

The Software AG

Independent

Achieve success faster, on any platform, with the world's largest independent provider of Business Process Excellence.



CASE IN POINT



Casbega Pours Less Time & Money into Invoicing Using BPM

Since 1952, Casbega has focused on the flow of Coca-Cola products in Spain. Recently, the company took a closer look at the flow of its processes—starting with accounting. Specifically, Casbega wanted to speed up invoice administration and reduce related costs. Document flow between branch offices and departments was excessive, and e-mail was proving inadequate in driving workflow and managing files.

A refreshing solution: webMethods BPMS

Casbega decided to take its Service-Oriented Architecture (SOA) strategy to the next level by using Software AG's webMethods Business Process Management Suite (BPMS). The suite unites leading BPM and SOA capabilities to offer a comprehensive set of fully integrated tools for automating and managing processes.

Business and IT can work together to design, simulate, test and deploy processes—then in real time monitor those processes. They can optimize processes by integrating whatever resources are required across an enterprise—people, systems and documents.

A bonus for Casbega was that webMethods BPMS integrated with the company's existing IT infrastructure, specifically with its SAP systems. The solution would also provide global control and the ability to effectively track processes, according to Systems Director Javier Goyeneche.

"With the implementation of this BPM solution, our goal is to find out exactly what is taking place in our company," he said. "In

other words, we want to learn about the processes, initially in the finance department, to then be able to optimize them as quickly as possible."

Handling 40,000 invoices more efficiently

Since implementing webMethods BPMS, Casbega has optimized its cash flow, spent 20 percent less time on handling 40,000 invoices and reduced internal invoicing costs by 10 percent.

There's now one standard way to approve invoices—and digitized invoices can be viewed at any time online, reducing a reliance on paper. Feedback from users is very positive since there's less "paper pushing" between regional offices and departments and less time spent on the phone.

Because webMethods BPMS is based on SOA, the suite enables modifications and future-oriented growth in a simple manner and according to business needs.

Read the whole story at www.softwareag.com/customers.

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INSIDE EDUCATION SERVICES
BY STEFFEN ZÖRNER, VP Global Consulting,
Service Solutions and Education Sales



Training That’s Just the Right Fit

What makes Software AG’s Global Education Services offerings stand out?

We create tailored training plans to meet our customers’ unique requirements. Plans are designed to fit your implementation goals at the best possible cost and the greatest impact. For example, we can tailor training based on a person’s role in a project. The plan can include training at your site, in a public classroom or e-learning.

No other company is more committed to ensuring your success using our technology. Our instructors are real-world practitioners who specialize in adult learning methodologies and Software AG product knowledge. You can use our expertise and best practices to gain short- and long-term cost savings, success and self-sufficiency.



Now available: New courses for Adabas, Natural, webMethods 8 and more.

Adabas and Natural are emphasized in Software AG’s latest course offerings. Is there an increased focus on traditional product areas?

Updated training in Adabas and Natural products is important to our customers, and you will continue to see refreshed offerings here—like three new upgrade courses on Adabas and Natural, Adabas Fundamentals self-paced e-learning (in addition to the instructor-led course) and the new Natural for Eclipse course. Natural and Adabas specialists also can enhance their expertise with courses like Adabas Administration and Transitioning from Mainframes to Open Systems.

With the recent announcement of NaturalONE, we’re offering a new NaturalONE Enablement Program. Customers will get a jump start on NaturalONE to increase their ROI in this new integrated development environment. The program includes instructor-led training, installation, configuration and coaching.

We’re also updating our certification program. As baby boomer mainframe experts prepare to retire, companies will need competent new developers. Certifications can help assess a staff member’s readiness and avoid risk due to knowledge gaps.

Are courses on Software AG’s newer products offered too?

We keep you current by continually updating courses in all areas of the webMethods suite. For example, we’ve added classes on webMethods 8. Early release of training content ensures that you learn more about new functionality and get the hands-on experience you need to be successful.

Where are instructor-led courses held?

Public classes are offered at 25 learning centers worldwide. We also offer training at your site to meet the unique needs of specific audiences and project environments. This lowers travel costs and ensures consistent knowledge is available across the team.

Learn more at www.softwareag.com/training.



GLOBAL CONSULTING SERVICES

BY GUIDO LAURES,
VP Global Consulting Services,
Solutions Portfolio Management



BY BJÖRN BRAUEL,
VP Global Consulting Services,
Business Architecture



Destination Success with webMethods Upgrade Services

Did you know that by moving to webMethods 8 your organization could benefit from BPM and SOA in a single integrated suite, improved performance and reliability, newest standards for seamless connectivity with business partners, and a unified development environment based on Eclipse?

At Software AG Global Consulting Services we realize the strategic importance of webMethods products to our customers and understand that planning for a successful upgrade and flawless implementation of a new release is a critical and highly visible effort.

