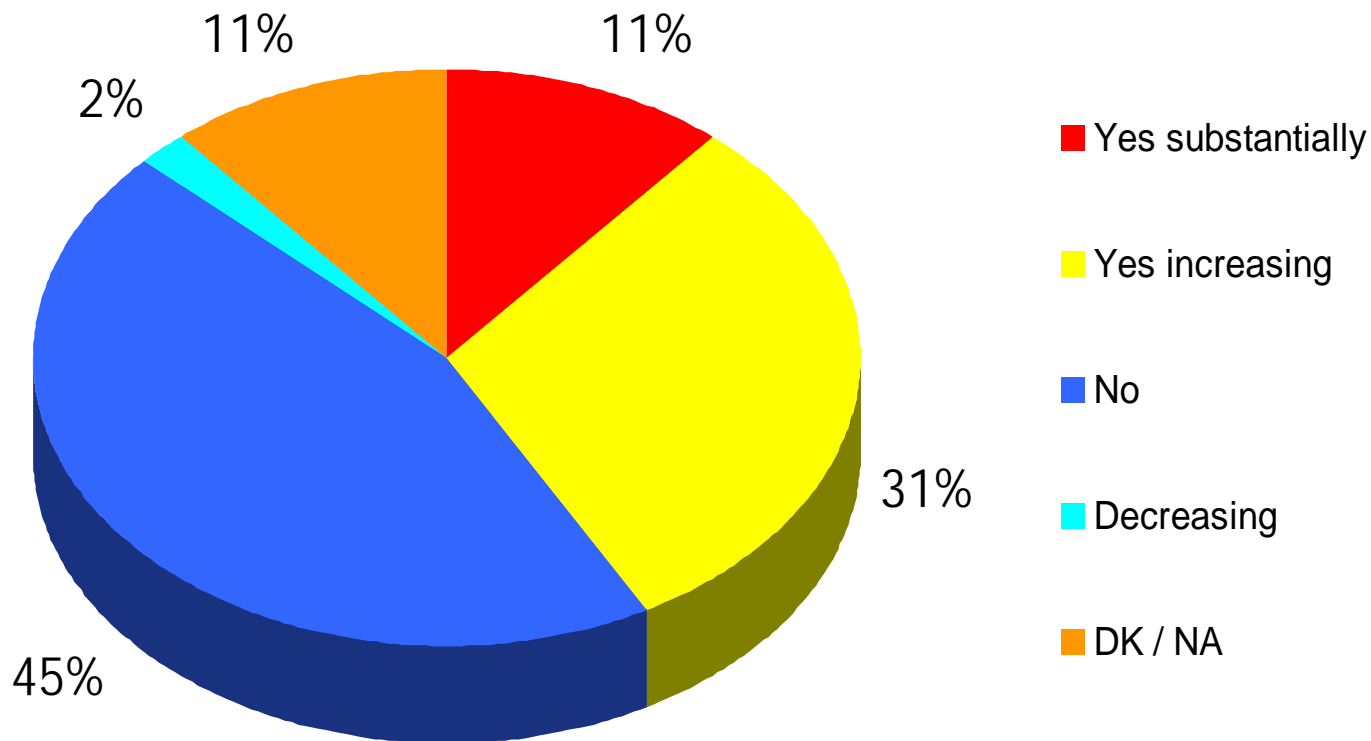


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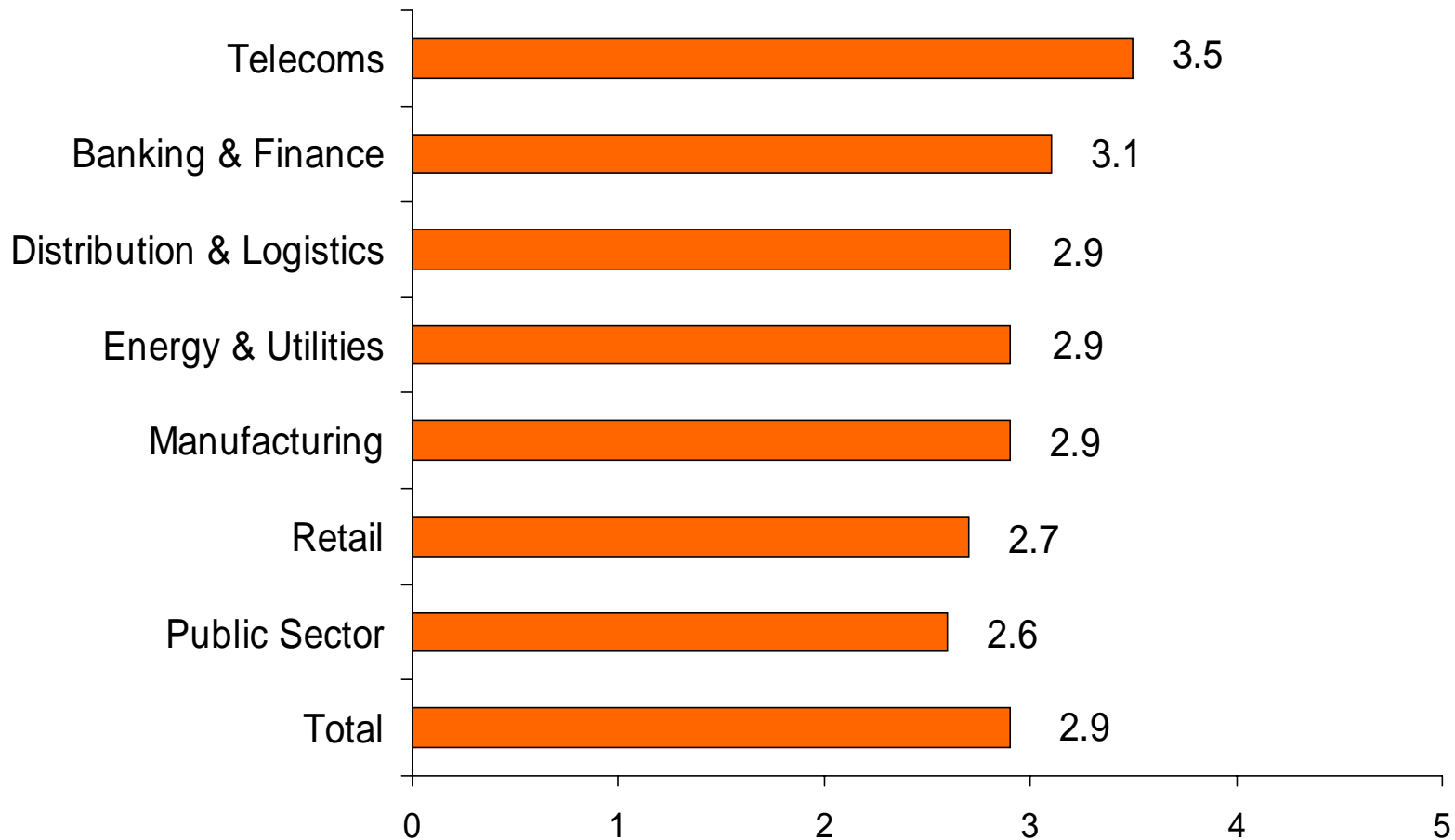
# Overall IT spend on integration projects



