

iWay

TAKES ENTERPRISE IT WHERE IT'S NEVER BEEN BEFORE

My experiences in the U.S. Army taught me the value of two principles: uniformity and leadership. The same principles let you meet today's enterprise IT challenges. Let me explain. Soldiers love uniformity because it helps them. Uniform design means soldiers can use an unfamiliar radio to call in a rescue helicopter and repair one rifle with parts from another. The business world gets similar benefits from uniformity – standardized business processes and packages like SAP or PeopleSoft empower everyone with uniform ground rules and core business functions. Problem is, uniform environments are resistant to innovation and change. Adopting them doesn't assure success.

When uniformity hits its limits, you need leadership. Leaders inspire followers with vision, charisma, and personal drive. These unique characteristics make the critical difference in uniting and motivating ordinary soldiers to extraordinary feats and acts of teamwork. It's the same in business – all the uniformity and consistency in the world won't give you business leadership.

My point? iWay technology supports uniform business processes and gives you leadership potential, too. We greatly assist companies building interoperable, standards-based environments with EDI, XML, Web services, and ERP packages. At the same time, iWay's component-based architecture offers users adaptability and flexibility – so they can exercise IT leadership and achieve success. The moral of the story is that standardized applications and processes are no substitute for clear vision, drive, and business leadership. You must have both.

Fountainhead Communications is a great example of iWay's philosophy. Fountainhead had a compelling vision of scan-based trading and inventory management. Their vision demanded the unification of point-of-sale terminals, EDI systems, and enterprise applications. In this issue you'll see how Fountainhead implemented their vision with iWay Software's help.

iWay mobile computing solutions are another example of ways we enable visionary leadership. Roger Panfil, iWay's vice president for Mobile Computing, has contributed a thought-provoking article on proven and affordable mobile technology solutions that integrate seamlessly with enterprise systems and deliver compelling ROI.

We're also very pleased to announce exciting new partnerships with Anysoft and XML Global. XML Global has co-developed eBIX XML Transformation Engine, an important new component of iWay's Enterprise Integrator. And Anysoft's Digital Cortex™ software brings powerful, “noninvasive” EAI capabilities to iWay's stable of enterprise adapters and connectors. ●



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