

# IFS & IBM

STRATEGIC ALLIANCE

Working together to make you more competitive

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INDUSTRIAL & FINANCIAL SYSTEMS 

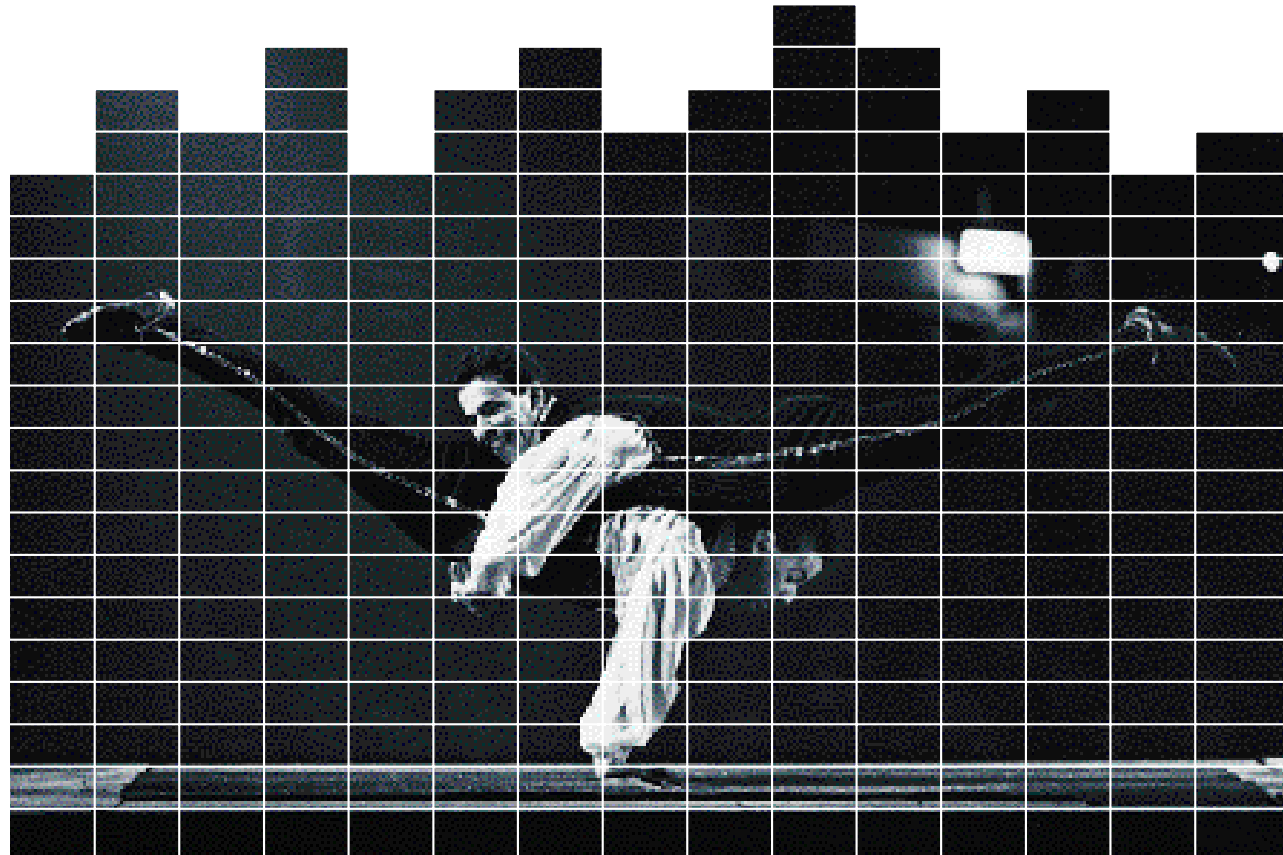
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” Our alliance with IFS brings the ERP market a leading edge solution. IFS solutions coupled with IBM servers, software and services will mean both more satisfied customers and more customers making efficient use of their IT investment.”

Elizabeth Grant, Business Unit Executive, Solution Developer Marketing EMEA.

” IBM is the prime solutions supplier in the world. IFS is the world’s fastest growing ERP supplier. We have achieved that growth by offering a component-based business solution that really helps our customers do business. By joining forces, IFS and IBM will create a whole that will offer the best of technology, global presence and implementation skills.”

