

IBM and Manhattan Associates

Innovating across the supply chain and beyond



Market-leading companies realize that their supply chains are strategic to their success. Accurately forecasting demand, right down to the zip code; cost-effectively sourcing products and components; and timely delivery of products to where they are needed most, no longer assure competitive advantage. When it comes to global supply chain operations, leaders know that they will have to constantly invent and re-invent their processes, predict sea changes and mid-course corrections long before they happen, proactively align supply with demand at all levels and adapt to shifts in market demand and consumer preferences. Market leaders complete that cycle faster and more often than their tier two competitors—that’s why they lead.

A proven record of supply chain success

Together, IBM and Manhattan Associates offer a comprehensive portfolio of infrastructure and supply chain solutions designed to help businesses compete effectively in a fast-paced world filled with choices. With more than 500 mutual clients and a history of joint deployments, IBM and Manhattan Associates bring a broad base of industry expertise to every client engagement.

What can the alliance between IBM and Manhattan Associates mean to your business?

Together with IBM, Manhattan Associates offers an unmatched combination of domain expertise, product depth and the proven ability to implement on time and on budget—creating global supply chain solutions businesses can trust to increase operational efficiency and lower total cost of ownership.

IBM and Manhattan Associates’ joint solutions span across industries, including consumer goods, food, government, high-tech and electronics, life sciences, industrial/wholesale, logistics services and retail. These advanced solutions are designed to deliver a holistic view of the global supply chain and an unparalleled degree of flexibility to business executives who walk the supply/demand tightrope every day.

By making the right decisions in advance and correcting in mid-course when needed, companies can increase efficiency across the extended enterprise. As a result, organizations are better positioned to support changing industry requirements, optimize IT spending and achieve faster return on their investments. What’s more, companies using Manhattan Associates global supply solutions in conjunction with a flexible information infrastructure can react to consumer and market trends with enhanced agility and speed.

The Manhattan Associates portfolio

For 19 years, Manhattan Associates global supply chain solutions have helped market-leading companies of all sizes—in multiple industries and locations around the world—compete, prosper and build sustainable market advantage. These solutions form five suites:

1. Planning and Forecasting
2. Inventory Optimization
3. Order Lifecycle Management
4. Transportation Lifecycle Management
5. Distribution Management

