



People. Process. Performance. Microsoft Business Process Alliance

Microsoft Business Process Alliance Overview

The Microsoft® Business Process Alliance is comprised of a select, exclusive group of ISV partners who are focused on creating solutions that further enhance Business Process Management (BPM) enablement on the Microsoft platform. Representing the top BPM solutions in the market, Business Process Alliance members have demonstrated an ability to simplify complex business processes into a manageable process life cycle and deliver outstanding value to customers.

By building functionality and extending the features of the Microsoft platform, these partner solutions benefit end users by leveraging a customer's existing investments in Microsoft products to deliver BPM solutions that span functional areas such as workflow, business rules, document-centric processes, business activity monitoring, process modeling, and optimization.

Achieving People-Ready Processes on the Microsoft Platform

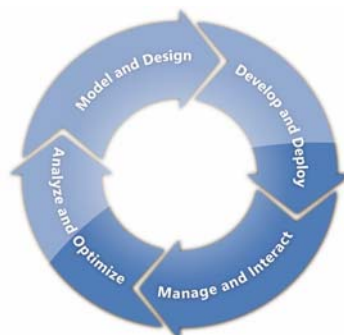
Microsoft BizTalk® Server, Microsoft Office SharePoint® Server 2007, and the 2007 Microsoft Office system empower organizations to rapidly and efficiently build adaptive, mission-critical Business Process Management solutions spanning people, systems, and organizations.

Used together, the platform provides end-to-end process enablement, starting with human- and document-centric tasks in the familiar and easy-to-use Microsoft Office environment, to complex, high-volume distributed transactions through BizTalk Server.

People: Increase organizational agility by enabling end users and business analysts to develop efficient processes that require high levels of collaboration, information sharing, and decision making.

Process: Model adaptive business processes that span people, system, and organizational boundaries. Reduce the cost and complexity of managing and automating business processes with a unified solution for Business Process Management built on service-oriented architectures.

Performance: Make faster, enhanced business decisions with process monitoring, business activity monitoring, business rules engine, and optimization capabilities for greater organizational performance. Differentiate your business through improved process visibility across employees, partners, and customers.



METASTORM®
www.metastorm.com

Metastorm Corporate Overview

With a focus on enterprise visibility, optimization and agility, Metastorm offers market-leading solutions for Enterprise Architecture (EA), Business Process Analysis & Modeling (BPA) and Business Process Management (BPM).

As an integrated product portfolio, Metastorm Enterprise™ allows organizations to maximize business results by unifying strategy, analysis and execution. Metastorm is the only solution provider to bring together these critical disciplines on a single software platform to enable an understanding of enterprise architecture and strategy, accurate impact and opportunity assessment, effective process execution, and accelerated value realization for organizations worldwide.

Metastorm Enterprise is a unique set of integrated, state of the art offerings. It includes Metastorm ProVisionEA, Metastorm ProVisionBPA and Metastorm BPM. Industry analysts recognize each solution as a leader in its respective market based on the ability to meet a complete set of complex business and IT requirements. Metastorm offers them independently or as an integrated platform based on an evolving common meta-model and set of shared services.

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Metastorm ProVisionEA & BPA Solution Overview

Metastorm Enterprise helps customers establish a unified enterprise model which can be leveraged to inspire collaboration, guide improvement and innovation, and enable the alignment of strategy, analysis and execution for optimal business performance. The result is never before achieved visibility into the impact of decisions at all levels, the opportunities available to the organization as a whole, and the ability to accelerate the execution of decisions and actions with less risk and increased confidence of success. EA and BPA components of Metastorm Enterprise include:

- **Metastorm ProVisionEA** – An end-to-end solution for Enterprise Architecture and Business Process Analysis – allowing customers to translate business strategy and operational objectives into successful enterprise change through models that describe enterprise assets and their relationships. This understanding of the enterprise serves as the context for effective Business Process Analysis and future state planning.
- **Metastorm ProVisionBPA** – A robust suite for Business Process Analysis that enables architects and analysts to document, analyze and streamline complex processes using sophisticated modeling, simulation, Six Sigma and other optimization methods.