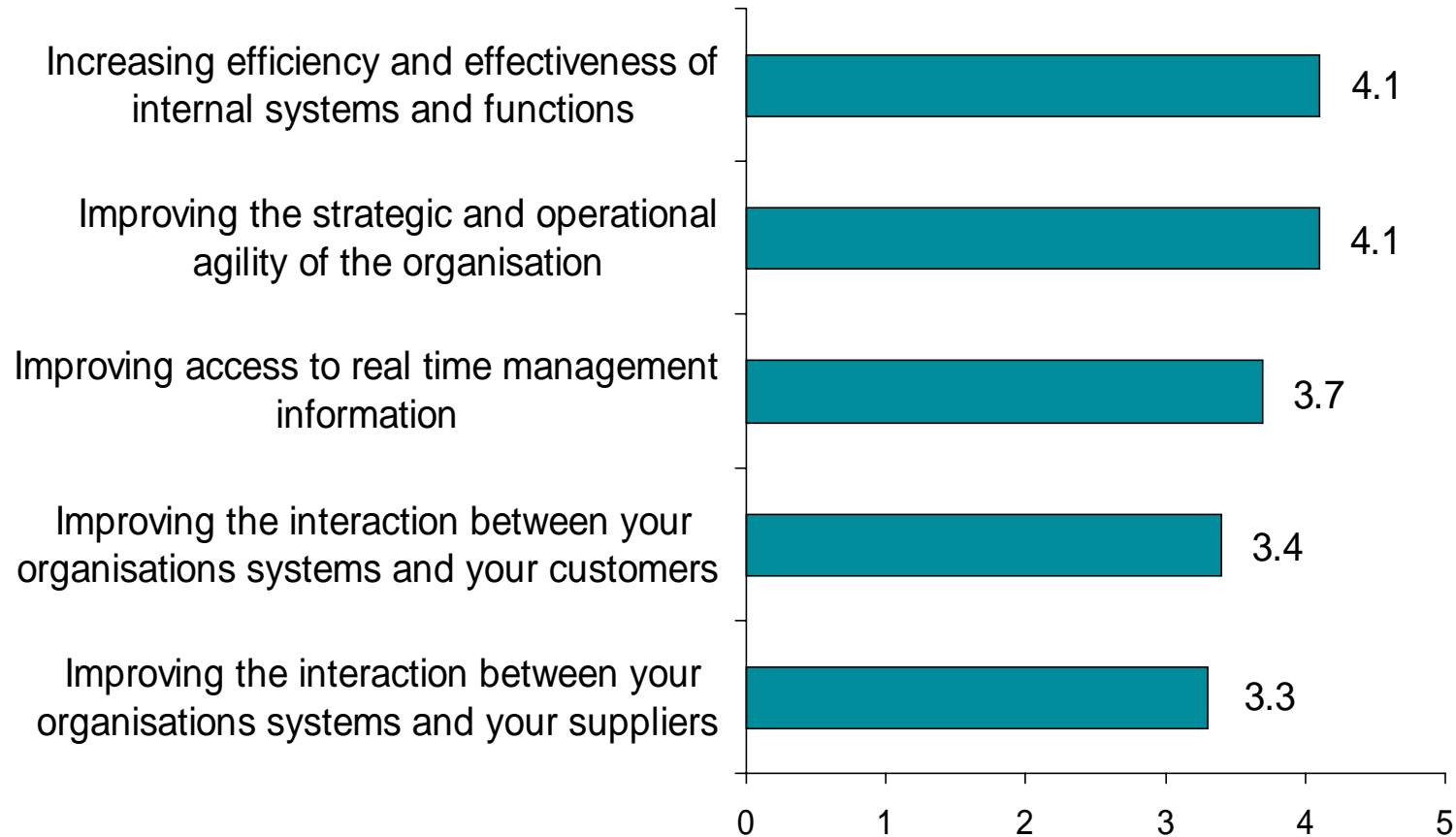
# Budget increasing for EAI software in 2004?



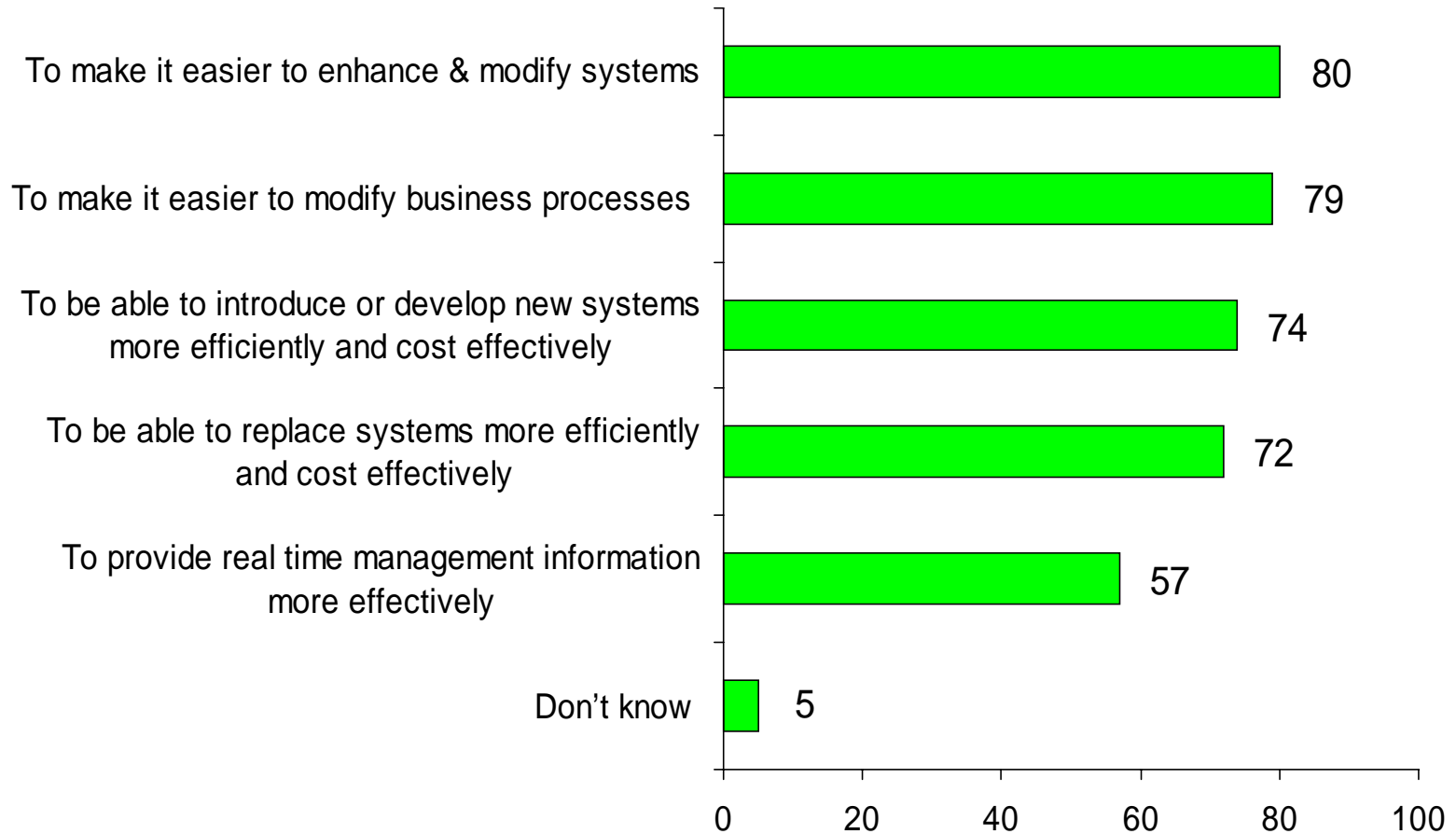
# Legacy integrated with new?



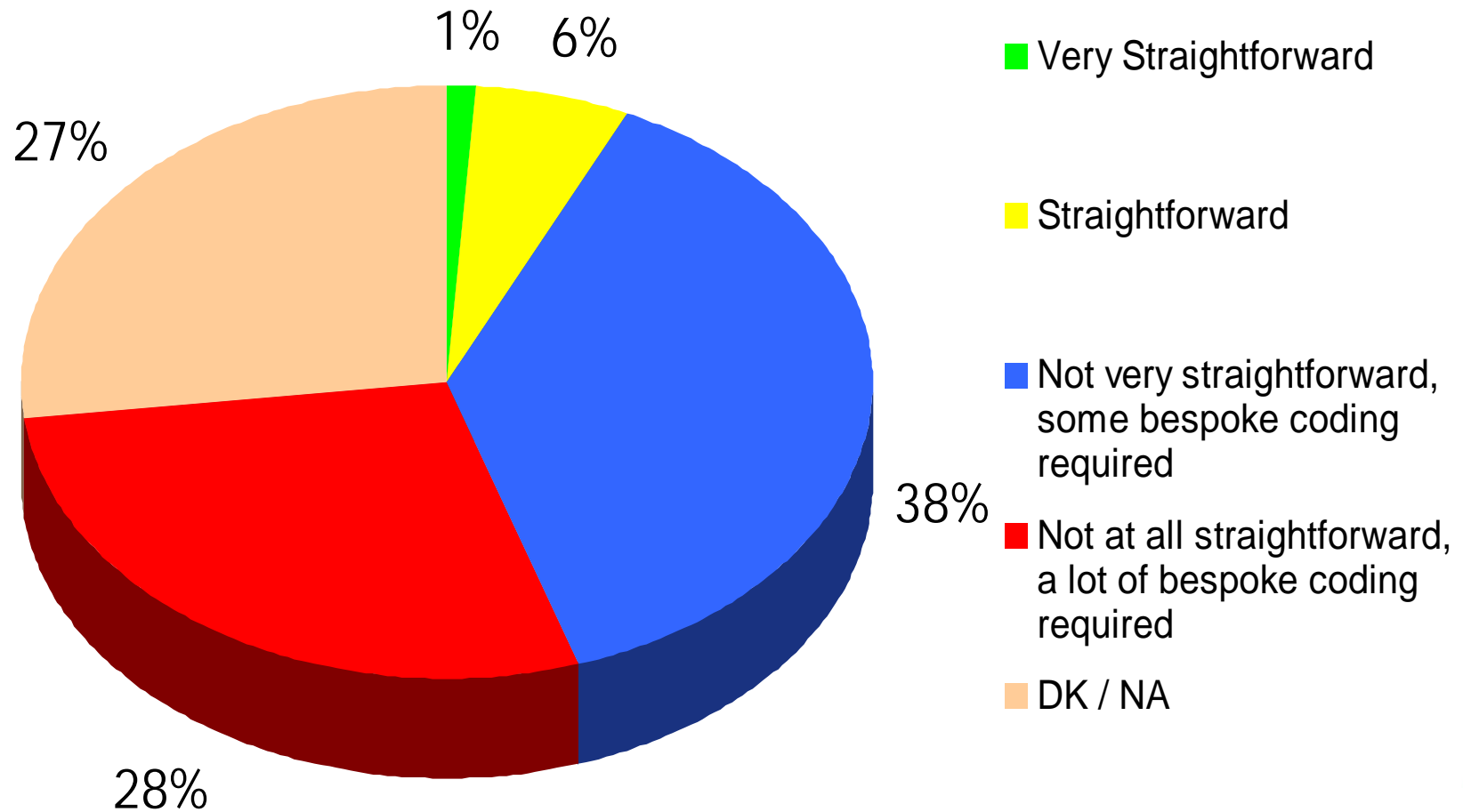
# Main drivers for using EAI technologies?



