



## Tier 1 delivers Dynamic Services on SOA Compliant Frameworks

Helping companies achieve process and systems integration with next-generation technology

We deliver real business value at a fraction of the time & cost of traditional approaches

### Enterprise Integration Truth or Consequences

The IT world has changed. The days of multi-year, multi-million dollar integration projects are over. However, companies are becoming more reliant on intelligent use of application packages - assembling Best-of-Breed solutions to meet their needs faster and at lower cost.

At the same time, the demand to integrate processes and data is becoming more critical. Speed and reliability are essential, and point-to-point solutions are becoming more cumbersome and costly to manage with each new upgrade and enhancement release. Companies also need to support legacy systems and deliver business agility through web services.

Traditionally, integration projects have been tactical add-ons to application development efforts. Most companies are living with an 'accidental architecture' today. But this short-term view of integration will not support the interoperability and agility that businesses are demanding in this new era of distributed applications and web services.

The business drivers for integration are well known: Reduce costs, achieve faster time to market, and increase customer satisfaction. These drivers are tangible. ROI can be measured. It's also not just about integrating systems. Business processes must also be integrated, and that means people must start thinking horizontally. It means the Business and IT must work together to define and continuously improve the business processes that are supported by technology.

Most corporations are exploring Service-Oriented Architecture (SOA) as a solution for integration challenges. Tier1 knows that most companies often can't accept the entire SOA vision at once. Instead, they must often adopt SOA in an incremental, "crawl, walk, run" fashion. As a result, Tier1 provides a set of four core services that we offer to our clients: *SOA Vision Briefing*, *SOA Roadmap*, *Integration Solution Pilot*, and *Integration Solution Delivery*. We also offer a complementary *SOA Assessment* to qualified prospects to help baseline an organization's fitness for migrating from existing enterprise architectures to an SOA to achieve real-time integration.

These services provide companies with the incremental approach to SOA they need as they plan and implement their architectural initiatives.

### Tier1 Innovation – The SOA Thought Leader

ZapThink, the leading SOA analyst firm, recently praised Tier1 for offering a remarkably innovative approach to building and implementing SOA. Senior analyst Jason Bloomberg said "rather than simply considering Services to be thin veneers over traditional, tightly-coupled systems, Tier1 sees SOA as an overarching approach toward building highly dynamic systems that companies can quickly reconfigure using metadata and events—a flexible approach to SOA ZapThink calls *just-in-time integration*."

### SOA Compliant Frameworks - The Tier1 Difference

The core of our approach to services is our SOA Compliant Frameworks that help us deliver enterprise integration at a fraction of the cost of traditional approaches. These frameworks include best practice approaches for service-oriented application development, security, business process management, operations and error handling. All of the frameworks provide a fundamental level of SOA compliance in that they provide functionality as a service.

### Common Data Model - Key to SOA Success

Tier1 uses a *Common Data Model* (CDM) approach to model data and interactions that traditionally fall outside the bounds of typical SOA implementations. The CDM models the client's data within the scope of the SOA project. Tier1 takes an agile approach to creating the CDM which provides the underlying data infrastructure for building the services in our SOA implementations.

### Experience Matters — Trust your SOA project to Tier1

Service oriented architecture is a paradigm shift that provides great benefits, but is substantially different than object-component architectures. Tier1 knows how to deliver SOA and do it right.

Unlike many other firms, we have successfully implemented integration using SOA. Our teams deliver results—not hype.

We deliver large-scale integration for the Fortune 500 as well as nimble solutions for smaller enterprises. We are vendor agnostic and able to deliver the right solutions for a client, based on either Java or .NET technology. Our experienced teams rapidly deliver projects by using an agile delivery methodology.

### Lessons Learned – The Practical Side of Integration

Tier1's experienced team of integration professionals has years of in-the-trenches experience implementing enterprise integration projects for Fortune 500 companies. Following are some of the most compelling lessons learned from our real world implementations of service-oriented integration:

- Strategic vision, implemented incrementally—now a reality because of lower costs, extendable architectures and faster delivery
- Don't fall in the analysis trap: pilot technology to solve a real problem, gain payback and reduce risk
- Get the architecture right—some of the critical aspects are common data model, SOA compliant frameworks, service component granularity and operations over highly distributed systems
- Simplify business processes while developing integration—streamline error & exception handling
- Hidden cross-platform compatibility issues can be 30-70% of project cost – leverage the experience of others to get results faster
- Long-running processes are delivered through Service Orchestration. Business Process automation is supported as a service, accessible from any application.
- SOA methods enable services to be 1x software, not the traditional 5x



## Service Oriented Architecture Vision Briefing

For CIOs, CTOs, IT and Line of Business VPs



**Objective:** to determine how Service Oriented Architecture and Web services can help your senior executives meet their corporate business objectives. This one day Vision Briefing will help break-through the complexities of your technology vision and enable executive alignment with strategic business goals.

**Included:**

- A strategic briefing that provides an overview of Service Oriented Architecture and the implications of the paradigm shift. Topics include Web services, Composite Applications, Business Process Management, Integration, Development Methods, Testing, Operations and Management.
- A working session to examine your company's current IT environment, its business objectives, and its strategic technology needs.
- A collaborative assessment on how an Enterprise Service Architecture can enable your organization to succeed in building and automating business processes that span applications and organizations

## Service Oriented Integration Roadmap

For senior executives, IT management, and enterprise architects



**Objective:** to define your target architectural vision, identify valuable opportunities for leveraging Service Oriented integration best practices, and develop a realistic plan of initiatives to meet your organization's corporate strategy. The Roadmap provides milestones for the evolutionary deployment of your Enterprise Services infrastructure to support continued business agility.

**Included:**

- Facilitated work sessions that focus on aligning your business and IT objectives around the use of Service Oriented Integration technologies.
- An examination of your company's current and future information flows, and an assessment of opportunities for business innovation using Service Oriented capabilities.
- Facilitated architecture requirements and design of a conceptual Service Oriented Architecture model that supports both your current business requirements and flexibility needs of known future initiatives.
- Architecture deliverables that define your organization's strategic Service Oriented Integration initiatives over the next 2-3 years, enterprise service architecture, high level business requirements for each initiative, and prioritization based upon your strategic business objectives.

## Integration Solution Pilot

For strategic integration champions & project leaders



**Objective:** to refine Service Oriented integration for your company by rapidly designing and delivering a smaller solution to a real business problem. This pilot project combines architectural design, infrastructure setup, systems integration and hands-on mentoring.

**Included:**

- Development of a working solution providing business value through the real-time integration of multiple business applications. Tier1 architects and developers work with your team to jointly design and develop the solution.
- Typical scope includes Process Automation, Application Integration Data Transformation and Web services integration.
- Infrastructure installation and configuration within your IT environment.
- Knowledge transfer for your IT developers, providing hands-on experience with Service Architectures

## Integration Solution Delivery

Building solutions and developing your organization's capabilities



**Objective:** to rapidly design and deliver a robust, scalable Enterprise Integration solution, using Service Oriented Architecture. The approach enables incremental delivery of integration infrastructure and process automation. Projects are prioritized and deliver business value with each increment.

**Included:**

- Specialized project methods for integration projects
- Requirements definition & validation
- Software Development, testing, and deployment
- Infrastructure installation and configuration
- Knowledge transfer for your IT organization, providing hands-on experience with Service Architectures



**Tier1 Innovation is a founding member of the EAI Industry Consortium.**  
We partner with leading technology solution providers to deliver world class integration solutions on service oriented architectures.



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