Bengt Nilsson, CEO IFS

# An alliance to make you more competitive

*The strategic alliance between IBM® and IFS brings you the tangible benefits of a synergy of hardware, software, middleware and services – your choice of registered mark to UNIX® or NT server platforms running a modular suite of ERP software to help your organization function more effectively and competitively.*

Together we bring you ...

- award-winning IBM AIX® and NT server platforms
- modular, scalable IFS business solutions
- standardized "out of the box" software solutions as well as uniquely customized options specifically for your business
- component-based solutions fully tested in the real world
- an e-business solution with IFS Applications and IBM servers
- WAP (Wireless, Application, Protocol Technology)
- flexible financing and implementation

...allowing you to

- invest at your own pace
- the solution grows and adapts to your needs
- support and facilitate changes in your customers' business processes
- help create competitive, value-added networks based on cooperation and communication
- use the Internet to improve collaboration with suppliers, partners and customers
- access internet functions from mobile phones
- manage your changes without disrupting either the system or the operations



## IFS and IBM.

Working together so you can work better

Working more effectively is the key to increased competitiveness in business. But to offer better standards of service to your customers, without increasing your costs, you need the right business management tools to enable and empower your people. So the strategic alliance between innovative ERP system developer IFS and global leader IBM is great news for any company looking to work more effectively and to grow its business.

At a single stroke, this alliance makes your choice of business-enablement tools so much easier. It's more than simply bringing together the most robust operating platform with the broadest possible base of component-based business solutions. It's a matter of allowing you

to implement that choice flexibly and cost-effectively, when you choose. Which is why we bring you the option of implementing your choice on either the market-



leading UNIX platform -the IBM RS/6000®- or using NT on the supremely flexible IBM Netfinity®-servers. And it's why your choice of business application is open - from an 'out-of-the-box' IFS stan-

dard solution right up to a fully customized business application developed by IFS for your organization.

Both our companies have a reputation for excellence and for driving innovation, not simply following it. Both companies' solutions also have a proven track record of working together, thus eliminating the guesswork inherent whenever you introduce new systems. That crucial question, 'Will they work together?' does not arise. But above all, both companies allow you to implement your changes flexibly, at your pace. So the alliance becomes your guarantee of reliability and performance, from day one, giving you peace of mind and the confidence to push ahead faster.

# Certainty in an uncertain world

- IFS Applications™ and IBM servers.

The alliance offers you a whole spectrum of flexible IT solutions. IBM's range of robust RS/6000 and Netfinity servers gives you a choice of platform and the ability to optimize your performance already today. Both platforms are fully geared to address the growing demands of e-commerce and the Internet environment, combining exceptional reliability, availability and manageability with fast response times and support for high transaction volumes. In addition, IBM servers give you the scalability to grow and expand on when, and how you choose.

This same design philosophy is behind IFS Applications™. One of the first business systems in the world developed entirely using object technology, IFS Applications™