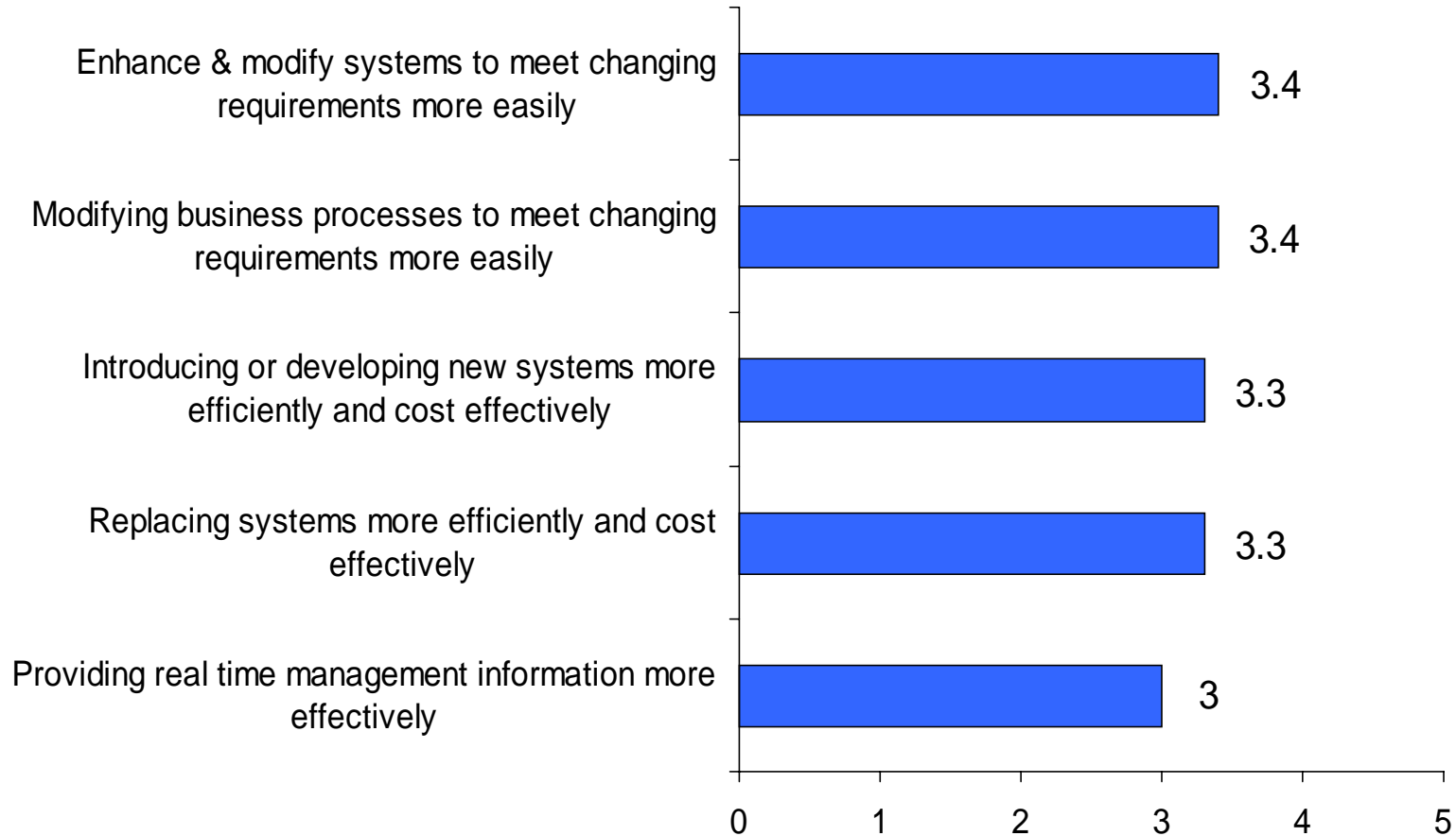
# Key benefits sought from your EAI projects?



