



## **A Powerful Partnership for the New E-conomy**

**Make the Connection  
that Counts**



The Web to legacy integration market will go from \$1.5 billion in 1998 to **\$15 billion** in 2002.

In the last four years, SAGA technology has supported almost **\$1 billion** in **IBM** revenue.

Sagavista's agent adapters enable virtually seamless integration with leading ERP and CRM applications such as **SAP**, **Clarify** and **Siebel**.

# Vision

## Customers Want E-business Integration Solutions FAST

Internet time. E-business. With its diverse platforms, emerging technologies and global reach, enterprise computing poses many challenges. Customers want to turn these challenges into opportunities for competitive advantage by taking it all to the Web.

### Partnership and Vision Dedicated to Results

Introducing SAGAlliance, a network of best-of-breed technology partners dedicated to helping customers seamlessly connect diverse platforms and applications to rapidly develop and deploy e-business integration solutions.

SAGAlliance is brought to you by SAGA SOFTWARE™, a company with over 25 years of experience as a results-driven provider of mission critical systems for hundreds of blue-chip customers. Leveraging standards like Java®, next-generation technologies like Sagavista™, and world-class marketing programs, we help you give customers what they want: The freedom to choose the best technology for the job, and the ability to rapidly implement IT solutions that turn the challenges of Internet time into opportunities.



**"Sagavista makes it possible for mere mortals to build really useful integration solutions. I expect Sagavista to change the way people think about Enterprise Integration."**

**John Rymer,  
—Upstream  
Consulting**

# sagavista™

### Connecting Islands of Information

Sagavista is the premier e-business integration software solution that allows you to:

- **Expand your opportunities** by giving your customers virtually seamless integration between industry-leading applications and data sources.
- **Lower customer risk** by letting you recommend the latest e-business technologies without worrying about cross-platform and application interoperability.
- **Lower your solution costs** and time to market by standardizing on an application integration framework that supports almost every major computing platform.

**[www.sagasoftware.com](http://www.sagasoftware.com)**

Sagavista's RDBMS agent adapter provides access to popular enterprise data sources like **Oracle**, **Informix** and **DB2**.

**Microsoft** is partnering with **SAGA** to extend its DNA architecture across disparate enterprise platforms.

The **Adapter Development Kit (ADK)** for Sagavista allows developers to rapidly integrate custom, legacy and packaged applications.

# Opportunity

## Providing Tools that Help You Win

SAGAlliance offers more than just great technology. It is about helping you succeed in today's competitive marketplace. SAGAlliance provides resources that expand your opportunities by helping you reach more blue-chip customers, more often, in more ways.



### GET CONNECTED

Stand out from the competition! Enjoy the power of one of the industry's most aggressive co-marketing campaigns featuring integrated advertising, Web-based promotions, direct mail and events.



### EVENTS

Benefit from compelling end-user conferences, seminars and Webcasts that "connect" thousands of power users with SAGAlliance's enterprise integration and e-business tools.



### SALES TOOLS

Enhance your sales closing process with marketing materials and tools, like this e-business starter kit, designed for SAGAlliance partners.

### DIRECT MAIL

Extend awareness and generate leads with creative direct mail campaigns for enterprise-wide SAGAlliance solutions.



### EDUCATION

Access one of the most comprehensive training programs in the industry for e-business integration solutions through SAGAlliance.



### ADVERTISING

Increase your visibility with highly targeted advertising campaigns featuring SAGAlliance solutions for e-business integration.

With native support built in, Sagavista provides new functionality to legacy **CICS®** applications.

SAGA's partnership with **SUN®** promotes the development and integration of Java-based solutions across the computing enterprise.

The e-business economy is predicted to be worth **\$380 billion** by 2000.

Source: WW Market Internet Survey

# Partnership

## SAGAlliance Works the Way You Do

From solution development to helping you close the sale, the SAGAlliance program is designed to fit your business model and, above all, work for you.