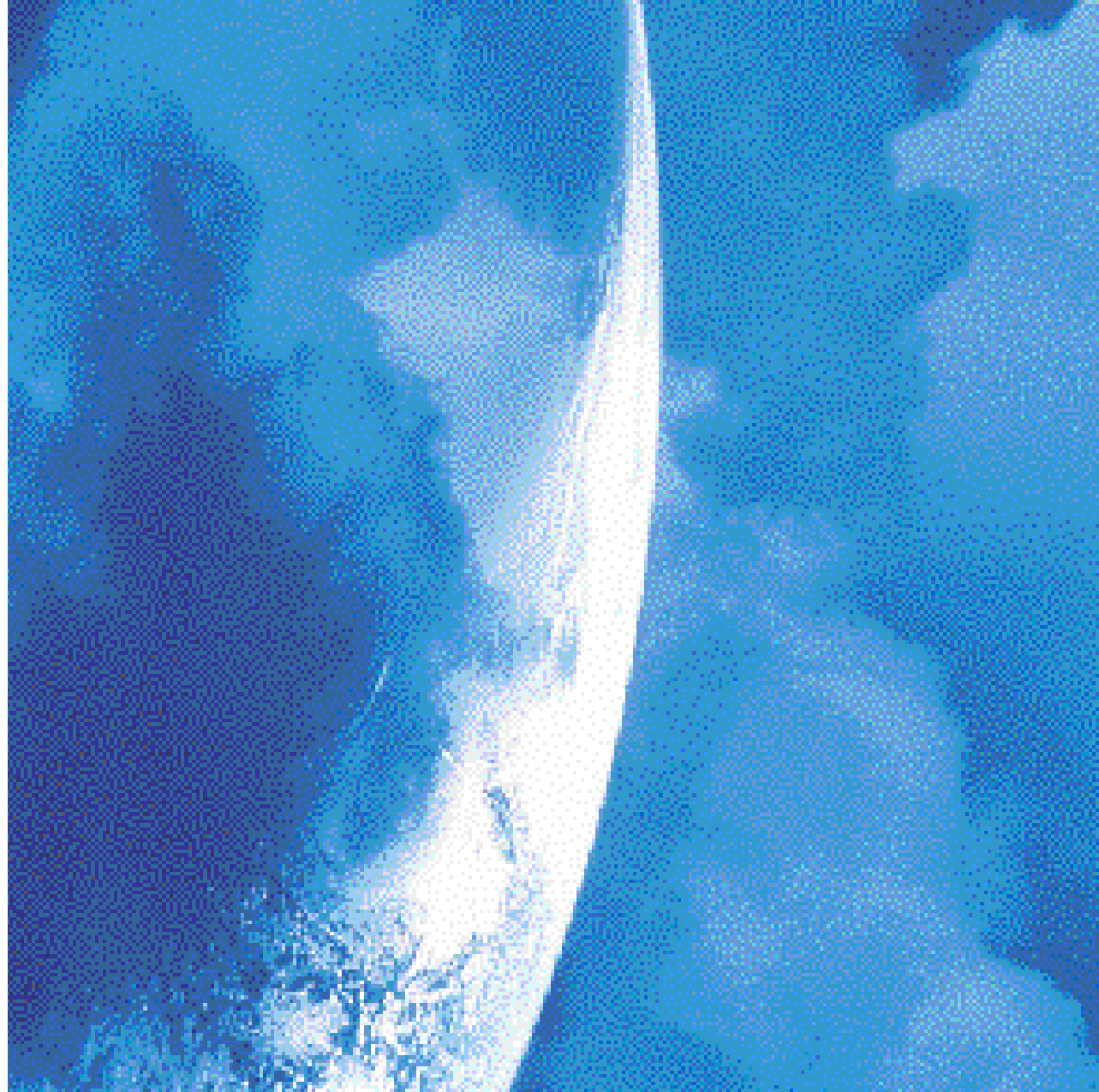
gives you exceptional freedom. You only need to install the modules you need at the time and, as your ERP needs change, you can add on or modify the system accordingly. You can even integrate IFS solutions with other systems to 'hook up' with your business partners and customers. So even with a standard solution, the system you implement for your business is purpose-designed, to address your changing needs and your specific strategic demands.

## Do it your way

IFS Applications™ standard solutions span all your business requirements. Each of the standard solutions is optimized to address a specific area of your operations: finance, manufacturing, distribution,

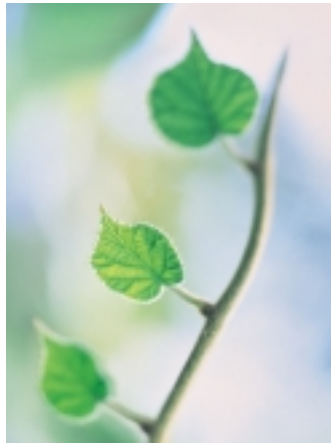
maintenance, engineering, human resources and front office. They can either be used independently or combined. In addition, IFS offers various industry-specific systems, available for environments as varied as telecoms, utilities and manufacturing.

IFS also provides the backbone for your e-business requirements. Put that together with IBM's similar flexible and open approach to systems, financial and technical support, and you have a package that's as flexible as it is powerful. Precisely the ERP tools, hardware configuration, and the financing and servicing arrangements that suit your needs, at any time, without shutting any doors behind you.