# Off the shelf adapters (eg for SAP)?

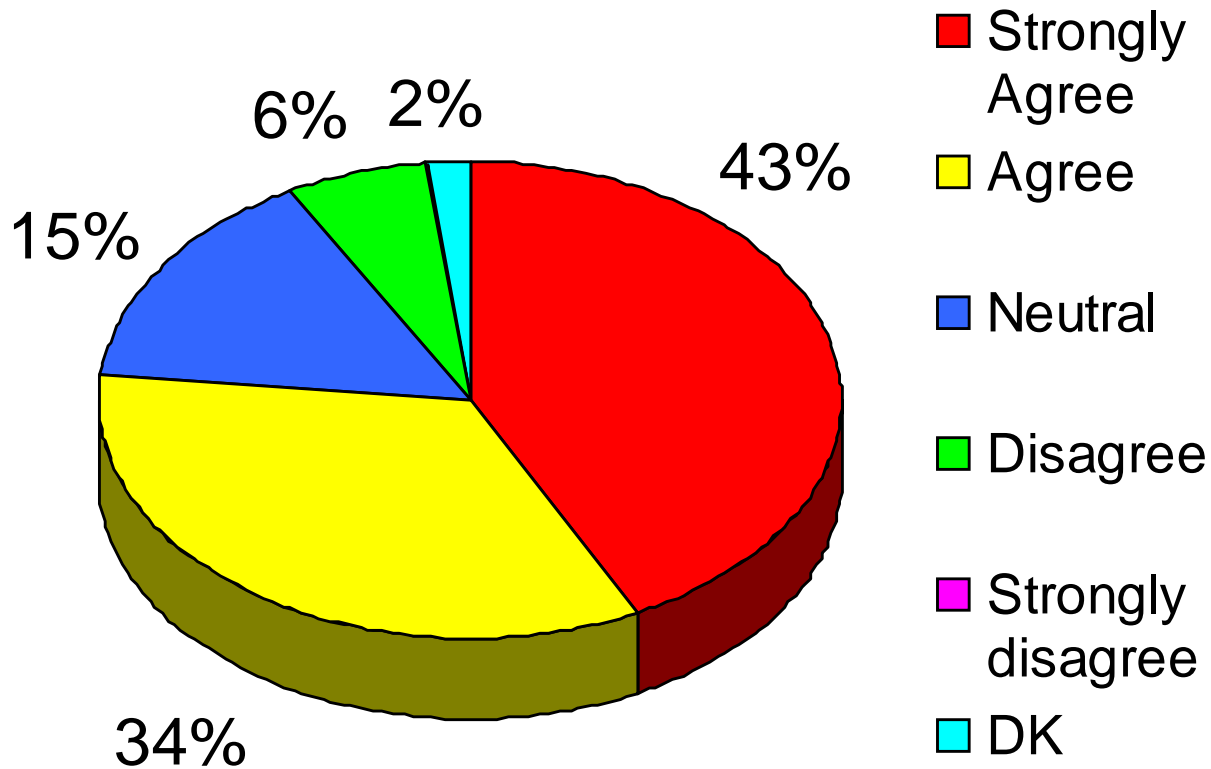


# Success at achieving the benefits sought?

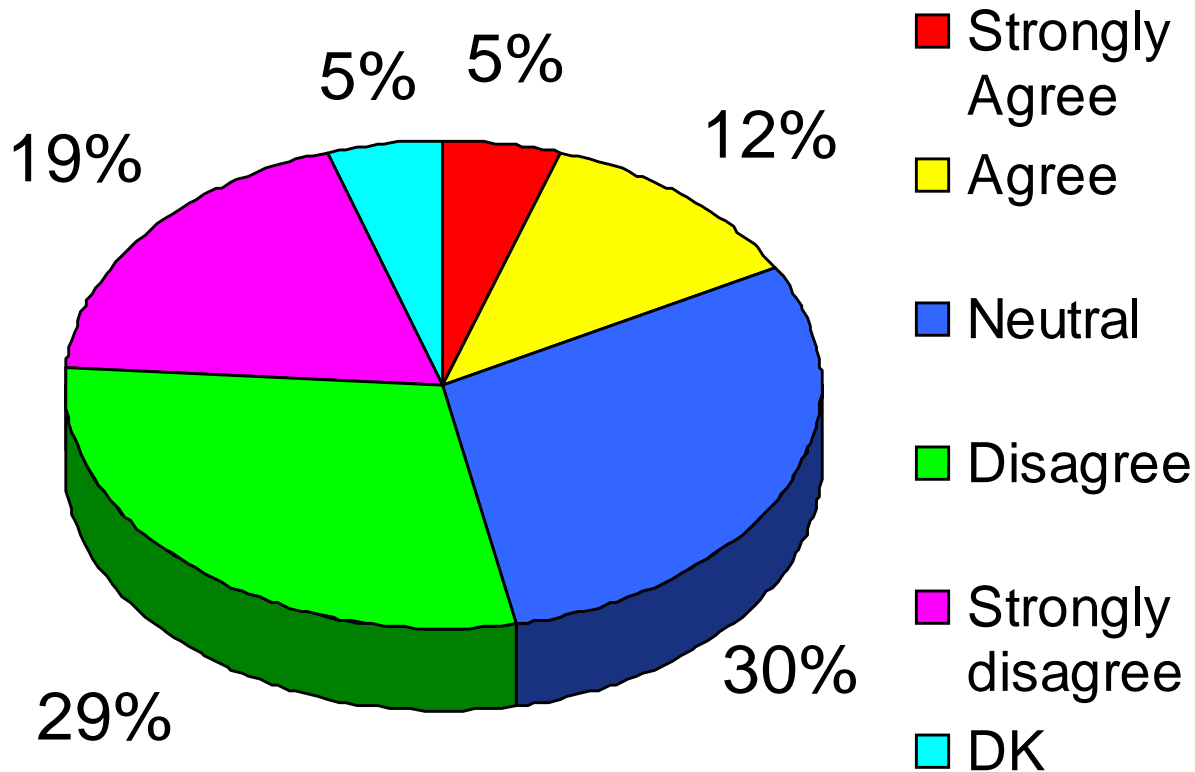


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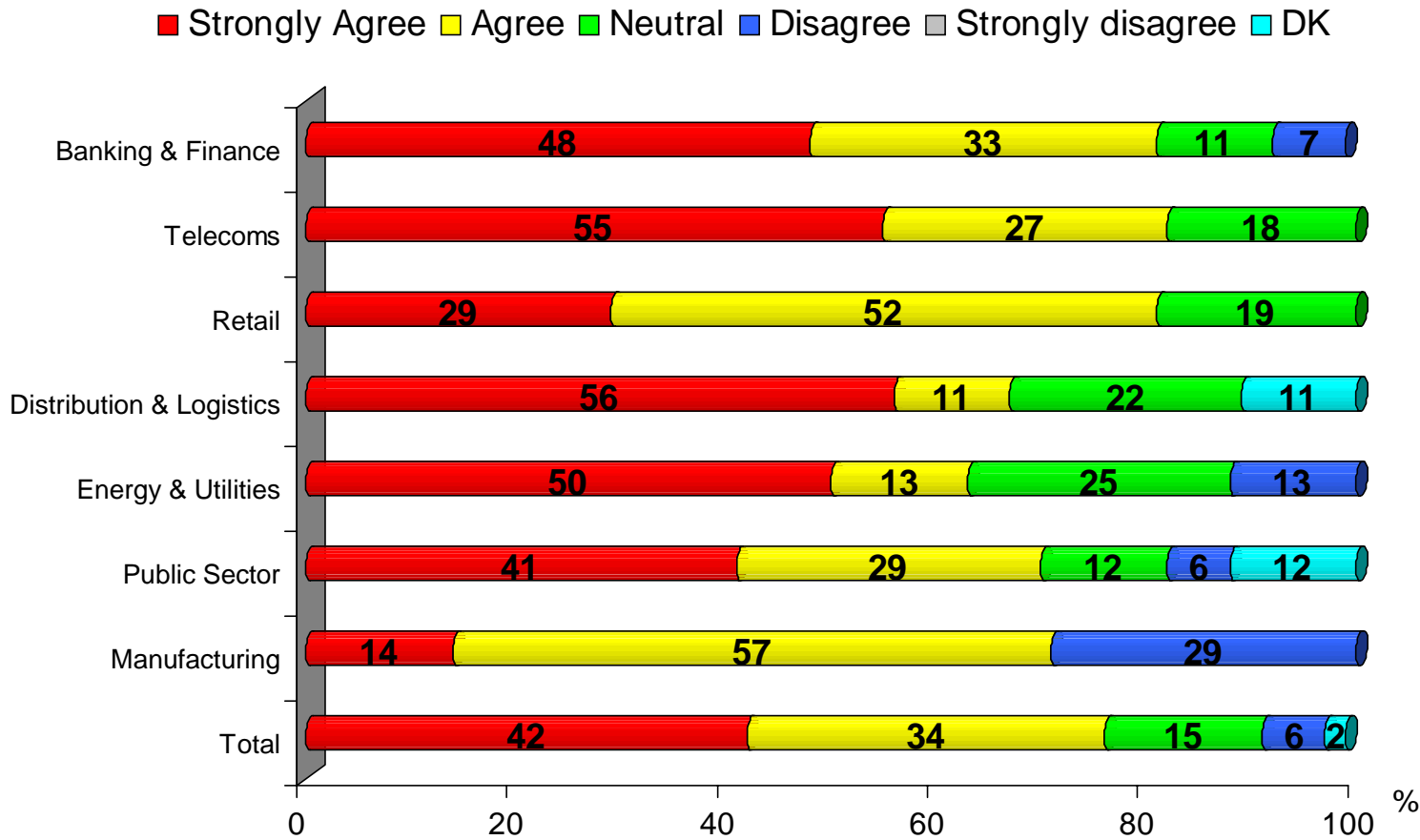
# Does EAI provide real benefits to the organisation?



# Does cost generally outweigh the benefits of integration?



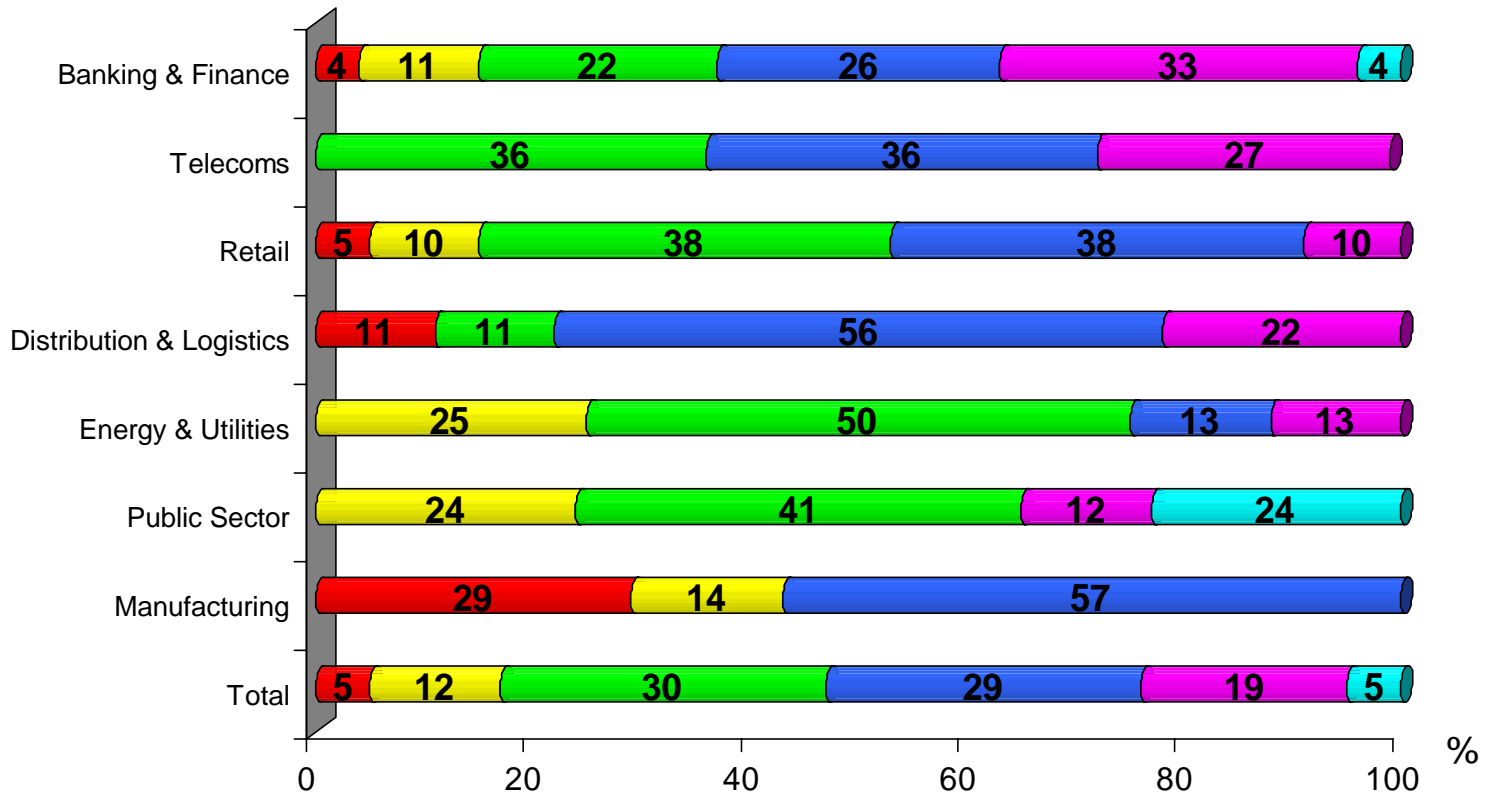
# EAI provides real benefits to the organisation



