

## PRIMEUR: Your Business Partner

Primeur, a multinational organization, provides middleware software solutions and services for EAI, legacy application integration and data security for the most heterogeneous hardware and software environments.

Our mission is to partner with our Customers in their journey towards successful implementation of SOA Technology and its business benefits. To construct, for International markets, SOA based technology components paying particular attention to products which complement IBM's SOA reference architecture.

In the areas of integration, security, and system management Primeur is providing:

- Consultancy
- Project & application analysis and development
- A range of products, which complement the main technologies and products available in the market today, in order to provide solutions which meet customers' needs
- Education & Training

PRIMEUR focuses own efforts towards the SOA through a strategy that comprises the introduction of new products in the roadmap, and also like the adaptation of its existing line of products in order to provide Customers with its expertise in the transit phase to the reference architecture.

The technologies Primeur uses to fit the Enterprise Service Bus (ESB) requirements include:

- Own product line of Managed File Transfer Secure (SPAZIO MFT/S)
- IBM WebSphere MQ, WebSphere Integrator Message Broker, NetView/FTP, File Extender
- Internet FTP/FTPS, HTTP/HTTPS, SMTP/SMIME secure file transfer protocols
- OEM File Transfer such as CONNECT:Direct, Netmaster, XCOM
- Microsoft MSMQ



Primeur is also committed to fully interfacing its products with the SOA, including Tivoli and Rational frameworks, since we are aware that the development, deployment, administration and management of EAI infrastructure must be a primary goal of today's I.T. organizations.

### Primeur "Your Business, Our Technology"

Primeur, was founded in Genoa (Italy) in 1988; is present in Europe, in the USA(\*) and in South America(\*), as one of the leading producers of middleware solutions for distributed and heterogeneous IT systems.

Primeur has for years focused special attention on the IBM WebSphere, Tivoli and Linux environments, becoming an IBM Premier Business Partner, offering solutions in three areas of prime importance: Integration, Security and System Management. Primeur provides software and services for SOA and EAI, communication middleware, legacy application integration and data security

Primeur employs around 200 people and has revenues approaching € 21m.

With more than 700 customers around the world Primeur is considered a strategic partner by more than 300 large companies operating in the areas of Finance, Industry and Public Administration.

(\*) through Partners/Distributors

#### Commitment to Quality

Primeur complies to a Quality Management System about the Planning, Development of software products and projects, extended to installation, maintenance, support and training on I.T., according to UNI EN ISO 9001:2000, certified by TÜV.

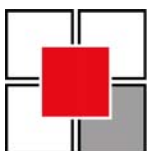
## Your Business Partner from a technical point of view:

- **Wide-ranging competence.** Primeur operates in the fields of Integration, Security and System Management: this allows us to deal with customer challenges from more than one point of view, enabling us to widen the perspectives from which we examine problems.
- **Broad range of HW/SW platform knowledge.** Based on our need to develop integration products for all the conceivable business platforms, we have acquired in-depth knowledge of the most popular systems such as mainframe OS/390 and z/OS, i/series, p/series, UNIX (HP-UX, Sun Solaris), Linux, HP-NSK (formerly Tandem NSK), VMS, etc.
- **Partnership with key vendors.** Primeur is partner in business with the key players in integration (IBM WebSphere family of products), system management (IBM Tivoli), security (IBM Tivoli, Stonesoft, ISS...) and development environment (IBM Rational). As a result, our technical personnel are constantly trained in the latest technologies and are awarded with technical certifications by our business partners. This knowledge and experience is then channeled into consultancy and projects, where the solutions we propose are sound and based on the latest technology standards.
- **Development experience.** Half of our business derives from products we develop in house (the SPAZIO MFT/S suite of products), and therefore we are driven by market needs, of which we must be aware in order to be successful with our products. At the same time, our solutions must be easily integratable with existing customer IT infrastructure, and also flexible enough to adapt to customizations.
- **Legacy and emerging technologies.** Our focus is twofold, on one side the legacy world which is an investment that customers wish to protect, and on the other side the emerging technologies that we have to constantly assess and utilize (latest example being the SOA).
- **Standards.** We understand that it is easier for customers to accept our solutions if they are based on standards. We constantly try to base our development and services on de jure standards - for instance, the security standards underlying our security product line, or de facto standards such as IBM WebSphere MQ.



## Your Business Partner from an organizational point of view:

- **Competence Centers.** Our technical people are grouped in what we call competence centers, dealing with particular subjects or technologies such as System Management, Security, File Transfer, Open Source, Operating Systems and WebSphere. This makes it easier for people to gain experience from colleagues who use a common and highly specialised "language".
- **Customer mix experience.** We deal with international customers of all sizes and from all industry sectors. We can therefore gather experiences from different levels (Large and SMB customers) and from diversified areas of business, which in turn allows us to build the most generalized solutions.
- **International Operations.** Primeur has a direct presence in Italy, Spain, Switzerland, England, Ireland, and belongs to International Organisations and Consortiums. This allows us to understand, well in advance, needs and requirements arising from different geographical and business areas.
- **Partnerships.** We propose solutions that are not only based on our products, but also include our partners' products (IBM, Tivoli, Stonesoft, ISS etc.). This enables us to widen the scope of our solutions and provide a better fit for customer needs.



PRIMEUR  
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