

New Generation Software and IBM offer an integrated, modular business intelligence solution

The IBM i Solution Edition for New Generation Software delivers actionable business insights to midsized businesses by collecting and analyzing a wealth of information



Highlights:

- Delivers key business insights and facilitates decision making so organizations can enhance customer service, increase efficiency and improve profitability
 - Provides a versatile query, reporting and business intelligence suite that can support the diverse needs of executives, managers, business analysts, IT professionals and more
 - Offers a modular architecture that allows organizations to easily add capabilities as needs change
 - Facilitates rapid implementation and easy management with a fully integrated software and hardware solution
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Across a broad array of industries, the challenges facing midsized companies today often center around a common theme: do more with less. “Many organizations in distribution, manufacturing, banking, healthcare and other fields are confronting increasing cost pressures and rising customer expectations,” says Bill Langston, director of marketing at New Generation Software, Inc. (NGS). “These companies need ways to improve business performance and better retain customers while carefully controlling spending.”

Business intelligence solutions offer an effective means of generating new insights that can help companies increase the efficiency of supply, production and billing; enhance worker productivity; improve customer service; and simplify regulatory adherence. Yet many midsized businesses lack the time, resources and expertise required to assemble the complex environments many business intelligence software applications require.

“Many of our customers are implementing business intelligence for the first time,” says Langston. “They need a solution that delivers value rapidly and provides the flexibility to address changing needs—all without adding complexity.”

NGS offers modular, flexible business intelligence solutions

For nearly 30 years, NGS has provided business software solutions for companies of all sizes in a wide range of industries. Every day, tens of thousands of people worldwide rely on NGS solutions to collect, analyze, secure and access business information.

NGS-IQ is the company’s flagship query, reporting and business intelligence offering. Designed to help raise productivity, enhance efficiency and improve customer service, NGS-IQ enables organizations to access, aggregate, format and analyze critical information.

With NGS-IQ, organizations gain the versatility to deliver and share information in numerous formats to accommodate distinct user needs. “A power user from finance might need to transfer information to spreadsheets, while a software developer might want to integrate data into new web pages. A traveling salesperson might need to access





information from a smartphone,” says Langston. “NGS-IQ has the versatility to support the diverse and rapidly expanding number of ways that people need to work with information.”

NGS-IQ is built on a modular architecture that allows organizations to customize the solution and add analytics functions over time. For example, a business can add one module to extend query and report-writing functions to a graphical, browser-based environment, or incorporate another module to easily transfer query results to Microsoft® Office spreadsheets, databases and word processing documents. Organizations also can integrate modules for help building robust data marts or adding multidimensional, portable online analytical processing (OLAP) capabilities with sophisticated analytics features.

From distribution, manufacturing and financial services to healthcare, government and nonprofits, midsized organizations in a range of fields need ways to uncover new business insights that will help them improve efficiency, increase productivity, enhance customer service and achieve a competitive edge. The IBM® i Solution Edition for New Generation Software, Inc. provides an integrated solution that enables organizations to capitalize on the power of business intelligence quickly, easily and cost-effectively. Companies can deploy the solution rapidly, add capabilities as needs change and provide information in diverse formats to facilitate effective decision making across departments.

“NGS-IQ can accommodate organizations at all levels of experience and expertise in business intelligence,” says Langston. “Companies can begin simply, and then incrementally incorporate new capabilities for more benefits.”

IBM i Solution Edition for NGS software provides a single, integrated environment

The IBM® i Solution Edition for NGS uses IBM Power Systems™ to provide reliable, high-performance solutions. NGS solutions are available on a full range of IBM Power Systems, including those based on the 64-bit IBM POWER7® architecture. This latest generation of Power Systems represents a true leap forward to more intelligent systems that reduce complexity, decrease energy consumption and minimize downtime while driving down operational costs.

“IBM Power Systems deliver the performance our customers need for business intelligence plus the headroom for accommodating additional workloads,” says Langston. “With the price/performance ratio that IBM Power Systems bring to the table, customers can’t beat the value proposition.”

IBM i provides the reliable, secure and integrated operating environment for NGS solutions. By including a relational database, security, web services, networking and storage management capabilities, IBM i offers a broad and highly stable software foundation for NGS solutions. While IBM is a recognized leader in business intelligence solutions

optimized for IBM AIX®, Linux, IBM z/OS® and Microsoft Windows® environments, this partnership uniquely delivers industry-leading business intelligence to companies looking to leverage IBM i and its integrated IBM DB2® environment.

“Other business intelligence solutions can require organizations to spend excessive time and resources assembling hardware, software, middleware and other necessary components,” says Langston. “The IBM i Solution Edition for NGS enables mid-sized organizations to capitalize on the power of IBM i-based business intelligence quickly and cost-effectively.”

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—Bill Langston, Director, Marketing, New Generation Software, Inc.



IBM Power 720 Express (tower)

IBM i Solution Editions are designed to help businesses take advantage of the combined experience and expertise of IBM and independent software vendors (ISVs) in building business value with IT investments. Coupled with the total integration delivered by IBM i and the Solution Edition system discount, these solution offerings deliver the performance today's businesses need, along with low cost of ownership. Each Solution Edition provides a simplified, easy-to-manage, high-performance IT environment for core business applications.

Fast deployment helps deliver a rapid return on investment

The IBM i Solution Edition for NGS can be up and running in a fraction of the time of other solutions. “Because the IBM i environment is pre-integrated in the factory, organizations can avoid the time-consuming work of installing and configuring multiple software and hardware components,” says Langston. “Organizations can install the NGS business intelligence software in under an hour, complete training in a few days and be productive in under two weeks.”

Rapid deployment helps organizations achieve a fast return on investment. “For mid-sized companies especially, a rapid return on investment is essential for any new technology,” says Langston. “Most of our customers find that the solution pays for itself in less than a year.”

NGS solutions transform data into actionable insights

Implementing an IBM i Solution Edition for NGS also helps organizations gather the information they need to improve worker productivity and enhance efficiency. “A distributor could use our solution to identify the most cost-effective freight carriers for different parts of the country, while a hospital could ensure accurate and complete insurance reimbursement for procedures,” says Langston. “A manufacturing plant could optimize allocation of personnel to minimize overtime pay and ensure timely delivery of products. A nonprofit or community-based health service customer could find better ways to manage increasingly scarce financial resources so it could better serve its clients. In these and other situations, our solutions help businesses transform data into actionable insights.”

With information at their fingertips, organizations can make the decisions they need to remain competitive. “The challenge of doing more with less is here to stay,” says Langston. “By implementing the IBM i Solution Edition for NGS, organizations can access powerful business intelligence functionality to address key business goals. Because the solution is built on IBM Power Systems and the IBM i operating environment, businesses can achieve the benefits of business intelligence while avoiding complexity and controlling costs.”

The bottom line

Together, IBM and leading ISVs provide solutions that combine the power of IBM Power Systems and IBM i with the strengths of business applications, along with superior services and support. NGS and IBM i Solution Editions can help businesses achieve:

- Increased insight for more assured decision making
- Improved productivity, efficiency and responsiveness
- Reduced costs through increased flexibility
- Adaptability to business change
- Higher productivity
- Competitive total cost of acquisition and proven total cost of ownership

For more information

This IBM i Solution Edition is available as an offering when a customer selects both new IBM hardware and software or services from NGS. For more details, visit ibm.com/systems/power/hardware/editions/solutions.html or www.ngsi.com



IBM Power 740 Express (rack-mount)



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Integrated Marketing Communications
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Produced in the United States
March 2011
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