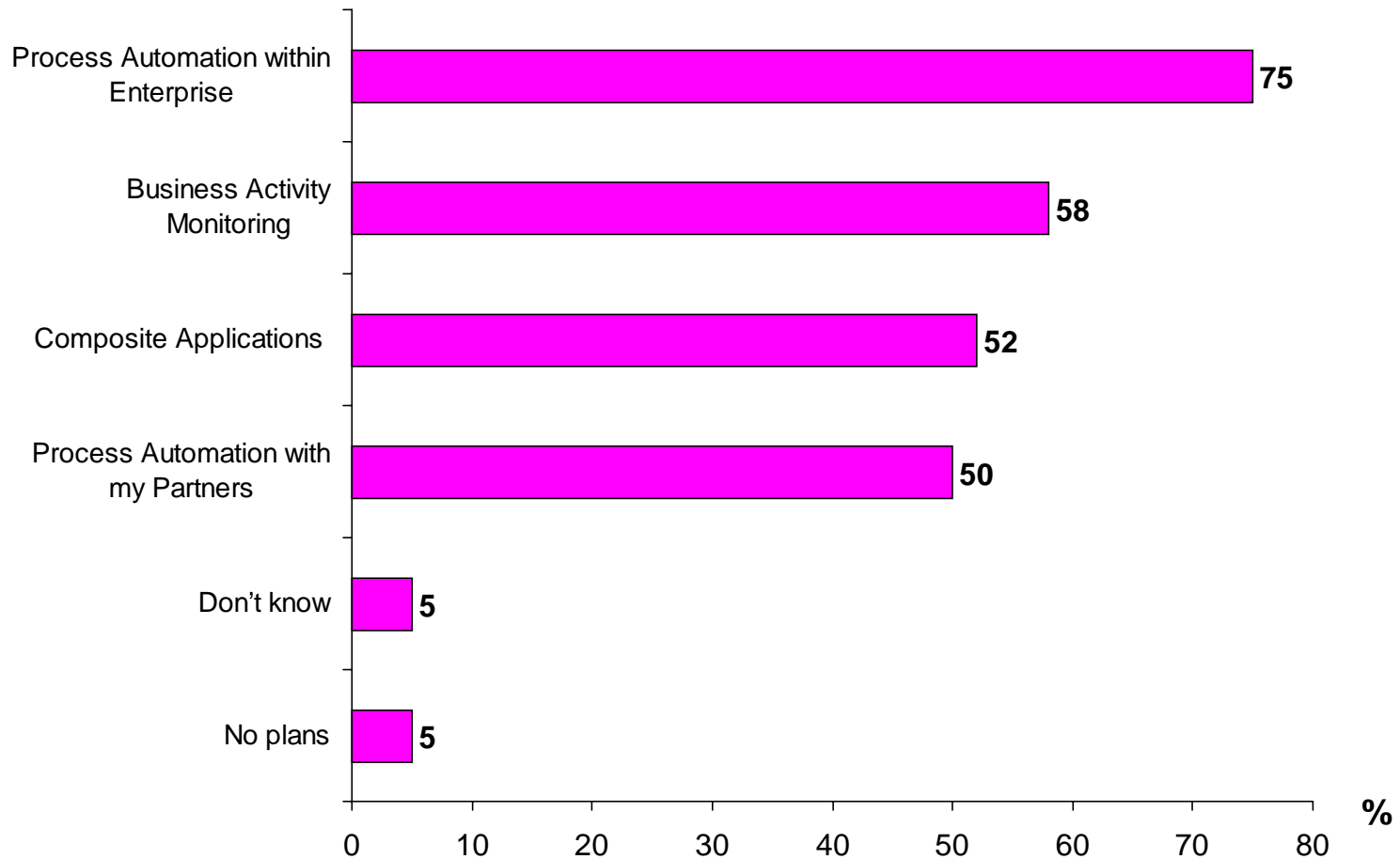
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# Cost generally outweighs benefits?