PROGRAM	STRATEGIC PARTNER	SOLUTION PROVIDER PARTNER	TECHNOLOGY PARTNER
<b>STANDARD BENEFITS:</b>			
Listing on SAGA Web Site and Links	●	■	▲
Joint Press Release	●	■	▲
Training	●	■	▲
Kwik Help Hotline Sales Support	●	■	▲
Sales Tools	●	■	▲
Listing in Annual Solutions Guide	●	■	▲
Login to SAGAlliance Extranet	●	■	▲
<b>ACCOUNT MANAGEMENT:</b>			
Alliance Executive	●		▲
Regional Alliance Manager		■	
<b>CO-MARKETING ACTIVITIES:</b>			
Invitation to Connected by Sagavista Campaign which includes: Solutions Showcase Co-op Collateral Materials Events and Advertising	●	■	▲
Product Demos and Presentations	●	■	▲
Lead Generation Programs	●	■	
MDF/Soft Dollars		■	
<b>SALES SUPPORT:</b>			
Pre-Sales Support for Product and Consulting Services	●	■	
<b>RESELLER PROGRAMS:</b>			
Certification		■	
Product Margin/Referral Fees		■	
Sales Promotions		■	
<b>TECHNICAL SUPPORT:</b>			
Premium			
Standard			▲
Web	●	■	▲
<b>DEVELOPER SUPPORT:</b>			
Adapter Development Kit	●	■	▲
<b>TECHNOLOGY LICENSING</b>			▲

### ● STRATEGIC PARTNER

Market-leading technology vendors who co-market e-business integration solutions.

### ■ SOLUTION PROVIDER PARTNER

Highly-qualified integrators and consultants who sell and implement e-business integration solutions.

### ▲ TECHNOLOGY PARTNER

Technology Partners integrate Sagavista technology into proprietary software solutions.

## Get connected! Gain the Power of Partnership

For more information visit our Web site at [www.sagasoftware.com/alliances](http://www.sagasoftware.com/alliances) or call 1 888 SAGA FYI, extension 401.

Please note: Program benefits are subject to change by SAGA or availability and execution of a program contract by partner and SAGA.





## **Vision. Opportunity. Partnership.**

**Only an industry leader like SAGA™ has the vision, technology and experience to connect best-of-breed technology partners together.** And only SAGAlliance provides the resources and partnerships to help you integrate the enterprise and deliver powerful e-business integration solutions your customers want.

**Make the connection that counts.  
Discover the power of SAGAlliance.**





**sagavista™**

**Enabling the E-conomy™**

Sagavista from SAGA is the premier e-business integration software solution. This enterprise-class software intelligently links back-office enterprise information with front-office Web applications to enable more powerful e-business, customer relationship management, supply chain management and ERP integration.

**sagagallery™**

**The Foundation to Build Your E-business Applications**

SAGA's Sagagallery suite of application development and database management tools provides a solid foundation for your e-business applications. Including powerful products such as Natural® and Adabas®, Sagagallery's suite of software helps to seamlessly develop and deploy mission critical enterprise systems.

**sagaservices™**

**Your Proven E-solutions Experts**

Sagaservices consultants use proven methodology to help you analyze, plan, deploy and maintain solutions to achieve your organization's mission critical e-business objectives.



## About SAGA SOFTWARE, Inc.

SAGA, based in Reston, Virginia, offers a full suite of e-business integration and enterprise systems software that extend and support billions of mission critical transactions daily for some of the world's largest organizations. SAGA's products and services leverage existing IT investments by connecting customers' legacy and packaged applications with the newest e-business processes and applications—thereby enabling its customers to free their information from the heart of the enterprise to the desktop. SAGA's parent company is traded on the New York Stock Exchange under the symbol AGS. For further information, please visit the company's Web site at **[www.sagasoftware.com](http://www.sagasoftware.com)**.

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