

## SUMMA INTEGRATION EXPERIENCE

With 15+ years of experience in developing, implementing and integrating enterprise applications, Summa has delivered numerous integration solutions to our customers. We are experts at integrating Salesforce.com and other cloud solutions with on-premise packages and custom applications using a variety of middleware products. The following table lists the majority of the packages, technologies and middleware that we have experience implementing.

Packages Integrated	Technologies Used	Middleware Used
<ul style="list-style-type: none"> <li>Salesforce.com</li> <li>SAP</li> <li>JD Edwards</li> <li>Microsoft Dynamics/Great Plains</li> <li>Netsuite</li> <li>Oracle EBS</li> <li>Peoplesoft</li> <li>FinancialForce (PSA)</li> <li>Pointman ERP</li> <li>Manhattan Associates</li> <li>Epicor</li> <li>Logile</li> <li>Sharepoint</li> <li>Interwoven</li> </ul>	<ul style="list-style-type: none"> <li>Web Services - REST and SOAP</li> <li>Relational databases - Oracle, Ingress, SQLServer, DB2, Sybase, Progress + others</li> <li>Industry standards including: B2MML/ISA-95 (Mfg), STAR (Automotive), ebXML/CXML/XCBL (eCommerce), HL7/CDA/X12 (Healthcare)</li> <li>File based including EDI, HIPAA, HL7, CSV and others</li> <li>Legacy IBM Platforms - iSeries (AS400 - DB2, HATS and File based) and Mainframe (zSeries - CICS, DB2, IMS)</li> </ul>	<ul style="list-style-type: none"> <li>IBM - Cast Iron, WebSphere Message Broker, IIB, WESB, Datapower, MQ, MQTT + others</li> <li>Dell Boomi</li> <li>Oracle - Oracle ESB</li> <li>Jitterbit</li> <li>Informatica</li> <li>Kettle - open source</li> <li>Scribe</li> <li>iNTERFACEWARE Iguana</li> <li>Custom - Summa lightweight framework</li> <li>Other legacy - webMethods, TIBCO, Crossworlds</li> </ul>

### Highlighting SAP and JDE Integration Experiences

Outlined below are highlights from recent and larger integration projects describing Summa's solutions and how customers have benefited from our Salesforce and integration expertise. We lead integration solutions with business process mapping workshops that drive our team and the client to better understand the touch points and data, and derive the most value from their Salesforce implementations.

#### Tarkett (Johnsonite) – Salesforce, SAP via BizTalk

Summa designed and implemented the integration of Salesforce.com and SAP to include Order, Invoice and Shipping customer information. This information is now visible on the custom developed mobile application that allows Sales users to access the sales document library, customer information, SAP information and log into the distributor portal.

#### Philips Respironics – SAP, Custom Portal (MyRespironics) via SAP Connector

Summa integrated SAP into a custom developed web portal for real-time order status tracking by Philips Durable Medical Equipment Distributors (DMEs).

#### Matthews International – Salesforce, SAP via CastIron

Our team designed and developed a cloud application and integration strategy to modernize customer management processes across multiple divisions. We implemented salesforce.com and integrated it with SAP to give the field sales team hands-on, real time visibility into Order, Invoice and Shipping customer information through Salesforce-based business processes.

### **SmartOps – SmartOps, SAP via Direct Integration also using HANA**

Summa is engaged in product development and the internal integration of the Demand Sensing product. SmartOps was a longtime partner of SAP and was recently acquired by the company. Summa is helping SmartOps to integrate the supply chain analytics technologies more deeply into the SAP product line.

### **Highmark Blue Cross Blue Shield – Salesforce, Multiple Systems via WebSphere Message Broker**

Summa developed an enterprise-wide Salesforce Automation (SFA) solution that was cost-effective, flexible and scalable. The project included the integration of Group Sales across multiple divisions, automation of Senior Health Products, improved tracking, and better access and storage of data. Along with leading the organization wide implementation, Salesforce was successfully integrated with the five legacy data systems owned by the Line of Business. Other systems integrated with Salesforce via WebSphere Message Broker include Image Plus (Document Archival), a custom web application for United Concordia affiliate and a proposal tool system. Download the case study at [http://www.summa-tech.com/caseStudies/case\\_study\\_highmark.pdf](http://www.summa-tech.com/caseStudies/case_study_highmark.pdf)

### **Rockwell Automation – SAP to MES Integration**

Summa co-developed a product - FactoryTalk Integrator - used for Manufacturing Execution System to SAP integration using B2MML and ISA-95 standards. The Rockwell projects included product development (OEM'ed IBM integration technology) and resulted in a stream of projects with Rockwell customers including field implementations with multiple Nestle divisions and Rockwell internal operations. Integration solutions with Rockwell also included an Oracle EBS (vs. SAP) project for a large truck manufacturer.

### **Werner Ladder – Salesforce, JD Edwards via Custom Integration Development**

Summa integrated Salesforce.com and JD Edwards for order status and order detail information.

### **Technical Consumer Products (TCP) – Salesforce, JD Edwards**

Summa implemented the integration of Salesforce and JD Edwards to support the sharing of sales transactions, sales orders, quotes and contact information.

### **FI-360 – Salesforce, Dell Boomi**

Summa provided complete integration services, from requirements to production go-live, between fi360's two internally developed Java applications and salesforce.com. fi360 chose Dell Boomi as their middleware platform for cloud integration. Summa implemented four near-real-time interfaces in Boomi, syncing users, contacts and accounts, and various proprietary objects. Summa is currently adding another application to the architecture, a Learning Management System and two more interfaces, this time via REST/JSON. Future plans include integrating with a newly installed NetSuite ERP system, in order to automate manual processes and turn fi360 into a more agile, integrated enterprise.

### **Neustar – Salesforce, Cast Iron**

Summa developed a Cast Iron orchestration to pull daily contract updates from Salesforce. This data stream was modified to specifications to integrate with Neustar's PeopleSoft backend. This automation resulted in a decrease in errors around contract creation and processing.