■ Strongly Agree 
 ■ Agree 
 ■ Neutral 
 ■ Disagree 
 ■ Strongly disagree 
 ■ DK

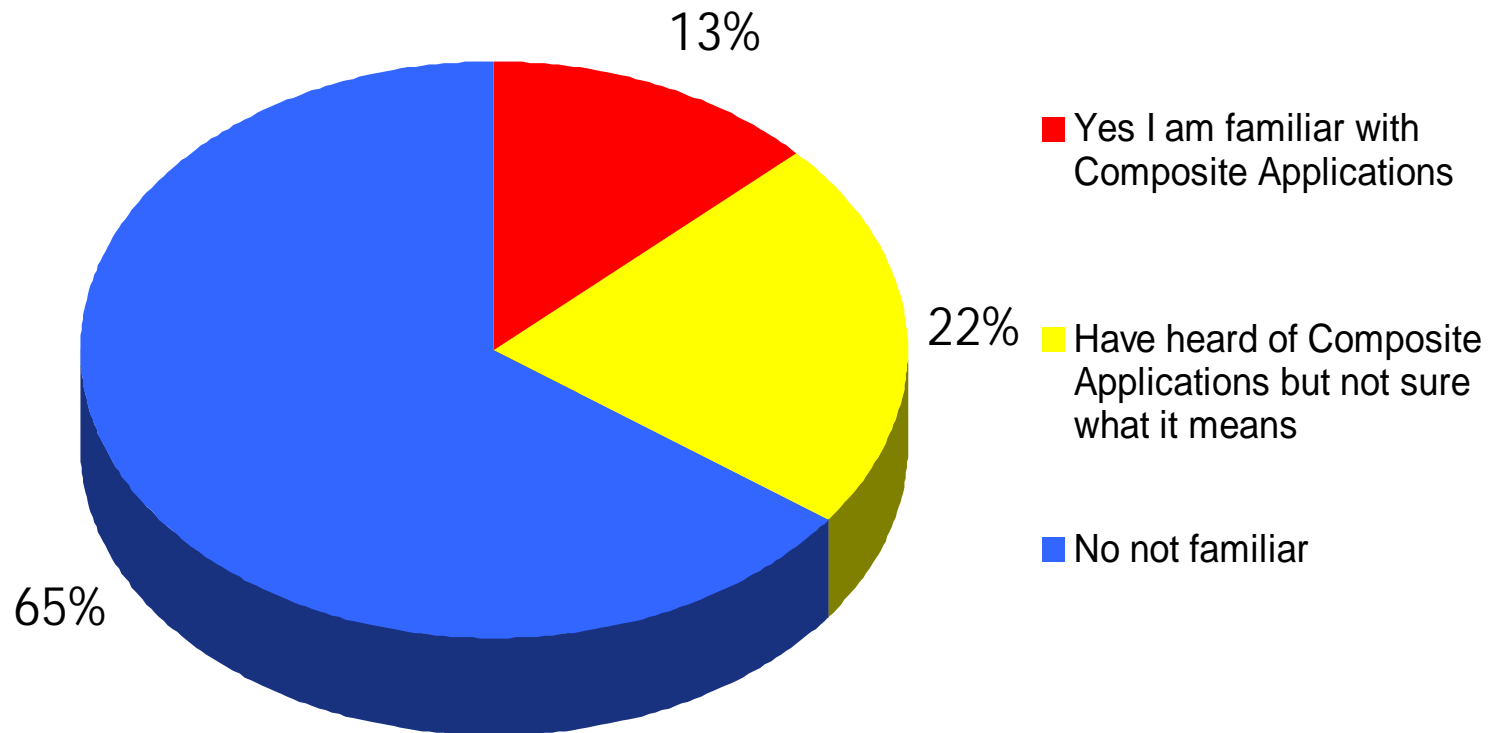


# EAI technology use in the future?

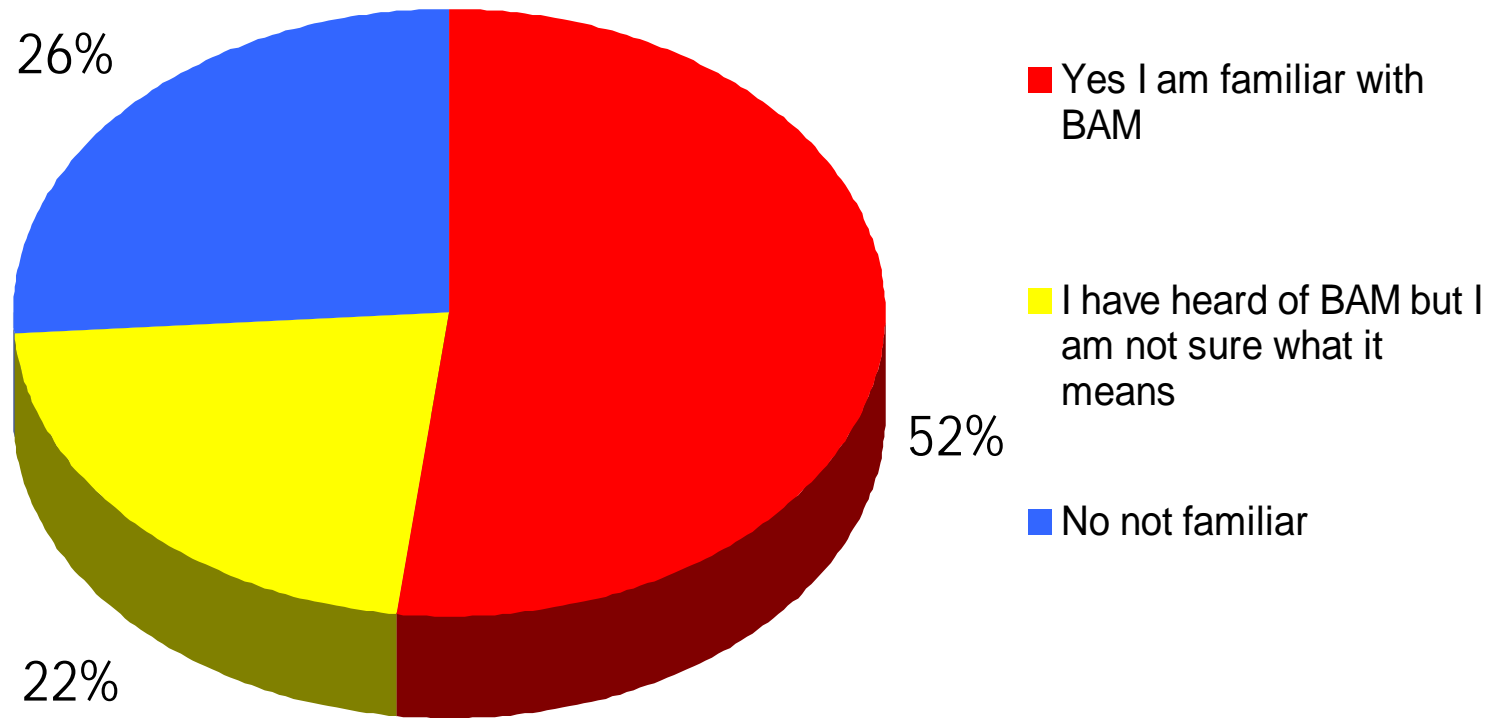


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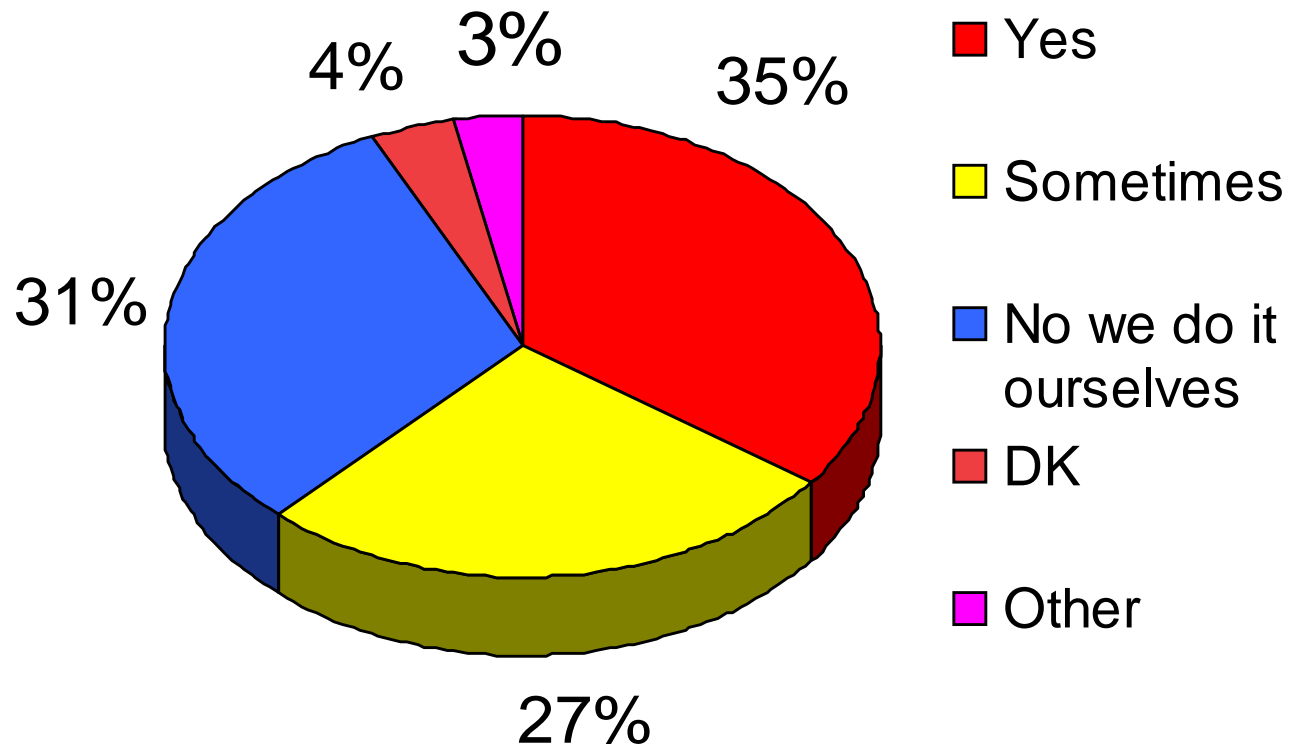
# Are you familiar with the term 'Composite Applications'?



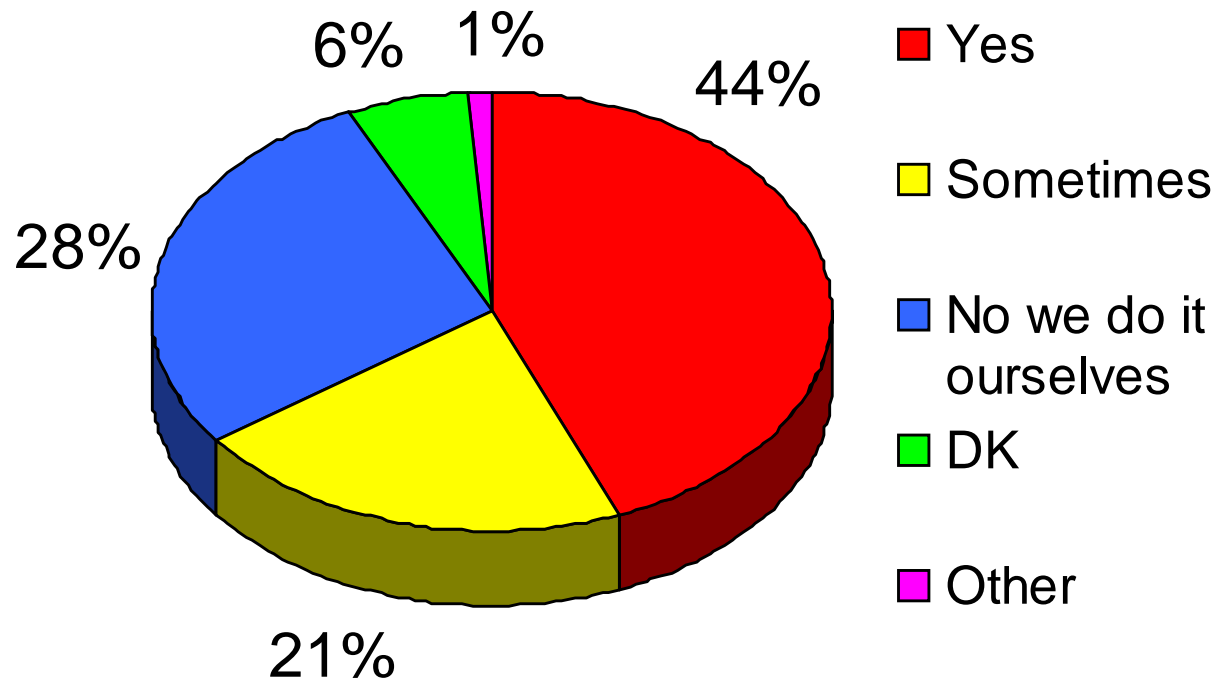
# Are you familiar with the term 'Business Activity Monitoring (BAM)'?