As an added benefit, Metastorm Provision reference models provide the knowledge base for defining the operations of key business functions. These valuable reference models and methodologies accelerate efforts to align strategy and operations by providing expert guidance and templates. They are based on published standards, industry expertise and practical experience, and all are stored within a shareable Metastorm ProVision repository. They include: Finance, Telecom, IT Infrastructure Management, Supply Chain, Design Chain, Customer Chain and the Metastorm ProGuide Methodology.

Additionally, Metastorm Knowledge Exchange extends the availability and usefulness of Metastorm Enterprise via web-centric repository access. This empowers distributed teams to dynamically refine business processes and systems in response to rapidly changing requirements by providing real-time model development against a shared repository within the Metastorm ProVision enterprise modeling solution.

Metastorm Industry Expertise

Metastorm is unique in its global reach and depth of EA, BPA and BPM experience. The result for customers is proven solutions, rapid deployment and fast return on investment.

Metastorm Enterprise is successfully deployed in a broad range of important industry segments. Metastorm ProVisionEA and Metastorm ProVisionBPA are used by leading firms in these segments:

- Financial Services/Banking/Insurance
- Government - Federal/Central, State/Provincial, and Local
- Healthcare/Pharmaceutical
- Manufacturing,
- Retail and Distribution
- Telecommunications
- Transportation
- Information Technology

As an added benefit, Metastorm's solutions, frameworks and methodologies provide an accelerated path to aligning strategy and operations by providing expert guidance and templates to support every step of EA, BPA and BPM initiatives. Metastorm ProVision reference models include:

- IT Infrastructure Management (based on ITIL®)
- Telecommunications (based on eTom®)
- Finance (including Sarbanes Oxley Compliance)
- Supply Chain (based on SCOR)
- Design Chain (based on DCOR)
- Customer Chain (based on CCOR)

An impressive portfolio of accelerators for industry-specific and cross-industry business challenges is available with Metastorm BPM, as well.

BUSINESS PROCESS MANAGEMENT CAPABILITIES

Capability	Fixed Processes		Dynamic Processes	
	System to System	Human to System	Human to System	Human to Human
Workflow	●	★	●	
Business Rules		●		
Document-Centric Processes				
Business Activity Monitoring				
Modeling		★		
Simulations and Optimization		★		

★ PRIMARY ● SECONDARY

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Metastorm Customer References

Metastorm's success stories provide real-world examples of how Metastorm Enterprise products are helping organizations deliver greater visibility across the enterprise and model processes to maximize results. Select examples of Metastorm ProVision customers include:

- **Eli Lilly** uses Metastorm's ProVisionEA software to retain a competitive advantage by constantly optimizing its business processes, systems and technologies. They have standardized processes globally, improved efficiencies, and reduced the IT footprint and support costs.
- **HP Consulting & Integration** used Metastorm ProVisionEA to help a major account, Alcatel-Lucent, establish an award-winning IT service management (ITSM) solution involving 13 ITIL processes in parallel. As a result they improved cycle time, enhanced user experience and gained flexibility.
- **Keane** delivered a New Ticketing Solution to the State Government of Victoria using Metastorm ProVisionEA-- architecting a complex, pure-SOA architecture model in less than one year and establishing the core for one of the most sophisticated micro-payment and ticketing solutions in the world.
- **Seagate** uses Metastorm ProVisionEA to support model-driven Six Sigma and Lean to drive continuous business processes improvement across the organization. Results include improving report turnaround time by tenfold, reducing failure analysis submission defect rates, accelerating time to market, and increasing product quality (reduced disk drive defect rates by 66%).
- **The Oregon Public Employees Retirement System (PERS)** used Metastorm ProVisionEA to embark on a 44-month project to convert its legacy mainframe pension system into a Commercial Off-The-Shelf (COTS) product. They achieved true business-driven automation and implemented business processes faster.

