

Information Builders is one of the largest independent software companies in the world. We work with over 12,000 customers to ensure their success by putting interactive and actionable information in the hands of everyone in the extended enterprise: employees, partners, suppliers, and customers.

### Industry-focused reporting solutions

- Government (federal, state, and local)
- Finance and banking
- Manufacturing and automotive
- Healthcare and pharmaceutical
- Insurance
- Energy and utilities
- Higher education
- Telco

**“WebFOCUS is Information Builders’ business intelligence (BI) solution for all types of Web environments, including intranet, Internet, and extranet. As an enterprise business intelligence suite (EBIS), it provides query, reporting, and analysis capabilities for all types of business users. As a BI platform, it supports development of BI applications and extends its BI capabilities to support mobile and wireless devices and integrate new technologies such as DHTML, XML, and Java™ that enhance scalability, usability, and deployability.”**

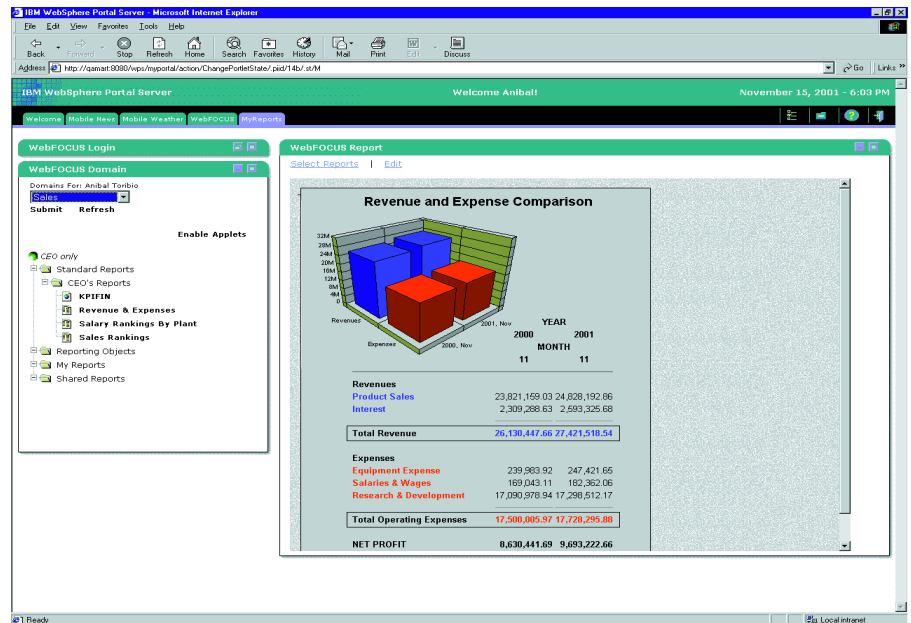
– Alan Tiedrich  
The Gartner Group



# WebFOCUS

The Standard for Enterprise  
Business Intelligence

The Intelligent Edge for IBM Hardware, Software,  
and Services



With WebFOCUS, developers can easily and rapidly build enterprise business intelligence applications that solve a wide range of business problems for a large number and wide range of users. WebFOCUS is completely integrated with IBM’s key technology framework, including DB2, the WebSphere Application Server and Portal, and Linux.

### Put the Best to Work in IBM Solutions

Leverage the long-term partnership between Information Builders and IBM by providing your customers with Information Builders’ WebFOCUS, the industry standard for enterprise business intelligence (BI). WebFOCUS’ scalability supports more users, more types of applications, and a wider variety of decision-makers than any other BI product. WebFOCUS gets your customers’ operational systems to pay off by closing informational gaps and improving decision making. With WebFOCUS, you also get:

- Full integration with the distributed IBM architecture, including the WebSphere and DB2 software platforms
- Production, financial, ad hoc, and parameterized reporting, data visualization, analytics, and cross-contextual analysis – through one integrated product
- Real-time decision support and business performance management with direct drill-through to production information
- Integration with OLAP Server’s Essbase engine or a cube-free, unstaged OLAP alternative
- Information distribution services (push, subscribe, schedule, alert), including third-party content such as COBOL
- Report management and archiving via database standards such as DB2

**“Information Builders now has a singular direction (BI via WebFOCUS), which I think is a good approach to take. Their legacy with the FOCUS product has been enhanced, reengineered, to allow for the most current mechanism both for distribution and deployment of BI technologies. The fact that Information Builders’ legacy environment is a programming language implies a discipline. But by bringing that same discipline forward and extending it to the ubiquitous nature of the Web, your customers should benefit significantly.”**

**– Keith Gile  
Giga Information Group**

## **Benefits to IBM**

Drive new revenue by working with the only flexible, reliable, and scalable architecture available today in an enterprise business intelligence solution that is deployable across all IBM hardware and operating systems. WebFOCUS provides the BI industry’s lowest total cost of ownership for the extended enterprise. In addition, WebFOCUS:

- Promotes IBM’s eServers (z9, p5, i5, xSeries) for scalability and IBM’s DB2, DB2 OLAP Server, and WebSphere platforms
- Significantly improves IBM’s ability to accommodate the growing need for widely deployed enterprise business information systems
- Speeds delivery of complex solution integration with diverse data assets
- Runs on all platforms including Linux