# Do you use CSIs for EAI product selection?

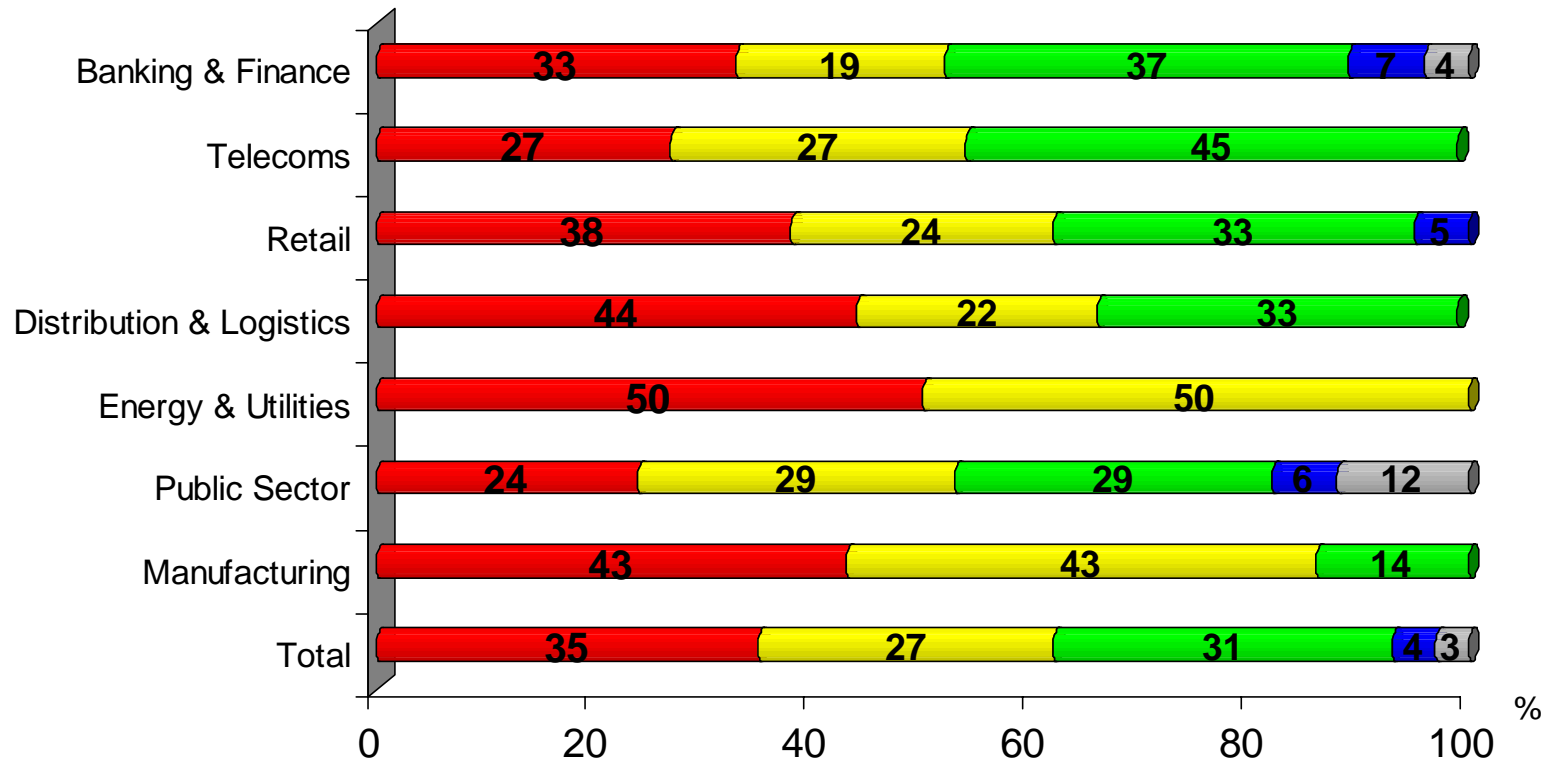


# Do you use CSIs for implementing integration solutions?



# CSIs to help in EAI product selection?

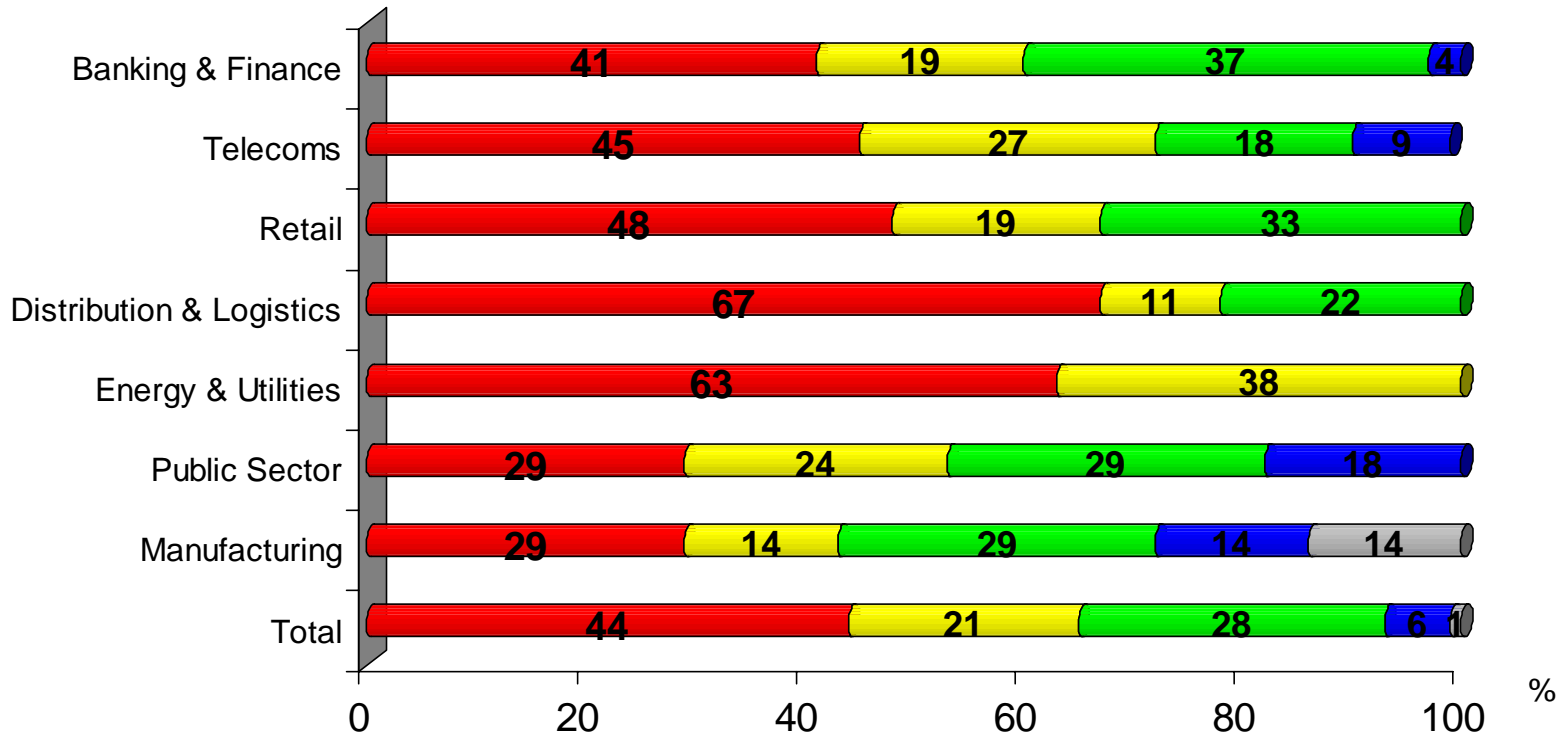
■ Yes ■ Sometimes ■ No we do it ourselves ■ DK ■ Other