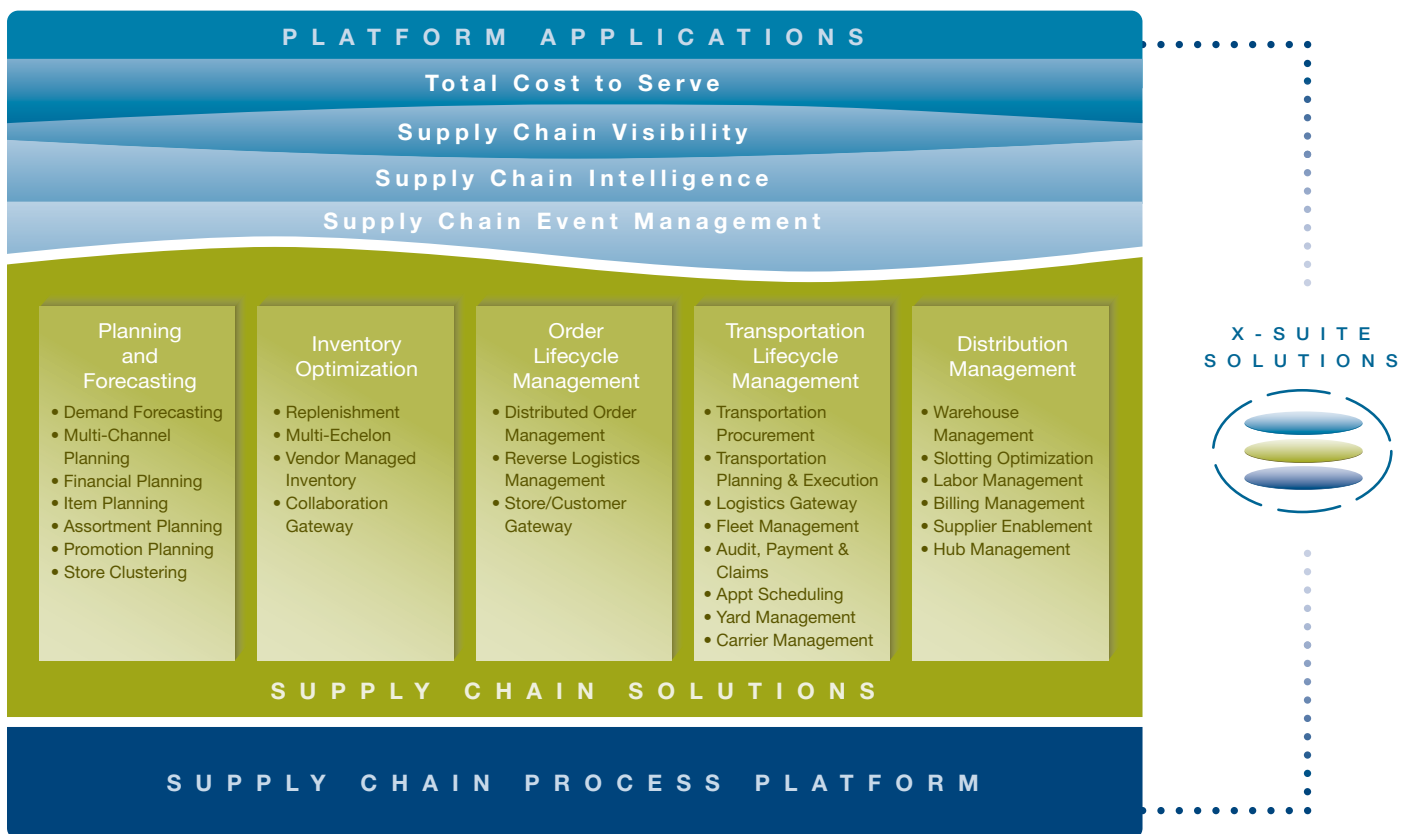


In addition to the five suites, Manhattan offers four platform applications—Supply Chain Visibility, Supply Chain Intelligence, Total Cost to Serve and Supply Chain Event Management—as well as a Supply Chain Process Platform.

These platform offerings bridge over the suite applications to reveal actionable global insights in advance—allowing supply chain executives to change allocations, distributions and deliveries until the last possible minute. This level of flexibility helps market leaders deliver exceptional service to every customer, every day.

Supply chain executives can use Manhattan Associates’ platform applications and supply chain process platform to view and optimize the supply chain holistically. They can see above functional and operational silos to determine the impact of global decisions, even before the decisions are made.

With global supply chain solutions from IBM and Manhattan Associates, supply chain executives have, for the first time, a true global dashboard. Supported by robust IBM hardware and middleware, this advanced platform uses event-driven Service-Oriented Architecture (SOA) to provide enterprise integration management, enterprise data management and advanced exception management capabilities both within and beyond the enterprise.



Why IBM and Manhattan Associates?

With a broad, proven hardware and software portfolio, a services practice built on decades of supply chain experience in virtually every industry across the globe and a focus on innovation that improves the bottom line, IBM is a natural match for Manhattan Associates software. IBM offers a choice of reliable, scalable server platforms—as well as the software and services to help organizations maximize the value of their supply chain solutions.

IBM servers

It is critical that supply chain networks be supported by an infrastructure built to handle the requirements of a dynamic environment. This infrastructure must deliver reliability, scalability, availability and security, and it must be backed by people with both business and industry expertise.

IBM and Manhattan Associates have jointly invested significant resources to assure that the technology and infrastructure for Manhattan Associates' global supply chain solutions are optimized for maximum performance. IBM servers and storage incorporate award-winning IBM POWER® microprocessors, which are designed to accommodate virtually every size business and every business requirement. **Leveraging IBM's Dynamic Infrastructure®, organizations can meet the challenge to improve service and manage risk while reducing infrastructure costs. Manhattan Associates' applications support IBM's advanced virtualization technology that enables an organization to** now consolidate multiple operating systems and software stacks on to a single platform and allocate the platform to meet specific business and application requirements in a more dynamic fashion. The latest IBM advances in virtualization may offer even more possibilities than you've heard about before.