Our webMethods Upgrade Services provide you the experience and expertise necessary to perform upgrades with maximum efficiency and minimum risks. Using a proven, phased approach, we will ensure a smooth and successful transition to the new platform. And through the use of best practices, we can reduce the overall effort and increase quality, saving precious time and resources.

That's not all—testing is absolutely critical for upgrading and you can benefit from an even more efficient and low-risk upgrade with our partner Green Hat. Combined with the experience and methodology of Global Consulting Services, Green Hat's native test support for webMethods significantly reduces project time and ensures a safe, smooth upgrade.

Don't wait! Request your free webMethods Upgrade Benefit Analysis now at www.softwareag.com/upgrade

Realize Your Business Potential with IT Transformation

Software AG recognizes an increasing demand for fundamental changes of IT environments that have been growing over the years and now present a real challenge when it comes to quickly reacting to global market requirements. In today's digitalized world IT plays an unprecedented role in retaining and generating a competitive edge in the long term. As evolutionary changes don't allow for keeping up with the pace business is dictating, companies need to overcome prevailing paradigms and establish a sustainable basis to lift IT to a new strategic level.

Software AG offers consulting services on IT Transformation (ITT) in order to help customers successfully manage such revolutionizing transformation programs and, thereby, deliver significant performance increases in business and IT.

To learn more about our IT Transformation services, contact us now at itt@softwareag.com.



The One Must-Attend Customer Event: ProcessWorld 2010

(formerly Innovation World)

Berlin, June 8 – 9

Washington, D.C., June 22 – 23

Software AG and IDS Scheer have come together to form the world's leading event focused on achieving business process excellence – ProcessWorld. This event combines the former Software AG Innovation World event with IDS Scheer ARIS ProcessWorld.

Don't miss the opportunity to attend this two-day event where you can meet with leaders in IT and business. Software AG's and IDS Scheer's entire product portfolio will be on display, including the latest innovations for ARIS, webMethods, CentraSite, Adabas and Natural.

The agenda and speakers for the event are now available at processworld.com. Attending ProcessWorld will allow you to:

- Meet with Software AG and IDS Scheer Product/Solution Experts
- See live demonstrations of the solutions that interest you most
- Network with hundreds of peers who are successfully using the technology
- Get trained! Product training is available on upgrading to webMethods 8 – view classes!

Please continue to check for updates at www.processworld.com. We look forward to seeing you at ProcessWorld 2010 in Berlin and Washington DC!



Register Now at www.processworld.com



NaturalONE Gives Developers a “Royal Flush” of Capabilities

Develop, Improve and Manage—All in ONE

Imagine a card player who is dealt a king here, a queen there and an ace a bit later, and so on, failing to realize that in his hand is now a Royal Flush, much more valuable than the sum of its individual parts. The same has been true of Natural. But now, in a single download with NaturalONE, we are offering a “Royal Flush” of powerful capabilities for the next generation of developers.

NaturalONE has helped people to see the advantages of the Natural language with a fresh set of eyes, as well as appreciate the fantastic set of tools that has been added to Natural through the years.

NaturalONE is a unique integrated development environment (IDE) that lets developers code and test applications, expose Natural objects as Web services and create rich Web interfaces for their applications. In this way, NaturalONE lets the developer produce applications that not only support enterprise SOA and BPM, but also appeal to business users outside the IT group.

Generating new excitement—worldwide

It’s safe to say that no other product belonging to the Adabas/Natural family has generated this level of excitement for many years. Here is a sampling of comments on NaturalONE from around the world:

“Software AG’s technology has helped us deliver unbeatable software quality for years... With NaturalONE we can now also take full advantage of Web-based technologies for the benefit of our customers, plus attract new developers coming from the universities.” – Natural Customer, Germany

“As a Natural programmer for over 20 years, I am overwhelmed with the enormous advantages NaturalONE offers a Natural programmer.” – Software AG Developer, Israel

“...NaturalONE allows Natural developers to be completely integrated with the organization’s overall development infrastructure. [In addition], NaturalONE aligns the management of mainframe sources with a global governance strategy for SI evolution...” – Natural Customer, France

Try NaturalONE for free

You can access a free Community Edition at www.NaturalONE.com. The Community Edition comes with its own run-time environment for local testing, as well as a pre-built demo application that includes a tutorial for exploring NaturalONE’s most important features.

On the Community Edition Forum, you can find answers to frequently asked questions, get basic support, share best practices and view other samples. At the forum, you also can make comments about the sample application, get help and post extensions or new samples.

There has never been a product quite like NaturalONE. It will introduce many developers to Natural for the first time and will cause others who thought they’d seen it all to think again. You owe it to yourself to visit www.NaturalONE.com and see what this “Royal Flush” looks like.





ANALYST INSIGHTS
BY ALEXIS CARENA, Director,
Analyst Relations



IDS Scheer Named a Leader in Two New Magic Quadrants

Over recent months, Gartner Inc. has published new Magic Quadrant reports in which IDS Scheer was positioned in the leaders quadrant for Business Process Analysis (BPA) and Enterprise Architecture (EA) tools.

