



“No one can deny that Baan* has the broadest set of deliverable Enterprise Applications in the Industry.”

– AMR Research Alert

Dear _____:

Thank you for your interest in Baan enterprise solutions for the AS/400e** and the Baan and IBM** Alliance. Here is the information you requested.

You can take advantage of Baan and IBM's strategic alliance, which is designed to leverage their individual and combined strengths in enterprise wide solutions, superior platform performance, and e-commerce experience, delivering total end-to-end, open-platform business enterprise solutions to customers.

Say “yes” to Baan Enterprise Applications on the AS/400.

- Do you have an AS/400 and are you interested in a possible Baan solution?
- Do you plan to reengineer one or more of your business processes?
- Are you thinking about acquiring a business management application package?
- Have you chosen a Baan solution and must now decide which platform to buy?

If you answered yes to one or more of these questions, the enclosed white paper, *Baan Solutions for AS/400e Systems*, can help you establish important business plans and directions.

From performance and functionality to open interfaces, solution requirements, product positioning and more, you'll get a valuable overview of how you can speed time-to-market, save time and save money with Baan enterprise solutions on the AS/400e.

PLUS! An illustrative case study.

Also enclosed is a case study of Ottawa Trucking, showing how these this company successfully implemented Baan enterprise solutions with minimum disruption to its businesses.

Thank you again for your interest in Baan enterprise solutions on the AS/400. A Baan and IBM representative will call in a few days to confirm your receipt of the material and answer any questions you may have.

Sincerely,

Trent Peterson
IBM Alliance Manager,
Americas, Baan Company

Gail Wragg
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Americas, IBM



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