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2008 CRN Channel Champions: Software

By CRN Staff
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Page 3 of 5



Data and Information Management

Champ's Edge: IBM

TOP MARKS IN TECHNICAL SATISFACTION HELP
IBM NOTCH WIN

Corp. can thank the technical strengths of its DB2 database and other data management products for its first-place showing in the data and information management category. Solution providers gave IBM an overall satisfaction rating of 73.2, edging out Microsoft Corp.'s 72.8 rating and finishing significantly ahead of competitors Oracle Corp. and MySQL.

Partners gave an 84.6 technical satisfaction rating to IBM's data and information products—a full 2 points ahead of Microsoft and more than 4 and 5 points, respectively, ahead of Oracle and MySQL. Those surveyed gave IBM top marks for product quality and reliability, for scalability, and for product configurability and customization tools. "They have such a depth and breadth of a product set that it's easier for us to market a complete solution rather than just a product," said Bob Wilkinson, business development vice president at Fourth Millennium Technologies, a Houston-based solution provider.

VENDOR	TECHNICAL	PROGRAM & SUPPORT	FINANCIAL	OVERALL
Cisco	88.1	88.1	60.7	73.4
Juniper	85.5	85.5	61.9	72.3
SonicWall	82.8	82.8	58.8	68.7

2008 CRN Channel Champions COMPLETE CHART RESULTS

IBM outscored its competitors in supporting industry standards and multivendor technologies. That's important for Anaheim, Calif.-based mLogica Inc., which builds data management and data warehouse systems that pull in data from non-IBM products. "Many of their tools support multiple [vendor] databases," said mLogica President and CEO Amit Okhandiar.

-- Rick Whiting

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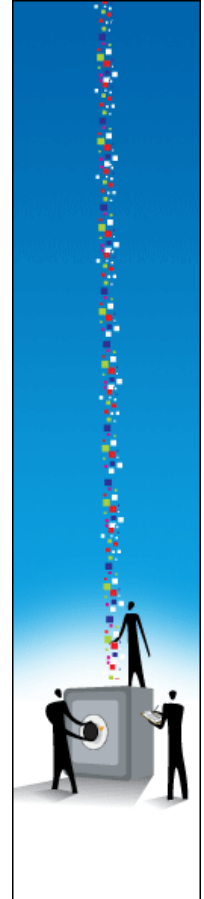
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Channel Wire Ballmer On Yahoo: 'The World Is Rooting For Us'

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Partners sound off on what they need to be successful.

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We've compiled 25 products that will be on display as Interop storms the Mandalay Bay Convention Center this week.

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