According to Gartner:

- “Leaders are high-visibility vendors with proven track records in BPA tools and high degrees of functionality or market penetration, as well as vision and business investment. They are also well positioned for the future, because of completeness of vision due to financial commitment and market share, technological differentiation or both. Leaders do not necessarily offer the best products for every customer project or role. However, they provide solutions that offer relatively lower risk.”¹
- “Leaders have a broad range of capabilities to support EA, combined with the ability to deliver these capabilities to a diverse group of stakeholders. While each of the six leaders has different strengths, they provide good capabilities to assist EA’s mission to translate business vision and strategy into effective enterprise change. In addition, they have a clear vision of where EA is going and maturing.”²

We believe this recognition is confirmation of our product innovation, exceptional services we provide globally and strong alliances. Our goal is to continue to deliver the most comprehensive, innovative Business Process Excellence offerings that impact the business performance of our customers, while enabling them to achieve agility at a lower cost and drive growth. We also believe that business processes play a central role in tying corporate strategy with EA. Our customers are able to get a company-wide view of their people, processes and IT assets.

Want all the facts? Read any of the Magic Quadrant reports at: www.softwareag.com/recognition, compliments of Software AG.

To learn more about the Gartner Magic Quadrant, visit: www.gartner.com/DisplayDocument?doc_cd=131166.

Why This Matters to You

The combination and integration of ARIS, webMethods, Adabas and Natural promise to make process flexibility and adaptability a reality for our customers, who will benefit from offerings that cover the complete Business Process Excellence lifecycle.

The acquisition of Software AG and IDS Scheer will usher in a paradigm change in software development. The decades-old practice of developing proprietary, monolithic application systems has hindered the development of inter- and intra-company processes. Flexibility and adaptability in process system environments were merely wishful thinking.

Now, Software AG intends to lead the emerging Business Process Excellence market, double revenue and profit every five to six years and reach the size of a DAX-listed company within a decade.

Business Process Excellence impacts just about every industry. Check out examples at www.softwareag.com/cebit2010/.



About the Gartner Magic Quadrant

The Magic Quadrants are copyrighted 2009 and 2010 by Gartner, Inc. and are re-used with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner’s analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the “Leaders” quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

¹ Gartner, Inc., Magic Quadrant for Business Process Analysis Tools, David Norton, Mike Blechar and Theresa Jones, February 22, 2010

² Gartner, Inc., Magic Quadrant for Enterprise Architecture Tools, Robert A. Handler and Chris Wilson, November 12, 2009



Looking for Software AG events?

Use our event finder to see where we will be holding classes and conferences or where we will be sponsoring events!

www.softwareag.com/corporate/res/events/finder

EVENT HIGHLIGHTS

Trade Shows

- Las Vegas, Apr 14-16, Gartner EA Summit
- Mexico City, Apr 21-22, Gartner Enterprise Technologies Summit
- Dallas, Apr 21-22, Software AG 2010 Supply Chain Summit
- Seattle, Apr 25-28, Payments 2010
- Caracas, May 5, Software AG LATAM BPM Summit
- London, May 17-18, Gartner EA Summit
- Chicago, May 25, Software AG 2010 Supply Chain Summit
- Scottsdale, June 2-4, AMR Supply Chain Conference
- San Juan, June 3, Software AG LATAM BPM Summit
- London, June 14-15, Gartner SOA & ADI Summit
- Prague, June 21-25, Software AG International User Groups Conference

ProcessWorld 2010

Riyadh, May 4
 Berlin, June 8-9
 Washington, DC, June 22-23



IN THE SPOTLIGHT

Webinar Reveals New Product Roadmap for webMethods and ARIS

As announced in the last edition of The Independent, the Software AG acquisition of IDS Scheer greatly enhances the process improvement capabilities for customers of both companies. A new on-demand webinar is the best way to fully understand how these combined technologies will benefit you.

The one-hour webinar describes how one complete, integrated solution will span enterprise architecture, business process analysis, business process management, enterprise integration and SOA. New innovations will be introduced as early as Q2 this year.

Watch the webinar to learn how the combined product roadmap puts you on the road to business process excellence. Featuring Dr. Wolfram Jost, Chief Product Officer and Executive Board Member, and

Susan Ganeshan, Senior Vice President, Products, the webinar tells you:

- Why the IDS Scheer ARIS Platform for strategy and process modeling is the perfect complement to Software AG's webMethods process management and integration platform, covering the total business process excellence lifecycle
- How multiple views of one shared process model will lead to lasting business-IT alignment
- Why the new combined company is positioned for leadership in virtually every industry it serves

Register for "Achieving Business Process Excellence with ARIS and webMethods" at: www.softwareag.com/webinars.

Webinar Details

Title: *Achieving Business Process Excellence with ARIS and webMethods*

Presenters:

Dr. Wolfram Jost, Executive Board Member, IDS Scheer AG

Susan Ganeshan, SVP Product Management and Product Marketing, Software AG

www.softwareag.com/webinars