- Consolidate a diverse set of applications from multiple operating systems on a single server: AIX®, IBM i, and Linux®
- Virtualize processor and I/O resources increasing asset utilization and reducing system costs

- Dynamically adjust server capability to meet changing workload demands
- Move running partitions between servers to avoid planned downtime

The IBM Power Systems™ family of servers includes proven server consolidation platforms that help you control costs while improving overall performance, availability and energy efficiency. With these servers and IBM PowerVM™ virtualization technologies, capabilities and offerings, your business can consolidate applications and servers, virtualization system resources, and provide a more flexible, dynamic IT infrastructure.



IBM System x® and IBM BladeCenter® are a portfolio of robust servers built on IBM X-Architecture®, IBM's blueprint for bringing innovation to x86 systems. IBM advancements in scalability, reliability and performance can help you create a dynamic, streamlined infrastructure so you can take your business where you want it to go. IBM BladeCenter's innovative, open design offers a true alternative to today's sprawling racks and overheated server rooms. The result is open, industry-standard blade solutions on which clients feel confident running their business-critical workloads.



IBM offers a range of servers packed with an array of impressive capabilities for end-to-end integration:

- **IBM Power Systems**

A single, energy efficient and easy-to-deploy platform for all of your UNIX®, Linux and IBM i applications. These compact, highly scalable systems comprise a broad range of servers packed with mainframe-inspired technology and an array of self-managing features. From entry to enterprise systems, these integrated business servers can help simplify the management of diverse applications and operating systems. IBM Power Systems can also provide lower cost fail-over and disaster recovery.

- **IBM System x**

These mainframe-inspired, AMD and Intel® processor-based servers are well suited for enterprises that need power, performance, enhanced system management and reliability at an affordable price.

IBM System Storage

Designed to help transform complex storage infrastructures into high-performing, easy-to-manage and highly scalable systems, IBM System Storage™ solutions can help facilitate superior consolidation and administration of supply chain-related data. IBM offers a wide variety of storage and Information management systems designed to provide the price/performance and flexibility to achieve critical operational needs.

Middleware

IBM and Manhattan Associates follow an interoperability and coexistence strategy designed to enable clients to maximize the value of their Manhattan investment through flexible IBM middleware offerings:

- **IBM DB2®** is designed to help companies complement and extend the functionality of Manhattan Associates applications—helping to streamline information exchange, simplify collaboration and support innovation across the supply chain.

- **IBM DB2 Workgroup** helps deliver industry-leading support for Web Services and XML—key components of SOA and important enablers of the Manhattan Associates’ Logistics Event Management Architecture, which coordinates data exchange among supply chain modules.
- **IBM WebSphere®** is IBM’s industry-leading Java™ EE 5 Application Server platform for on-demand businesses that delivers application and transaction infrastructure, business integration, portals and other key application environments including **WebSphere Commerce**, a powerful customer interaction platform that delivers cross-channel and online commerce and integrates to Manhattan Associates’ Distributed Order Management solution to enable advanced capabilities such as store inventory, product availability lookup and buy on Web/mobile, fulfill in-store.

IBM Cognos Business Intelligence

IBM Cognos® Business Intelligence provides Manhattan Associates with the foundation for Supply Chain Intelligence. This complete, pre-integrated, supply chain business intelligence solution offers more flexibility to get the information clients need and organizes data the way clients want to see it.

IBM Global Business Services

The IBM Global Business Services (GBS) team can support solutions from IBM and Manhattan Associates in several ways. Consultants are available to help assess a company’s existing supply chain and recommend changes, implement Manhattan supply chain solutions, provide solution support services and even manage the supply chain.

We employ a core group of over 300 dedicated global resources focused on WMS, DOMS, and TMS and have a track record of over 200 implementations worldwide in various industry sectors such as retail, consumer products,

industrial, and life sciences. In addition, IBM’s Global Delivery capabilities can provide cost-effective, full life-cycle solutions and support services.

IBM Global Financing

IBM Global Financing offers financing services to help businesses optimize the value of their IBM and Manhattan Associates investments. Through competitive rates, fair market value leases and special financing options, IBM can help companies conserve assets and lower their total cost of ownership.

IBM Global Financing finances entire solutions with a single contract and a single, periodic invoice. Flexible leasing options let organizations adapt their IT strategies to changing market and cash-flow conditions over time.



For more information

To learn more about the alliance between IBM and Manhattan Associates, please contact your IBM representative or visit ibm.com/solutions/manhattan or www.manh.com.



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