

## **LEVERAGING THE CLOUD WHEN OTHERS WEREN'T EVEN LOOKING UP**

An idea. Expertise. Ingenuity. These were three of the critical factors that lead to an efficient and economical way to tie together applications that moved outside of a company. In 1999, when everyone else was working on in-house million-dollar IT investments to get applications to talk to one another, few were considering the possibilities of Infrastructure-as-a-Service (IaaS) or Software-as-a-Service (SaaS) to get the job done.

But David Linthicum was. More and more, companies of all sizes needed to be able to work outside of their firewall securely and effectively. They had to be able to communicate and conduct transactions with customers, partners and suppliers without building an expensive infrastructure or compromising their data.

Instead, what if organizations could use an infrastructure on demand and pay only for what they used? By 2004, the innovative work of Linthicum and his team was well under way. From scratch, they had to figure out what to build, how to build it, and how to test it, deploy it and market it. They had to figure out how to use technology in new and different ways, like tapping the cloud when few others were.

The result: On-demand integration and business process management between cloud computing platforms and enterprise systems in a way that was all cloud, all on-premise or a combination. Companies could mix and match Web services out of the cloud with existing applications and processes, driving greater productivity at lower costs for their businesses. Within a year, hundreds of companies were taking advantage of these new IaaS and SaaS offerings.

**Bottom line:** BML understands business problems and uses technology to help you solve them. We listen. We partner. We deliver effective, practical solutions in the cloud, on site or both.

### **The BML Experience**

We think big. We consider, develop and deliver solutions that take advantage of the cloud, whether you're starting from scratch, have a vision or have a plan in place that needs a nudge. We'll meet you where you are and take you farther than you imagined.