# Freedom to act. Freedom to grow.

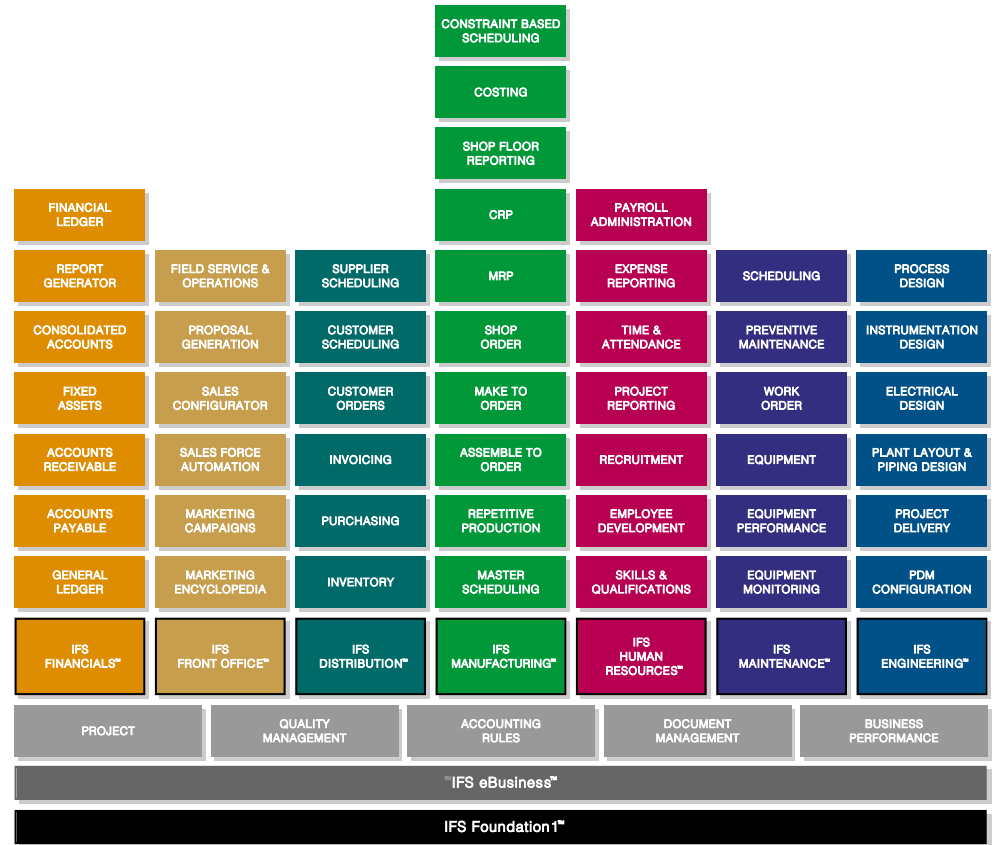
IFS business solutions are working solutions intended for the real world and are fully geared up for global usage. That means they're tested to work with organizations like yours - organizations that change and grow. We know our component module approach works. It's already in its third generation and we have experience from more than 30 countries worldwide to prove it. Global hardware compatibility is assured through the IBM Netfinity ServerProven™ Program. This program is your safeguard that IFS solutions will integrate simply, efficiently and productively throughout your organization.



**Freedom to choose**  
The IFS approach to business solutions is built on freedom to choose and freedom to grow. You can expand stage by stage, integrate systems with existing packages or

with new components. The system you use is never bigger, or more complex, than you need. Always at the heart of what's possible, is what you want to do.

And with IBM Global Financing you can control your investment, beginning small and adding on. Unique to this program is the possibility of financing your whole project, hardware, software and implementation from a single source. This gives you greater control, and peace of mind.



IFS Applications™ is a suite of more than 50 business modules based on individual components. These components function inde-

pendently of each other and can be freely combined or adapted. These components function independently of each other and can be freely

combined or adapted to create precisely what you need - when you need it.

## Standard or tailor-made solutions

- the choice is yours

The success of IFS is a direct result of this underlying concept. An entirely object-based design technology makes it all possible, creating more than 50 standardized business modules.

These modules can be freely and flexibly combined to create either standard solutions or industry-specific systems - the choice is entirely up to you. From manufacturing through engineering, finance, human resources and distribution right through to front office solutions, the IFS suite of modules spells freedom with functionality. Naturally all

modules are fully Y2K compliant and support international currency demands, including the Euro.

Choose flexibility.  
Choose freedom.

Choosing the IFS & IBM strategic alliance for your ERP solutions represents a bold step forward in productivity and effective management for any organization. The ability to choose the optimal system configuration today, and the freedom to change it at will, could make your boldest decision one of your most prudent as well.

