

## **EDI & Supply Chain Companies Bought/Sold in 2010**

It is interesting to watch the number of mergers/acquisitions of EDI, Cloud and Supply Chain companies in 2010. EDI is NOT dead, it is now the darling of bigger, broader companies.

The GXS and Inovis merger combines two of the world's largest B2B integration services providers. Operating as GXS, the new company will process billions of transactions per year for approximately 40,000 customers worldwide, including more than 75 percent of the Fortune 500. GXS seeks to strengthen its product offerings, accelerate the innovation of dynamic business networks, and enable businesses to reach their goals.

IBM acquired Sterling Commerce from AT&T for \$1.4bn, and will assimilate its 2,500 employees in with its WebSphere middleware unit. This means that Sterling Commerce has another home inside of a large company. Sterling Commerce, which provides business-to-business supply chain, integration and fulfillment software, was acquired by SBC Communications in 2000 for \$3.9bn. SBC later acquired AT&T in 2005 and took its name. As a unit in AT&T, Sterling continued to make selective acquisitions to round out its e-business portfolio. According to a statement, IBM will use Sterling Commerce's business to create more supplier automation tools for customers via on-premise applications or cloud computing.

The above you have probably heard of, some of the others you might have not, unless it directly impacted you. But they are important because they show an important trend. Remember, an "acquisition" is when your company buys somebody while a "merger" is when you have been bought. I tried to eliminate those that were not directly related to EDI, EC or supply chain. As Gartner says; "The bar is raised: Expanding globalization, larger communities, e-invoicing, service-oriented architecture, more-sophisticated processes, cloud computing and improved service-level agreements are driving integration service providers to new levels of maturity."

Accellos, Inc., a leading provider of logistics, warehouse, 3PL, transportation, and mobile resource management solutions, announced the acquisition of vSync, Inc., based in Columbus, Ohio. vSync is the only provider of EDI and shipping compliance solutions built specifically to enhance Microsoft Dynamics GP and Microsoft Dynamics AX. This acquisition further expands Accellos' reach into the Microsoft Dynamics channel with comprehensive and robust supply chain offerings. Accellos will continue to market and support the vSync product line, which will become a key component of Accellos One, a Supply Chain Execution suite for small to mid-sized businesses built upon Microsoft .NET and Silverlight technologies. Acquisition will add EDI, fulfillment and shipping compliance expertise as well as nearly 400 Microsoft Dynamics customers to the Accellos family

Bentley Systems has acquired Enterprise Informatics. Enterprise Informatics' flagship product, eB (enterprise Bridge), ensures that information assets are governed, secure, controlled and can be trusted – delivering relevant information in context to your business users – turning information into a corporate asset, not a liability. Enterprise Informatics focus is to develop, sell and support best-of-breed Enterprise Information Management software solutions and to deliver best practices through their consulting and professional services. Quite simply, the software solutions they develop efficiently capture, manage and distribute all types of information assets across and beyond the enterprise, enabling organizations to reduce the cost of satisfying compliance requirements while minimizing business risk and optimizing process efficiency.

Boomi AtomSphere® allows you to connect any combination of Cloud, SaaS, or On-Premise applications with no appliances, no software, and no coding. Dell announced it has agreed to acquire Software-as-a-Service (SaaS) integration leader Boomi to help businesses reap the full value of cloud computing. Boomi's technology solutions are widely used with the world's leading cloud-based applications, including Salesforce CRM, as well as marketing, financial, human resources, content management and service-desk management.

DiCentral found a like-minded partner in BASE2, as they have already built a strong reputation for top-notch service and technology. DiCentral looks forward to teaming with the dedicated and talented BASE2 team to expand their position in the automotive and manufacturing industry and to extend their previous success. BASE2 will continue to offer the same high quality service and support that have earned the company its stellar reputation, but by partnering with DiCentral, hope to enhance the quality and capacity of BASE2's offerings.

HighJump Software announced it has reached agreement to acquire TrueCommerce, a provider of business-to-business integration solutions. TrueCommerce provides a comprehensive end-to-end suite of trading partner

connectivity solutions including EDI translation and data mapping software, transaction network and on-boarding services. TrueCommerce solutions enable trading partner connectivity for 3,000 customers, features predefined integration to many major ERP systems and can be deployed in either SaaS or on-premise models. HighJump Software is a global provider of supply chain management software that streamlines the flow of inventory and information from supplier to store shelf.

What drew IBM to Cast Iron, a small integration vendor whose roots lie in the appliance market? It was the way Cast Iron offered three different, but interconnected, paths to SaaS integration: The on-premise appliance, the virtualized software and the integration-in-the cloud. This is an important endorsement of the importance of the integration tools market in general, and Cast Iron Systems in particular. Integration is often listed as one of the top three concerns among IT and business decision-makers who are thinking about migrating to the 'cloud', along with security and reliability.

IBM announced a definitive agreement to acquire Initiate Systems, a small purveyor of master data management (MDM) software. MDM software helps organizations ensure data consistency across dimensions such as customers, products, locations and employees. Curiously, IBM eschewed MDM terminology in its press release on the deal and focused instead on Initiate's presence in the health care and government markets.

Liaison Technologies, a global provider of business-to-business (B2B) integration and data management services, announced it has acquired integration service provider Advanced Data Exchange (ADX). Liaison Technologies' purchase of Advanced Data Exchange further strengthens its portfolio of business-to-business offerings. It will also allay customer concerns about the long-term viability of Advanced Data Exchange. The acquisition is positive for Liaison and ADX customers, and it furthers Liaison's expansion in the B2B market via both organic growth and acquisitions. The deal will potentially provide some upsell opportunities, such as selling on-premises integration products and services like Contivo. The measure of success will be sustained revenue and customer growth.

Liaison Technologies also acquired privately-held Softshare, an innovative integration solutions provider. The transaction strengthens Liaison's premier global offerings, which are specifically focused on flexible integration and data management services. Softshare provides both software and SaaS-based integration solutions to almost 2,000 customers world-wide

In the never ending collection of data-related technologies through merger and acquisitions, Oracle acquired Silver Creek Systems. With the addition of Silver Creek, Oracle is extending its industry leading data integration offering with complementary solutions to enhance product data quality and help customers get more accurate and consistent product data for use across their enterprise.

Open EC Technologies, Inc., a Canada-based e-business software, services and solution provider, will acquire i-Plexus Solutions, Inc. i-Plexus provides internet-based medical claims clearinghouse and billing service solutions to healthcare providers.

TIBCO Software Inc. has acquired privately-held Foresight Corporation, a leading provider of transaction automation solutions and EDI productivity tools. Foresight has over 400 customers including healthcare payers and BlueCross BlueShield organizations. Foresight's products benefit customers by connecting partners and validating transactions, reducing administrative inefficiencies, and addressing mandates such as HIPAA 5010. Foresight also brings TIBCO deep expertise in the healthcare and EDI markets, where its ability to support and validate transactions across a range of standards will complement TIBCO's core B2B abilities.

Proginet Corporation, a world leader in multi-platform file transfer solution, announced its merger with TIBCO Software Inc, and Perseus Acquisition Corporation, a wholly-owned subsidiary of TIBCO. Proginet Corporation offers universal, multi-platform software solutions for fast, secure, and inexpensive file transfers both inside and outside the enterprise.