

# Cincom Systems joins Information Builder's partner program

Providing direct access to existing and legacy ERP systems from its quote-to-quote and sales process automation solution

iWay Software, an Information Builders company and innovator of enterprise integration solutions, today announced a partnership agreement with manufacturing business systems developer, Cincom Systems. The agreement enabled Cincom to embed Information Builder's iWay integration technology into its leading quote-to-order and sales process automation solution (Socrates) to provide manufacturing customers with direct access to their existing ERP systems. Socrates provides complex manufacturers with a sophisticated solution for quote-to-order and sales process automation. Customers can streamline business processes by automating quotes, pricing and product configurations as well as fulfillment. This assists with attracting, selling and servicing customers across both direct and indirect channels. iWay provides a seamless bridge to ERP solutions like SAP, J D Edwards, MFG/Pro, PeopleSoft and many others, for real-time integration into systems like Socrates from Cincom. iWay's data adapters are certified by each of the ERP vendors and adapters are updated when a new version of the ERP system is released. Helen Benton, Business Development Manager, Cincom said, "This partnership is an exciting opportunity for Cincom Systems to provide our clients with direct access to their existing and legacy ERP solutions. iWay Software's certified adapters allow for data migration in the quickest, simplest, and most efficient way possible. This partnership means we can provide our clients with a ready-made, proven solution saving time and money during implementation." Paul Beks, Regional Director Australia & New Zealand for Information Builders is pleased Cincom chose to join its expanding partner program. "The integration market is taking off in Australia and New Zealand and Cincom has a fantastic solution for complex manufacturers that need to automate their entire Sales process. We are in a unique position to help our partners expand their market opportunities by providing the capability to access every major legacy environment in the marketplace today." The synergy between Cincom and Information Builders is clear. Information Builder's Partner Program ensures customers receive industry-leading successful solutions and services by combining our market-leading integration technology and the extensive capabilities of a partner that provides specific functional, market, or industry expertise," said Mr Beks. About iWay Software iWay Software, an Information Builders company and the world's leading adapter vendor, accelerates business integration by providing tools that make service-oriented architectures easy to implement. Clients achieve short-term ROI by using iWay to reduce custom programming and to solve problems quickly, while incrementally creating an architecture that supports long-term projects. The biggest names in software, including BEA, Microsoft, and SAP, use iWay adapters to simplify access to ERP and CRM systems, messaging, legacy systems, e-business protocols like AS2 and ebXML, and more. Additional message transformation and data integration make iWay a natural integration choice - standalone or with other middleware. About Information Builders Information Builders, an innovator for more than 30 years, makes the most widely deployed business (BI) intelligence solution and is the leader in production BI. WebFOCUS, the company's flagship product, is a comprehensive and fully integrated business intelligence platform whose architecture and simplicity permeate every level of the extended enterprise - executive, analytical, and operational. Developed with all users in mind - regardless of technical skills - it is the most secure and flexible solution in the market, helping organisations build applications that have no barriers, and scale from a dozen to hundreds of thousands of users. Information Builders is the only vendor to offer its own integration solution with iWay Software. The seamless integration with WebFOCUS, creates unrivaled access to any information source. Information Builders' award winning technology has successfully provided quality software and superior services for 31 years to more than 12,000 customers, including most of the Fortune 100 and U.S. Federal Government agencies. Headquartered in New York City with 90 offices worldwide, the company employs 1,750 people and has over 350 business partners. About Cincom Systems Cincom delivers and supports innovative software and services to simplify complex business processes. For nearly 40 years, Cincom has enabled thousands of clients worldwide to increase revenue, control cost, minimise risk, and achieve rapid ROI. Cincom serves clients on six continents including BMW, Citibank, Boeing, Northwestern Mutual, Federal Express, Ericsson, Penn State University, Milacron, Siemens, Rockwell Automation, and Trane.