For more detailed EA, BPA and BPM customer success stories, visit www.metastorm.com.

"We automated processes, removed redundancies and eliminated archaic procedures. Through such efforts, we streamlined processes and created a much more effective end product."

Seagate

Better Together: Metastorm and Microsoft Integration

Collectively, Metastorm Enterprise and the Microsoft platform provide a complete Business Process Management solution. The scope of Metastorm Enterprise allows an enterprise to maximize business results by unifying strategy, analysis and execution. Metastorm is the only solution provider to bring together these critical disciplines on a single software platform (in conjunction with Microsoft technology and tools) to enable an understanding of enterprise architecture and strategy, accurate impact and opportunity assessment, effective process execution and accelerated value realization for organizations worldwide.

Microsoft BizTalk Server. Metastorm ProVisionEA and Metastorm ProVisionBPA integrate with Visual Studio and BizTalk Server via a robust BPEL interface to support full life-cycle process analysis, design and execution.

Microsoft 2007 Office, SharePoint 2007 and Vista. Metastorm ProVisionEA and Metastorm ProVisionBPA are integrated with the Microsoft Office products and Visio to allow architecture and process information to be imported from, or presented in, Office products.

Microsoft SQL Server. Metastorm Knowledge Exchange maintains all architecture and business process data in Microsoft SQL Server.

Microsoft Server Solution. Metastorm Knowledge Exchange is deployed on Windows Servers and supports 64-bit environments.

For More Information

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Additional Microsoft Information and Resources:

Additional resources on enabling business process solutions on the Microsoft platform are available in the resources section below. Through use of Microsoft BizTalk Server, Office System, Microsoft Office SharePoint Server and .NET, Microsoft offers the premier platform for process enablement, tying together people, process, and performance.

RESOURCES:

Microsoft Business Process Management: www.microsoft.com/bpm

Microsoft BizTalk Server: www.microsoft.com/biztalk

Office System: www.microsoft.com/office

Microsoft Office SharePoint Server: www.microsoft.com/sharepoint

Additional Metastorm Information and Resources:

The Metastorm Enterprise platform can build on the capabilities of Microsoft Word, Excel and Visio to deliver enterprise-grade enterprise architecture (EA), business process analysis (BPA) and business process management (BPM). Metastorm solutions are easy to use, functionally robust, and highly scalable. Metastorm's large set of reference customers demonstrates our continual focus on customer success. We provide the following to help guarantee a great customer experience:

Worldwide Support. Metastorm provides extensive customer care resources including a Global Help Desk, an online Customer Zone, and regional User Communities held throughout the world.

Professional Services. Metastorm Professional Services and our Global DNA network offer extensive industry and technology experience. We provide everything from product training and mentoring to workshops, best practice labs, upgrade and integration services, turnkey solutions, and ongoing maintenance.

Customer Zone. Metastorm customers have access to the exclusive Metastorm Customer Zone, a web-based community that includes a Knowledge Base repository, newsgroups, product downloads and documentation, an enhancement request form, and access to our extensive collection of process templates.

Metastorm's focus on fostering innovation, improving agility, and enabling governance empower organizations to achieve Enterprise Process Advantage®. Additional information on Metastorm and its products, solutions, customers, and partners are available online as outlined in the resources section below.

RESOURCES:

Metastorm Enterprise – http://www.metastorm.com/products/overview_index.asp

Metastorm Industry Solutions– http://www.metastorm.com/solutions/overview_index.asp

Metastorm Customer Success Stories – http://www.metastorm.com/customers/overview_index.asp

Metastorm Customer Video Testimonials – <http://www.metastorm.com/customers/videos.asp>

Metastorm ProVision Trial Download - <http://www.metastorm.com/library/trialdwn.asp>

Metastorm BPM Process Designer – <http://www.metastorm.com/library/Prodesig.asp>

Subscribe to The Metastorm Connection Newsletter – <http://www.metastorm.com/news/tmc.asp>

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