

## Some of our Application Integration Customers

Amkor Technology  
BP  
Fibremarket.com  
Fritelays  
GE  
Genencor International  
HP  
Kelloggs  
Sherwin Williams  
Sycamore  
Trane  
World Chain

“Our business processes were complex and not integrated across disparate systems. Sierra Atlantic’s Application Networks are a rapidly deployed integration solution ideal for our business challenges, giving us dramatic improvements in collaborative product engineering, order fulfillment, and customer service.”  
- Lee Jones, CIO, DMC Stratex Networks

## Business Drivers for Application Integration

Businesses today suffer because data and processes are locked up in applications that do not communicate with each other. Many critical business processes – returns processing, order status checks, service billing, order cancellation, dynamic price quotes, and engineering change orders – cross business systems, with resulting delays, extra manual effort, and errors. Revenue is delayed or lost because the e-commerce system does not talk to the sales force automation system. Extra inventory is carried because the sales systems do not connect into the manufacturing system. Suppliers cannot offer you the best prices because they do not have visibility into your manufacturing forecast. Critical decisions are made without access to accurate or key information.

## Application Integration

Sierra Atlantic’s application integration solutions seamlessly integrate enterprise applications across disparate platforms & technologies to improve the value of your systems & enable real-time integrated business processes that increases the productivity and profitability of your organization. We built transactive connectors for leading enterprise application vendors using diverse middleware platforms to meet their unique integration challenges. Our transactive connectors link enterprise systems into our Business Object Transformers, providing real-time sharing of data and processing between multiple enterprise applications. Our rapid implementation methodology coupled with our expertise gained from over 100 successful integration projects helps us develop productized solutions to streamline your business processes on the middleware of your choice.

Today, we maintain broad, deep experience in integrating leading enterprise applications from Oracle, PeoplesSoft, SAP, Siebel, Clarify and Agile, among many others. We have completed over 100 integration projects including BP Amoco, KLA-Tencor, Siebel, and Stratex Networks. Our integration practice supports all the leading integration middleware platforms, including IBM, TIBCO, Vitria, and WebMethods, as well as open Java technology such as JMS

## Sierra Atlantic’s Application Networks – Business Process Integration Solutions

Application Networks allow your enterprise to optimize mission-critical systems, customer service abilities and supply chain efficiency. They provide real-time views of critical data such as sales, customer satisfaction, orders, and production schedules.

Each of our Application Networks include:

- Business processes derived from industry best practices
- Intelligent, real-time gateways to enterprise applications
- Guaranteed delivery of messages with the webMethods platform support
- XML/OAG support for easy extensibility
- Web services support

Sierra Atlantic designs and develops Application Networks to integrate your business systems resulting in:

- Lowest total cost of ownership
- Accelerated time to market
- Reduced project risk
- Longer system life through supported, upgradeable integration

### Sierra Atlantic’s Application Integration Solutions:

- Application Networks – Business Process Integration Solutions
- Business Object Transformers
- Transactive Connectors
- Custom Integration Solutions

### Key Differentiators

- History of successful productized integrations - The Application Networks Company!
- A holistic approach to application integration - we offer business solutions, not just tools.
- Engineering relationships with product vendors like Oracle, Siebel, Agile, Vitria, TIBCO, etc - gives us the inside edge in integration
- Successful integration using different middleware platforms - TIBCO, Vitria, OAI, WebMethods
- Over 150 consultants with hands-on integration experience

Sierra Atlantic currently provides Application Networks for:

- **Customer Relationship Management Network (CRMnet)** integrates all customer processes in an enterprise, and streamlines the process of acquiring and keeping customers resulting in reduced cycle time from raw materials to sold products, a reduction in inventory, and improved customer service.
- **Supply Chain Management Network (SCMnet)** helps organizations identify changes to manufacturing Bills of Materials (BOMs), and integrate resource planning and product content management systems, ensuring rapid product evolution and reduction of obsolete inventory.
- **PORTALnet** enables customers, employees, partners and suppliers to seamlessly access and control critical business information locked in enterprise applications using pre-built pagelets for PeopleSoft Enterprise Portal which integrates with enterprise applications.

### Custom Integration Solutions

Sierra Atlantic has developed deep expertise in business process design and change management, enterprise applications technology, and custom development. We develop custom integration solutions on demand and provide highly experienced professionals with multi-disciplinary skills and a state-of-art services suite to address our customers' requirements.

Sierra Atlantic has the expertise to deliver new business object transformers for business processes not yet supported, or connectors to enterprise applications. We always take a productized approach when building a custom integration solution to meet a customer's need. In some cases, we may agree to productize a particular solution right away, by providing a supported, upgradeable Application Network for a specific customer, such that the solution has the most lasting value possible.

### About Sierra Atlantic

Sierra Atlantic specializes in providing complete enterprise application services to discrete manufacturing, process manufacturing, financial industries that use enterprise applications from Agile, Oracle, PeopleSoft, SAP or Siebel.

With a rich history of product development for our software partners -- we help build and test their products, as well as specialize in implementing and supporting them for our combined customers. Our Application Networks™ combine integration services and products to connect leading enterprise applications from leading enterprise application vendors using middleware platforms from BEA, Oracle, TIBCO, Vitria & webMethods to create robust, integrated eBusiness processes within the your enterprise and across business partners. We add value by delivering our products and services by leveraging our India-based Global Development Center.

Founded in 1993, Sierra Atlantic is headquartered in Silicon Valley with offices in Chicago, New York, Singapore, Indonesia, and India. Sierra Atlantic has over 275 customers such as Amkor, BP, Ciena, Corio, GE, HP, Kmart, Lexicon Marketing, Sherwin-Williams, Sycamore Networks, The Hartford and The Trane Company. These include Fortune 1000 companies and emerging leaders spanning high technology, process manufacturing and financial services industries. Our strategic partners include Agile, Fair, Isaac & Company, Oracle, PeopleSoft, Siebel, TIBCO, webMethods, and WorldChain. Sierra Atlantic has been awarded Oracle's E-Business Suite Implementer of the Year, Oracle's Outstanding Achievement in Selling Oracle E-Business Suite, IDC's Solution Integrators of the 21st Century, VARBusiness' e25, and Silicon India's si100.

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