

Challenge	Solution	Benefits
High maintenance costs for messaging and file-transfer between unlike platforms and geographies; lost messages, lost files, unsecure connectivity, delays, lack of governance.	IBM MQ	Application portability. Foundation for Service Oriented Architecture. Special features for security, file transfer, and low latency.
Data fields between different databases and endpoints don't match; manual work to complete business processes and conform to mandated policies.	IBM Integration Bus	Data transformation and routing to accommodate different data stores, Automated workflows and applied industry patterns.
Business rules not defined or enforced. No audit trail, compliance issues.	IBM Operational Decision Management	Business rules built into message flows. Business insight, audit, and analysis.
Business applications are developed in silos and don't integrate or scale well.	WebSphere Application Server and WAS - Network Deployment	Reusable services and artifacts across applications via a service integration bus; vertical and horizontal scaling.
Hacks, threats, industry policy compliance challenges, access issues with authentication (AAA) policies.	IBM DataPower Gateway Appliance, Physical or Virtual Edition	Security, Firewall, Web Proxy Services at wire speed; authentication, threat protection.
Problems integrating security and business functionality, duplicating LDAP, AAA, Firewall, and ESB functions.	IBM DataPower Gateway Appliance ESB module, Physical or Virtual Edition	Add ESB-in-a-box at wire speed. Secure transformation and routing in the DMZ.
Growing trading partner base with different connectivity needs mean more HR need to be assigned to B2B.	IBM DataPower Gateway Appliance B2B Module, Physical or Virtual Edition	Add B2B/EDI Platform at wire speed. Move B2B functions from costly servers to DMZ.
APIs, both consumed and exposed, are not secure, have little governance and cannot be measured for performance.	IBM API Management	DataPower or SaaS Platform, API Management offers full DEV-OPS, and the analytics to quickly optimize API performance.
Proliferation of servers, dispersion of applications that need to be organized, integrated, and optimized.	IBM PureApp	Preconfigured IaaS private cloud. Up, operational and online in minutes or hours. Industry patterns. DataCenter-in-a-box.
Cloud-based SaaS applications won't easily and securely integrate with legacy data.	IBM Cast Iron Live and Hypervisor Editions	SaaS or Hypervisor platform, Integration projects completed in record time; "configuration - not coding" for business orchestrations.
Telemetry needs are growing, thousands or millions of sensors and devices to track and manage.	IBM MessageSight	Hypervisor platform solution for high-volume low latency M2M traffic via IBM's MQ Telemetry Transport (MQTT) protocol.
Inefficient business processes and workflows; i.e. four or five people unwittingly working on the same task	IBM Blueworks Live	SaaS-based, lightweight, affordable BPM discovery, modeling, and documentation.
You know there are business process inefficiencies costing \$\$, but cannot achieve visibility to make improvements.	IBM Business Process Management and BPM on Cloud	SaaS or onprem platform. Unified BPM solution with Business Intelligence and Analytics. Execution, integration, and governance of people-processes and workflows.