

## Intergral uses IBM Innovation Center to gain competitive edge

Intergral GmbH, based in Germany provides innovative products, enterprise scale software solutions and IT services to thousands of customers across the globe. In the IT services area, their expertise is geared towards developing innovative IT solutions which enable their customers to achieve their business goals and realize their digital visions.

One of their key products is FusionReactor, a powerful, yet lightweight application, database and server monitor built for monitoring production environments. One component of the FusionReactor server monitor collects and delivers CPU metrics. Intergral had received several requests from customers who were using - or planning to use - FusionReactor on IBM platforms running AIX®, which meant Intergral needed to compile their code on hardware running AIX. These customer requests led Intergral to make the strategic decision to support IBM hardware and software, in order to expand the market for FusionReactor.

Not having the right hardware in-house to compile their FusionReactor CPU monitoring component, Intergral contacted their local IBM® Innovation Center for assistance. The IBM Innovation Center provides customized assistance to software vendors looking to integrate their applications with IBM technology. In this case, the IBM team suggested Intergral use the complementary Virtual Loaner Program (VLP), which offers self-service, remote access to IBM hardware.

By using the excellent automatic provisioning services of the VLP, Intergral could quickly and efficiently support their customer's requirements. Not only have Intergral consolidated their relationship with the customer; they have a unique offering on the AIX platform. Their next step is to participate in IBM's marketing, collaboration and selling benefits, guided by an IBM Marketing Resource Manager.

David Tattersall, Managing Director of Intergral considered VLP to be an excellent choice. "We have been able to compile our libraries for our leading server monitor, FusionReactor, and currently have one of our customers testing the results. So far they are very happy! I must also say that the support from IBM was really fantastic."



For further information:

Intergral GmbH <http://www.intergral.com>

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