



Sales Training: Finding Prospects

Communicating With Customers to Build Your JDE Integration Practice with iBOLT for JD Edwards

Overview

This document crystallizes a friendly open-ended approach to discovering initial customer interest in utilizing iBOLT as a framework for Oracle JD Edwards Integration.

Target Customers

- Users of Oracle JD Edwards versions from JDE World A7.3 forward.
- iBOLT is the only turnkey integration solution for IBM System i (iSeries) customers, so the IBM System i user makes the best prospect. All JDE World customers are on IBM System I (or preceding systems).
- Usually medium sized companies.

Questions to Consider With Customers

"What needs does your company use to improve interfaces between your JD Edwards system and external applications (such as logistics or warehouse management), websites (such as online orders or service requests), or human workflow (such as email logging or approvals)? ... It may make sense for us to introduce you to how we can put iBOLT for JD Edwards to work for you as a proven framework for building JDE interfaces, monitoring them and managing the exceptions. What specific projects requiring this kind of efficient and reliable approach to JDE integration have highest priority?"

Use Cases to Consider

- salesforce.com or Siebel CRM On Demand <<>> JDE (converting quotes to orders, updating the address book bi-directionally)
- custom RPG applications <<>> JDE (any module)
- Third Party Logistics (3PL) web services <<>> JDE
- 3rd Party Asset Management Software <<>> JDE Assets
- Branch management systems<<>>JDE General Ledger, Orders, etc.
- ...and many more...see the use case scenarios sales tool for additional use case ideas.



“Our commitment to our partners is to create outstanding solutions that serve the integration and business process management needs of their customers in a manner that brings value to the entire Oracle JD Edwards community.”

*Glenn Johnson
Executive Vice President*

Magic Software Enterprises, Inc.



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Training

Magic Software offers a lunch-and-learn session free-of-charge to partners on the topic of this sales tools data sheet:

iBOLT: Finding Prospects

Contact Summer Remmert, Channel Marketing Administrator to schedule your lunch-and-learn session.

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How Is It Better Than Manual Integration?

- Often the interface does not exist because the customer considers what we do impossible or cost-prohibitive when using manual integration methods.
- iBOLT avoids line-by-line programming resulting in faster, more reliable projects.
- iBOLT has a built in activity monitor to enhance operational integrity.
- iBOLT has built in error recovery and exceptions management.
- iBOLT automates manual operator activities.
- iBOLT can wait for human workflow steps to complete.
- iBOLT can issue alarms, alerts and escalations.

In short, iBOLT is an elegant way to manage a complex business process and...

iBOLT saves time and money at implementation as well as when changes are required because business rules related to the integration are accessible at the user level without programming...

Common Questions

- How much does it cost? *Software licenses start at \$20,000. Projects typically range in size from \$100-200,000.*
- Is it only available on the IBM System i? *No. iBOLT has servers available on Windows, Linux, AIX, HPUX and Solaris to handle integration processes in any environment. Mainframe connectivity is also available.*
- How much programming is required? *None. Data transformations, messaging, routing, error recovery, monitoring, exceptions management and more is designed using visual tools and dialogs.*
- Is iBOLT SOA compliant? *Yes, Magic Software Enterprises is an approved IBM SOA solution provider. Oracle JD Edwards business processes can be exposed and orchestrated following SOA best practices.*
- Is iBOLT real time? *Yes, iBOLT supports synchronous (real-time) and asynchronous (batch) business process automation. Batch processes can also be connected to real-time triggers to create "near real-time" results.*
- Is more information available? *Yes. Magic Software Enterprises maintains a repository of information related to iBOLT for JD Edwards for prospects and customers at <http://www.magicsoftware.com/home/jde> and ITtoolbox.com hosts the "Integrate My JDE" blog at <http://blogs.ittoolbox.com/erp/jde>*

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