

*“Imagine a world where the wide area network fixes its own problems before you even know something is wrong. An award-winning, application delivery platform from Corente running on IBM hardware helps you control an increasingly complex and expensive IT environment with a Linux-based service that is self-managing, resilient, responsive, efficient and secure.”*

— IBM Solutions Directory

## As a Corente Colleagues partner, you can provide on-demand applications delivery to your customers, today.

Corente has pioneered the realization of on-demand networking. With customers in 54 countries, Corente’s software and services implement a scalable, automated design for distributed applications delivery and performance management.

### Benefits

- Expand your service portfolio with existing customers
- Realize recurring revenue quickly
- Build loyalty by helping customers overcome their greatest application networking challenges
- Scale your business

*“Our partnership with Corente extends Tivoli-compatible management capabilities deep into the network fabric and allows data center managers to manage their networked applications using a single set a tools that are akin to the advanced data center automation tools that they already use.”*

— Mickey Nix, Sr. Tech. Architect, IBM Tivoli

By adding Corente to your portfolio, you can address even more of your customers’ requirements for a practical, cost effective application delivery solution. Because the Corente solution is so easy to use, it requires only minimal training, allowing you to begin delivering it to your customers in less time and with less effort. Additionally, because the solution is sold on a subscription basis, you can quickly realize recurring revenue.

### Corente’s software

The Corente Colleagues™ partner program offers you the opportunity to equip your customers for on-demand application delivery with Corente’s application delivery solution, which is:

- The easiest-to-design and fastest-to-implement secure IP application delivery solution in the industry, especially in diverse global networking environments;
- The product with most robust and practical tools for implementing and managing fine-grained security policy;
- The only effective solution for address management, policy management, and end-to-end monitoring across multiple administrative domains; and
- A software-based product that runs on standard off-the-shelf servers.

Corente’s application delivery solution provides a unique, patented approach to meeting enterprise requirements that translates business rules directly and immediately into application delivery policies, using the language of business—not the language of technology. It is executable globally from a single point of control, and does not require a large, distributed organization of technical staff to build and maintain.

## Corente Colleagues Partner Program

Corente values the importance of our partnerships as a key component of our success. To further these relationships, we have designed programs to support our partners with an extensive range of sales, marketing, training, and technical resources, including:

### Pre- and Post-Sale Support:

- Joint demand generation
- Joint marketing
- Discounted demo program
- Sales promotional material
- Use of Corente logo
- Your company listing on Corente web site
- Dedicated Corente representative
- Product brochures and sales presentations

### Sales and Technical Training:

- Sales training
- Technical training
- Pre- and Post-Sales support

### Recognition & Validation

- IBM e Business Partner
- IBM e Server Blade Center Alliance Program
- IBM Leaders for Linux
- Network Magazine Product of the Year – 2003
- Premier 100 IT Leaders – 2003
- Networking Decisions – Network Management Visionary Award

## A Few Corente Customers

### Connect New Subsidiaries & Partners

Fortune 500 manufacturer **Illinois Tool Works (ITW)** had to connect its 300 global business units to newly centralized finance applications, with minimal IT staff and without disruption to the business networks and security systems of its subsidiaries. With Corente, ITW preserved its existing processes and rolled out its global financial applications in less than four months, without re-engineering or re-numbering their network and with no additional staff. This resulted in a 30% total cost savings.

### Connect New Franchisees & Customers

To expand its health care systems beyond its home state of Illinois, a **leading health care insurance firm** needed a more agile and economical solution for its national healthcare network, which connects over 1,700 health providers and payers (including Blue Cross Blue Shield) to its billing and reconciliation services. Corente met all of the firm's requirements: no changes to its customers' networks, compliance with HIPAA, installation in less than an hour, superior total cost of ownership, remote management, and support for multiple applications.

### Diversify Infrastructure

While other companies struggled with the demise of one of Europe's largest carriers, a **leading international hotel chain** was well prepared. With Corente as the unifying element of their network, the IT team ordered Internet access for each site — E1/Fractional/DSL, etc. — from a selection of capable providers. Within 30 days, all sites had migrated to the new services without disruption to customer systems or any loss in revenue.

### Enhance Business Continuity

**Founders Bank** needed a better alternative to backup its applications running on a private network. The existing ISDN back-up solution did not provide sufficient reliability or bandwidth for its business-critical applications. Founders Bank chose Corente as its business continuity and homeland security solution. It now has an always-on, fully monitored service that protects its banking applications across any IP connection (including satellite at some branches) and can offload applications from the primary network as its business expands.

## Contacting Us

To learn more or to become a Corente Colleague, visit [www.corente.com/partners](http://www.corente.com/partners) or email us at [partners@corente.com](mailto:partners@corente.com).