## **Benefits to IBM Customers**

With WebFOCUS, your customers get a comprehensive enterprise business intelligence engine that can access and deliver information to anyone internal or external to the organization – from executives to managers, employees, analysts, power users, customers, suppliers, and business partners. They can:

- Access any information – legacy, relational, multidimensional, data warehouse, or data mart
- Receive that information anywhere, anytime – real-time, scheduled, alert, subscription, or push and pull
- Receive information in any format – Web browser, e-mail, printable PDF, spreadsheet, or a map
- Use the information with Lotus products and Excel PivotTables

## **One Solution for All Your Customers’ Enterprise Information Needs**

Easy to use and implement, WebFOCUS helps to bridge the digital divide between corporate IT professionals and line-of-business executives while meeting the needs of all types of users:

- Executives and managers get a comprehensive, high-level view of business information through portals – with real-time drill-downs to production information
- Analysts conduct complex analysis and extend DB2 OLAP Server’s capabilities
- Power users and developers build robust applications quickly and easily using a variety of developers’ tools
- Business users gain valuable insight into operations with customizable reporting environments and ad hoc reports
- Financial professionals and business users easily perform financial reporting with powerful and useful features such as dynamic chart of accounts re-ordering
- Partners and customers securely access the information they need, when they need it, through easy-to-use, self-service information systems

**“WebFOCUS has attracted the accolades of the media with many of its custom solutions, such as the U.S. Postal Service Anti-Money Laundering Application, which was nominated for the 2001 Computerworld Honors 21st Century Achievement Awards, given in association with the Smithsonian National Museum of American History’s IT Innovation Collection. As of late, Information Builders is getting the media’s attention with its WebFOCUS business intelligence platforms, which its customers use to build their acclaimed applications.”**

**– Larry Harvey  
Patricia Seybold Group**

## Widest Web Business Intelligence Deployments

Server-based pricing and a pure thin-client deployment methodology allow for the widest business intelligence Web deployments to date. In fact, Keith Gile of Giga has stated that WebFOCUS’ Web-centric approach is spearheading the trend toward wider deployments, since WebFOCUS is the only solution that can cost-effectively deploy business intelligence to any number of users; 300,000 of them currently at a major U.S. bank, for example.

## Efficient Enterprise Integration

WebFOCUS supports rapid and efficient enterprise integration by providing access to more than 280 information sources, including relational database structures, cubes, and legacy data such as CICS and IMS transaction systems. Open solution with diverse capabilities to include not only data but also application and multi-media information, such as:

- SAP R/3 and BW and NetWeaver
- PeopleSoft, Oracle, and J.D. Edwards
- Lawson
- Siebel
- ESRI ArcIMS
- And many others

## Scalable, Dependable Architecture for Unmatched Performance

WebFOCUS’ robust architecture includes multi-threaded Java, multi-tiered processing, and clustering of multiple servers with built-in load balancing and automatic fail-over. This highly reliable and flexible architecture grows with your customer’s needs. It is one of the few that scales from NT and midrange systems to the mainframe. Supported operating systems include NT, AIX, UNIX, Linux, OS/400, OS/390, z/OS, MVS, VM, and LinuxVM.

## Robust Development Tools

WebFOCUS development tools feature an intuitive graphical user interface, enabling both experienced and novice developers to build Web applications with ease. From a single front-end, you can design Web pages that mix graphs, tabular reports, spreadsheets, and specialized financial reporting. You use GUI tools to deploy your application quickly to any enterprise server. No prior knowledge of HTML, Java, JavaScript, or other complex 3GL programming language is required to use these tools.

## Closed-Loop BI

WebFOCUS allows customers not only to access information but also to act upon the information immediately. WebFOCUS completely closes the loop between reporting and transaction processing. It’s the only solution on the market that provides a single, integrated environment that empowers everyone to access critical, real-time information to reach decisions, then immediately take action by updating data in the operational source.

## Find Out More

To find out how our solutions can help your company succeed, talk to an Information Builders representative today. Contact your local Information Builders office, visit us at [www.informationbuilders.com](http://www.informationbuilders.com), or in the U.S. and Canada, call **(800) 969-INFO**.

## Dedicated Global Support for IBM

Information Builders offers worldwide support through many U.S. and Canadian branch offices, as well as subsidiaries and representatives throughout Europe, Asia, Australia, and Africa.

Information Builders is an advanced member of IBM Partner World. We are industry-optimized for fabrication/assembly, education, wholesale, and banking and finance. Together, we have over 6,000 joint customers.

## About Information Builders

Information Builders, a \$300 million company, is the leader in enterprise business intelligence and real-time Web reporting. The company's WebFOCUS product – the industry's most scalable, secure, and flexible – is able to meet all the reporting needs of the extended enterprise, ranging from analysts to power users to the widest deployments for hundreds of thousands of users. Additionally, WebFOCUS' empowerment of organizations seeking to leverage all their data by accessing it all – from legacy to data warehouse is unmatched.

Information Builders' award-winning technology has successfully provided quality software and superior services for 29 years to more than 12,000 customers, including most of the Fortune 100 and U.S. federal government agencies. Headquartered in New York City with 90 offices worldwide, the company employs 1,750 people, and has over 350 business partners.

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