

## THE EDS AGILITY ALLIANCE



/// ALLIANCE OVERVIEW



/// AGILITY  
ALLIANCE

### EDS partners with the best to make your business more agile

EDS, an HP company, combines our partners' market-leading technologies and thought leadership with our 40+ years of IT operational excellence and business process expertise to help enterprises improve production, innovation and security so they can grow today and in the future.



EDS' Agility Alliance program was awarded the 2008 ASAP Alliance Excellence Award, an annual competition that honors outstanding alliances sponsored by The Association of Strategic Alliance Professionals. For more information about ASAP, see <http://www.strategic-alliances.org>.



The EDS Agility Alliance has combined forces in a whole new way ... publishing a professional journal - *synnovation* - specifically written for C-level enterprise leaders. This thought leadership publication integrates the intellectual capital of some of the top technology and business process providers. To subscribe or find current and past issues, see [www.eds.com/services/alliances/agility/synnovation/](http://www.eds.com/services/alliances/agility/synnovation/)



## EDS partners with the best

Enterprises want to drive growth and fuel competitive advantage while containing costs and increasing operating efficiencies. It takes business agility - which in turn relies on a supporting IT infrastructure that adapts to changing business priorities.

The foundation of EDS' next-generation service delivery strategy is a flexible, network-centric utility architecture platform that helps clients respond quickly to changing dynamics and increase their competitiveness. We call it the EDS Agile Enterprise Platform. With this platform, we provide fully managed services that optimize applications and infrastructure. As a result, our clients can optimize processes, turn fixed IT costs into variable costs, and reinvest those dollars to grow the business and drive further innovation.

To develop the Agile Enterprise Platform, we created a unique ecosystem of partners. The EDS Agility Alliance combines market-leading infrastructure, application and business process providers chartered with driving industry innovation and cost leadership.

## Delivering agile solutions for your business

The EDS Agility Alliance is actively developing core elements of the Agile Enterprise Platform - along with solutions that leverage current and future capabilities. Examples of these elements include:

- **EDS Server Management Services** - leading-edge services developed in collaboration with Sun, EMC, Microsoft and Oracle; provides leveraged, high-value, virtualized compute capabilities and a cost-effective, secure entry point to utility computing
- **EDS Global Services Network** - a next-generation network built with Cisco to make secure utility computing a reality for your business; supports broad global convergence while increasing productivity and cost savings
- **EDS Enterprise Content Management Integration Services** - services based on EMC Documentum; enable you to manage all content-related processes (from creation and storage through distribution) in an integrated way across the extended, agile enterprise
- **EDS Application Modernization Services** - uses .NET and J2EE architectures from Microsoft and Oracle, respectively, and tools from EDS strategic technology partners; quickly and efficiently moves legacy applications to modern platforms that provide more functionality, flexibility and cost savings
- **EDS Enterprise Application Solutions** - integrated application solutions - including implementation, integration, management and hosting - delivered jointly with EDS Agility Alliance partners SAP and Oracle

## EDS Agility Alliance partners

**Cisco** - EDS and Cisco deliver data center virtualization, intelligent networks, standardized networks and other differentiated technology solutions to substantially reduce your capital and operating expenses.

**EMC** - EMC is EDS' preferred partner for Information Lifecycle Management solutions, including end-to-end information storage and enterprise content management. Together, EDS and EMC enable you to bring information to life by capitalizing on leading-edge technologies, world-class infrastructure and services.

**Microsoft** - Together, EDS and Microsoft are developing joint solutions to deliver the next generation of applications, workplace and mobility solutions - providing you with improved efficiency, competitiveness and security.

**Oracle** - Oracle and EDS accelerate and deliver best-in-class applications that advance your modernization efforts. We do so by tapping the power of Oracle's bundled application and database technologies for the Java platform.

**SAP** - SAP provides end-to-end enterprise applications services and is EDS' preferred partner for leveraged HR, finance & accounting, and procurement BPO. We combine our companies' services to bring you increased stability, flexibility and innovation.

**Sun** - EDS and Sun provide virtualization technologies and utility computing solutions that help you reduce total cost of ownership and increase business agility.

**Xerox** - Xerox provides the standard printer hardware and output and document management services for the EDS Agile Enterprise Platform. EDS and Xerox are also working together to develop and take to market high-end print, office, imaging and document management solutions.

## INNOVATING - TOGETHER - EVERY DAY

### EDS Agility Alliance development centers

EDS and our Agility Alliance Partners have come together in joint development centers. The EDS Agility Alliance Development Centers provide an ideal environment for the "industrialization of the service innovation generated through the Top Gun program and Innovation Centre.

### Innovation centers

EDS has two innovation centers located close to product development teams from many of our partners. We collaborate at these facilities to extract real business value from our partners' new and emerging technologies. Clients can visit the centers to access our joint talent, addressing business and technology issues and opportunities. Work there also enables EDS to quickly develop and enhance our services - and fulfill our delivery transformation objectives.



Redmond  
Innovation  
Center



Silicon  
Valley  
Innovation  
Center

## ABOUT EDS

EDS, an HP company, is a leading global technology services provider, delivering business solutions to its customers. EDS founded the information technology outsourcing industry more than 46 years ago. Today, EDS delivers a broad portfolio of information technology and business process outsourcing services to customers in the manufacturing, financial services, healthcare, communications, energy, transportation, and consumer and retail industries, and to governments around the world.

## ABOUT THE EDS AGILITY ALLIANCE

The EDS Agility Alliance is a unique coalition of market-leading technology and business services providers aligned to build and deliver seamlessly integrated enterprisewide solutions. Together, our best-in-class, multi-sourcing approach offers the applications, business processes and IT solutions you need to meet your requirements for growth, productivity and innovation from a single business partner.

## Working together for leading businesses

### Blue Cross Blue Shield of Massachusetts

This insurer's technology infrastructure could no longer easily accommodate the company's rapidly growing data-storage needs. EDS teamed with EDS Agility Alliance partners Cisco and EMC to deliver a solution that not only satisfied the company's need for greater efficiencies, storage capacity and data protection, but is also expected to save the company about \$1 million.

### Thomas Built Buses

In recent years, Thomas Built Buses has moved toward an increasingly integrated technology environment. When stopgap upgrades to the company's server architecture could not keep pace with expanding data storage needs and the company needed improved technology to facilitate the production of an innovative product, EDS was there. Working together with EDS Agility Alliance partners Cisco, EMC, Oracle and SAP, the team implemented a comprehensive, fully integrated storage area network (SAN) solution that dramatically increased storage capacity, operating efficiency and application performance.

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