

## IBM Announces 2009 Rational Business Partner Award Winners Business Partner Successes Highlighted at 12th Annual Rational Software Conference

IBM today announced the winners of the 2009 IBM Rational Business Partner Awards at the Rational Software Conference. These awards recognize IBM Business Partners that have helped clients drive greater value from their investments in software and improve software delivery. Winners were selected in five awards categories spanning the IBM Rational software portfolio.

(Logo: <http://www.newscom.com/cgi-bin/prnh/20090416/IBMLOGO> )

The IBM Rational Business Partner community continues to grow, with more than 1,000 business partners that have re-sold and fulfilled IBM Rational software products last year. At the same time, more than 75 Independent Software Vendors (ISVs) have delivered more than 100 integrations of their products with the IBM Rational portfolio of offerings through the Ready for IBM Rational program, an increase of over 40% in the last year. Additionally, IBM Rational Ensemble, a community for IBM business partners that provides ISVs, resellers and systems integrators (SIs) with education and services for IBM Jazz-based technology, has grown to encompass over 1,300 members worldwide, an increase of over 800% since its inception a year ago.

With the rapid expansion of the IBM Rational Business Partner community, IBM is rewarding and highlighting excellence in partner solutions which enable clients to drive greater value from their investments in software and improve software delivery. The award winners have proven that they demonstrate a deep technology and industry expertise with IBM Rational software and are delivering exceptional solutions that solve real business problems.

Chosen from several hundred eligible business partners, winners will be honored during the IBM Rational Software Conference keynote session on Wednesday, June 3. The 2009 IBM Rational Award winners by category are:

### Outstanding Solution by an Independent Software Vendor (ISV) - Ravenflow

The Outstanding Solution by an Independent Software Vendor Award recognizes Ravenflow for excellence in developing an effective and innovative solution that's enabled by IBM Rational Software. Ravenflow, a leader in Rapid Requirements Definition, and their solution, Raven, empowers business analysts to dramatically transform the way they elicit, specify, and validate stakeholder requirements.

Sowre Consulting Espana, S.L. was selected as a finalist in this category.

### Outstanding Collaborative ALM (Application Lifecycle Management) Solution by a Systems Integrator (SI) Award - Accenture

The Outstanding Collaborative ALM (Application Lifecycle Management) Solution by a Systems Integrator (SI) Award recognizes Accenture, a global management consulting, technology services and outsourcing company, for excellence in the implementation of effective and innovative customer solutions enabled by IBM Rational Software. Designed for both small project teams (5-10 users) to large project teams (600-1000 users), Accenture Delivery Tools provides a turnkey, out-of-the-box solution for application lifecycle management.

### Outstanding Quality Management Solution by a Systems Integrator (SI) Award - Sogeti

The Outstanding Quality Management Solution by a Systems Integrator (SI) Award recognizes Sogeti, a leading

international provider of professional IT services for excellence in the implementation of effective and innovative customer solutions enabled by IBM Rational Software. Sogeti's Business Driven Test Management approach integrates world-class Sogeti testing services and structured methodology with industry-leading IBM Rational software for a collaborative solution for quality software delivery that enables clients to reduce software development costs, risks and time.

#### Outstanding Solution by a Value Added Reseller / Regional Systems Integrator - Prolifics

The Outstanding Solution by a Value Added Reseller / Regional Systems Integrator Award recognizes Prolifics for excellence in implementing an effective and innovative customer solution enabled by IBM Rational Software. Prolifics, one of the largest end-to-end systems integrator specializing in IBM technologies, is the winner for its RUP-based AgileSOA development methodology, blueprint and assets utilized at customer, mBlox, for its SOA and Portal initiative. This allows clients to streamline coordination of activities across various development teams and vendors involved in the process, enabling everyone to manage and understand tasks, roles, milestones and see deliverables.

Praxis Engineering Technologies, Inc. was selected as a finalist in this category.

#### Outstanding System-Focused Solution -- RocketGang

The Outstanding System-Focused Solution Award recognizes RocketGang for excellence in developing an effective and innovative systems-focused solution enabled by IBM Rational Software, including Telelogic products. RocketGang, a provider of software engineering and consulting services & training in IBM Rational and Telelogic products, wins this category for their team of experts. Their offerings provide a spectrum of pre- and post-sales services designed to help customers be successful with software delivery and dramatically benefit from reduced expenses, improved productivity, and time savings from increased efficiencies.

#### Top Marketing and Sales Rational Business Partner -- Ascendant Technology (Atech)

The Top Marketing and Sales Rational Business Partner Award recognizes Ascendant Technology (Atech) for excellence in the promotion and delivery of Rational-based customer solutions as measured by their participation in IBM's Software Value Incentive program (SVI) and Value Advantage Plus. Atech, an end-to-end solution provider specializing in web-based solutions, wins this category for their significant revenue contribution to Rational Software. As a Reseller and Systems Integrator dedicated to IBM Software, Atech has leveraged valuable IBM co-marketing funds to deliver Proof of Technology and Business Value Assessments to close Rational sales and ensure clients realize value with successful deployment.

Island Training Solutions was selected as a finalist in this category.

"The growth of the Rational Business Partner community demonstrates the important role that these partners play in the overall success of IBM," said Michael Loria, vice president, Business Development, IBM Rational Software. "This year's Rational Award winners have demonstrated solutions which improve the software delivery capabilities of our customers, and help them drive greater value from their investments in software. We congratulate them on being selected as a recipient of this year's Rational Awards and for achieving this honor."

These IBM Rational Business Partner solutions result in quantifiable improvements in business performance through their use of IBM Rational software. Winners were determined based on criteria including the use of multiple IBM Rational software solutions in the deployment of customer applications, lists of references, and successful engagements including business partner certifications. Consideration was also given to IBM Business Partners who have actively engaged, participated and demonstrated opportunity identification and ownership of small and medium-sized business opportunities and new customers through the use of marketing and field

activities, as well as participated in IBM Rational sponsored events.

For more information about the IBM Rational Awards for Business Partners, please visit:

<http://www.ibm.com/software/rational/rsdc/partners/awards.html>.

For more information about IBM Rational business partner offerings and solutions, please visit:

<http://www.ibm.com/software/rational/partners>.

Contact

Faye Abloeser

IBM Communications

908-770-0762

abloeser@us.ibm.com

First Call Analyst:

FCMN Contact: hbarnett@us.ibm.com

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CONTACT: Faye Abloeser of IBM Communications, +1-908-770-0762,

abloeser@us.ibm.com

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