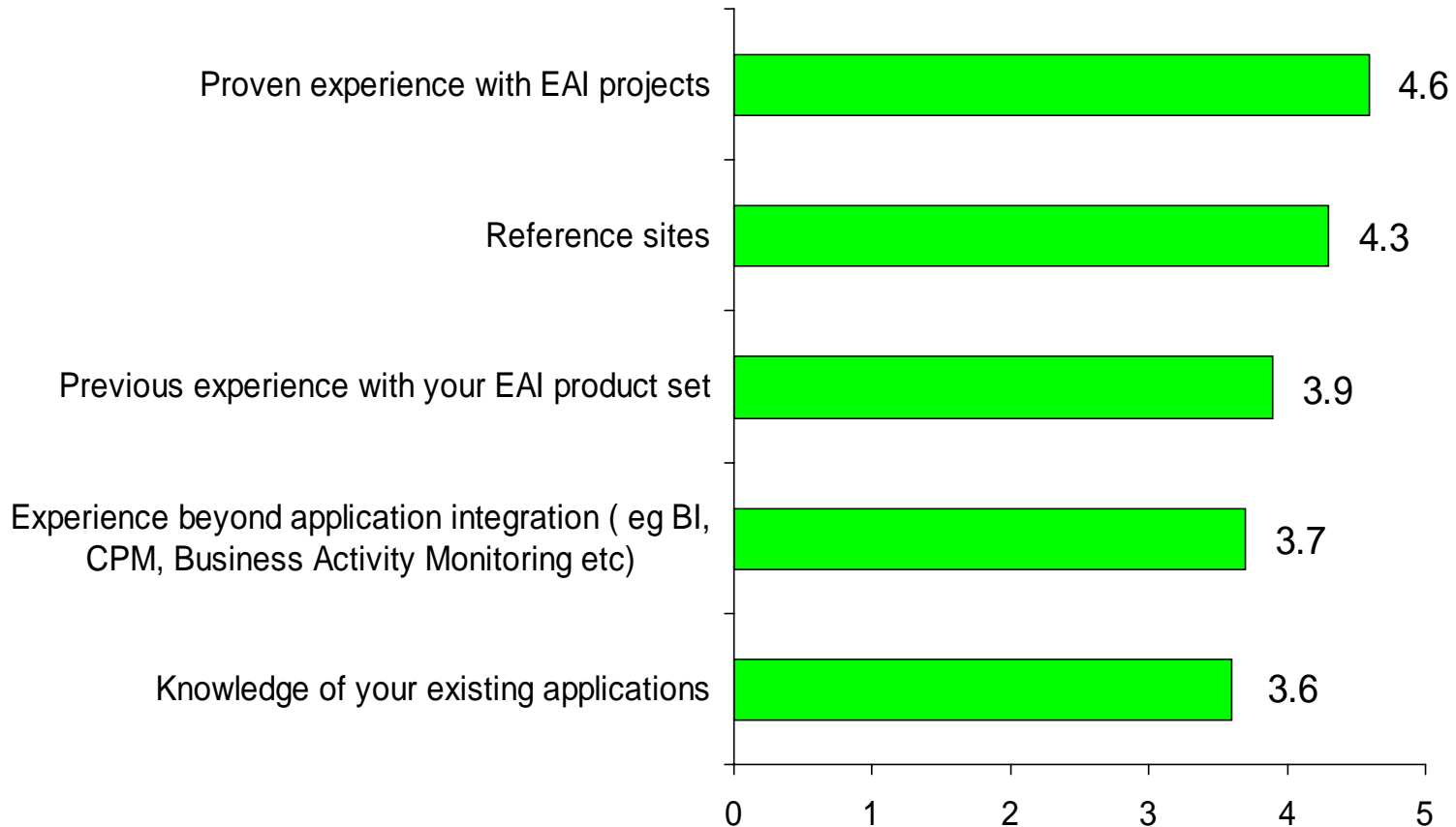
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# Use of CSIs to implement EAI solutions?

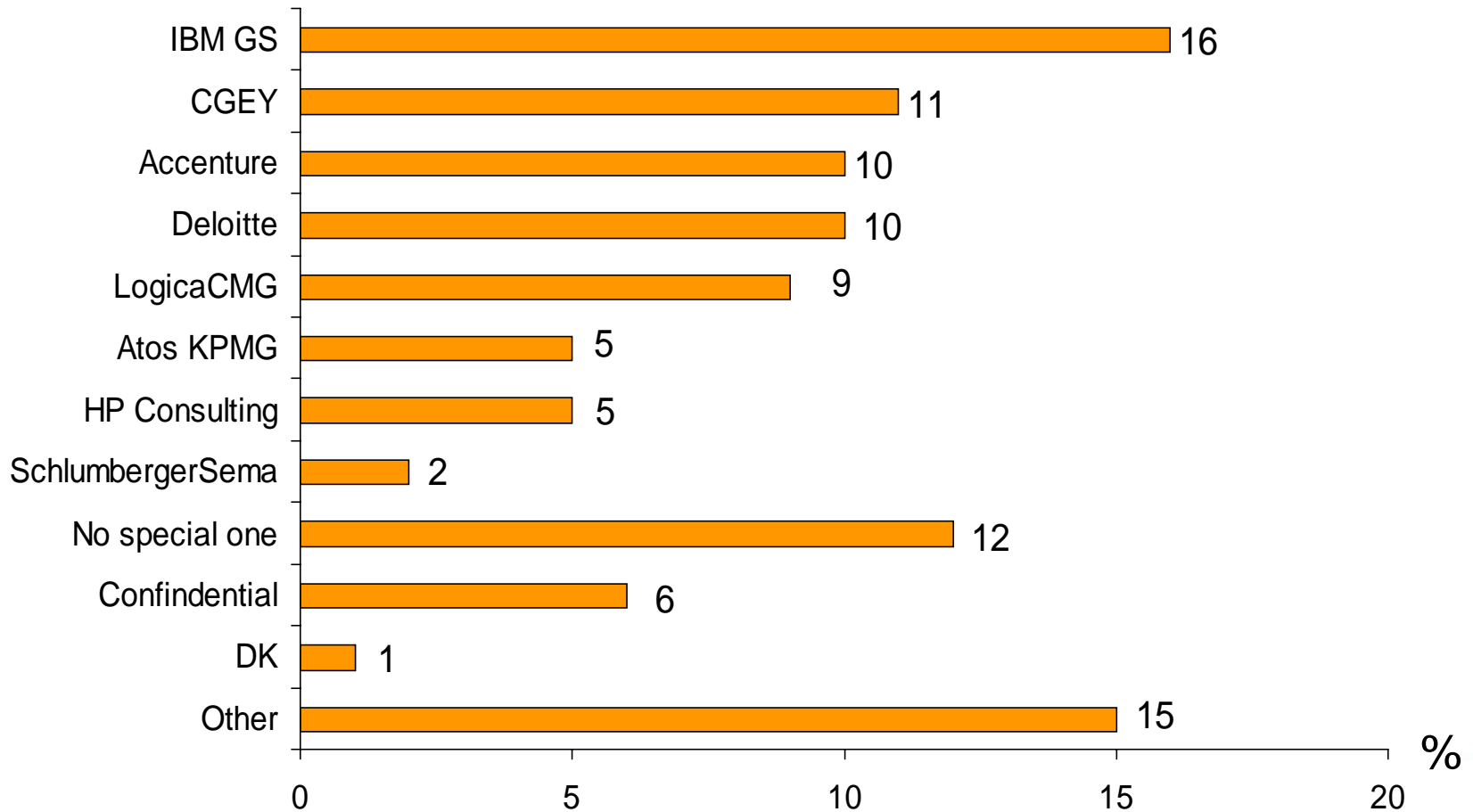
■ Yes ■ Sometimes ■ No we do it ourselves ■ DK ■ Other



# Criteria when selecting a CSI for EAI projects?



# Which CSI do you normally use?



# Key Conclusions



- Clients focus on *internal* integration
- Business drivers associated with *flexibility* and *agility*
- *EAI is valued* in most sectors
- Opportunity to improve delivery of *benefits*
- CSIs do not need experience of *specific product*

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**Do clients really want better integrated systems?**



**Do clients trust EAI software?**

**How do they select SIs or Consultants to deliver integrated systems?**

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The Integration Opportunity  
– is it real?

Duncan Allen – Business Development Director