



WebSphere Cast Iron for Salesforce – SAP Integration

Overview

Why WebSphere Cast Iron for Salesforce - SAP Integration

- Rapid:** WebSphere Cast Iron offers out-of-the-box SAP and Force.com platform connectivity, a graphical configuration approach, and reusable templates called TIPs for most common Salesforce and SAP scenarios. The result: companies have completed SAP integrations in days, not months.

- Flexible:** WebSphere Cast Iron is the only solution that offers flexibility of deployment – companies can choose a physical appliance, a virtual appliance or a multi-tenant Cloud service to connect SAP and Force.com. All three form factors provide the same user experience.

- Proven:** WebSphere Cast Iron is the most widely deployed solution today for Salesforce and SAP integrations. Hundreds of mid-market and enterprise customers are using Cast Iron to connect Salesforce APIs with SAP and other systems.

You've standardized on SAP for years but now are adopting salesforce.com's cloud platform, Force.com, to rapidly connect with your employees, customers and partners in new and more productive ways. And now you need to synchronize business information on orders, products, customers and more from SAP to the new Cloud services you're deploying. But you don't want to start a lengthy project requiring deep integration expertise and complex software. Sound familiar?

WebSphere Cast Iron Cloud Integration offers a "configuration, not coding" approach to enable Force.com customers to complete SAP integration projects in days. Whether you're deploying custom Cloud services on Force.com or are using Salesforce Chatter for real-time event notifications, WebSphere Cast Iron dramatically simplifies SAP integration projects and empowers you to deliver these in days.



WebSphere Cast Iron value for SAP customers:

Rapid	Flexible	Proven
<p>Integrate in Days using Tips</p>	<p>Multi-tenant Cloud Service</p> <p>Virtual appliances (VMware)</p> <p>Physical appliances (IBM Datapower)</p>	<p>Thousands of customer integrations</p>

WebSphere Cast Iron for Salesforce – SAP Integration Case Studies

SIEMENS Energy division of global manufacturing leader

Problem:

- Need to harmonize business processes between the Salesforce & SAP platforms.
- Need to provide real-time visibility of shipment delays to sales teams via Chatter.
- Custom code not scalable and reliable.

Solution & Results:

- Cast Iron integrates orders & invoice data in real-time between SAP & Salesforce platforms.
- SAP integration delivered in 10 days, resulting in immediate increase in sales productivity.
- Chatter & Cast Iron also provide business users with real-time visibility of shipment delays processed in SAP.

“Given how easy it was to connect SAP and Salesforce using Cast Iron, it was almost a no-brainer for us to use...we rolled out our initial SAP integration project in 10 days and now have more than 180 orchestrations running...”

Randy Berger, Process & App Dev Manager, Siemens Energy

<http://www.youtube.com/watch?v=TyJ8yYouJBw>



Alere Global leader in near-patient diagnostics and health management

Problem:

- Highly acquisitive company with multiple back-office applications.
- Salesforce used as a platform to deliver a superior customer experience.
- Needed to provide 360° of customer compliant data by unlocking SAP information.

Solution & Results:

- Cast Iron integrates customer data between Salesforce & SAP in real time.
- Services team no longer has to “swivel chair” to multiple systems to access critical data – they have all the information they need in Salesforce.
- SAP integration project was delivered in **10 days** & saved \$225K in yearly costs.

“Salesforce and Cast Iron help us deliver a superior customer experience. We’ve not only saved thousands of dollars in IT costs but also benefited by significantly increasing our business user productivity.”

Jonathan Stern, VP of Marketing Operations, Alere

More Information:

- [Live 10 Minute SAP – Salesforce Demo](#)
- [White Paper on SAP Integration](#)
- [WebSphere Cast Iron product details](#)
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