

# Interwoven Embeds Systinet Server to Gain Web Services Functionality

## Industry: ISV/OEM-Enterprise Content Management (ECM)

### Products Used

- ▶ Systinet Server for Java
- ▶ Systinet Server for C/C++
- ▶ Interwoven TeamSite™
- ▶ Interwoven ContentServices™ SDK

### Challenge

As the ECM market demands shifted, it became apparent that customer Service-Oriented Architectures (SOAs) required Interwoven's flagship product, TeamSite, to be Web services-enabled. Web services are the technologies making the connections between various application-specific services. The combination of all of these services within an organization make a SOA.

To keep up with customer needs, Interwoven had to either build or buy an embeddable Web services SOA solution. It had to meet the myriad of Web services standards that supported both Java and C++ while interoperating seamlessly with other SOAP implementations. Plus, it had to have the level of performance and platform independence Interwoven customers were accustomed to.

### Results

Interwoven quickly recognized the "build" option made no economic sense. It wasn't core to Interwoven's business and would drain valuable resources from developing core products, reducing their ability to get to market on time. Also ruled out were open source options as they didn't provide the standards support or the scalability Interwoven needed.

After careful evaluation of multiple vendors and products, Interwoven selected Systinet because the company offered:

- ▶ A single solution for both Java and C/C++
- ▶ Support for the latest Web Services SOA standards
- ▶ Unmatched interoperability
- ▶ Broad platform support
- ▶ Advanced embedding and customization support



Interwoven, Inc. is a leading provider of Enterprise Content Management (ECM) solutions, delivering deep industry-specific solutions which reduce business process cycle time. Approximately 3,200 enterprises, law firms and professional services organizations worldwide are Interwoven customers including British Telecom, Ford, Freshfields Bruckhaus Deringer, General Motors, Jones Day, Motorola and Yamaha.

- ▶ Industry leading performance and security
- ▶ ISV-specific technical support and partner program

Systinet also offered flexible licensing and pricing that matched Interwoven's business model.

The project was very successful, enabling Interwoven to bring their Web services-enabled SOA platform to market quickly.

**"In order to achieve low-cost, fast, and flexible application integration on the back-end, enterprises are starting to move in the direction of enabling multi-channel business applications with a services-oriented architecture."**

—Jack Jia, CTO, Interwoven

### Developing Easy-To-Implement and Cost Effective ISV Products

The cost of ownership associated with the enterprise development of a new software application is often heavily weighted toward the costs of integrating the application into the existing IT infrastructure. To succeed in today's marketplace, independent software vendors (ISVs) have to make it easy and cost-effective for IT departments to succeed in integrating their products with other enterprise applications, with legacy systems and even with the IT systems of third-parties such as the customer's clients or supply chain. Embedding XML Web services functionality into a product is an ideal

solution. In fact, ISVs that delay adoption of Web services and SOA expose themselves to tremendous competitive risks.

Enterprises demand that content management platforms: support a broader range of tools for end users; syndicate content to portal applications, multiple internal & external web sites and other channels; allow for federated access across all servers; and provision content to line-of-business applications.

Interwoven decided to add Web services functionality to its flagship TeamSite™ product. TeamSite is the key component of the Interwoven platform and supports content contribution, collaboration and management across the enterprise. TeamSite allows non-technical business users to source, collaborate on, approve and publish content using browser-based applications, e-mail and Microsoft Office. TeamSite ContentServer™ runs on Solaris-, Windows- and AIX-based servers and is often integrated with J2EE application servers, databases and portal servers.

Interwoven needed a Web services solution that was portable across all the platforms and systems that TeamSite supported. In addition, because Interwoven's products are based on a mix of Java and C/C++ code, they needed solutions that support both programming languages. Finally, because one primary use of Web services was to support content contribution from Microsoft desktop applications to any backend TeamSite Server, the chosen solution needed to show excellent interoperability with Microsoft .NET.

## Systinet Server Selected

After careful evaluation of all products and vendors, Interwoven selected Systinet for the following reasons:

- ▶ **Java & C/C++ Support**—Systinet Server for Java supports all Java environments 1.3 or higher, including Servlet engines and J2EE application servers such as BEA Weblogic, IBM Websphere, Sun ONE Application Server, JBoss, Tomcat or Jetty. Systinet Server for C++ applications provides native platform support for Solaris, HP/UX, Windows, Linux and other operating environments. It can also be deployed standalone, or as a server-side extension within a Web server. A comprehensive porting guide makes it easy for ISVs to configure the environment to suit specific requirements.
- ▶ **Standards Support**—Systinet Server supports all the latest standards and Systinet is an active and founding member of standards development efforts at W3C, OASIS, WS-I and WS-S for security. Systinet Server is even a reference implementation for the latest SOAP specification. Interwoven felt assured that Systinet Server was and would remain compliant with the very latest standards.
- ▶ **Superior Performance**—In independent tests, Interwoven determined that Systinet Server provided the best performance and scalability of any solution they considered. Systinet Server also showed near linear scalability as the number for concurrent users increased.
- ▶ **Excellent Interoperability**—Systinet Server showed excellent interoperability with all the SOAP servers Interwoven tested and was especially effective with Microsoft .NET.
- ▶ **Easy to Embed & Customize**—Systinet Server's modular construction and open APIs made it easy for Interwoven to deploy Web services functionality on an 'as needed' basis. For example, selectively deploying security integration, J2EE support, etc. Systinet Server also allowed Interwoven to customize and rebrand user-interface elements or even create and integrate their own UI. Systinet Server was also the only product that could be embedded easily into a discrete Java or C++ application.
- ▶ **Vendor Viability**—Venture backed by Warburg Pincus and with a management team with track records for creating successful and profitable software companies, Systinet already had numerous reference accounts

including market-leading ISVs. Interwoven felt that Systinet was a company that was well-funded, well-managed and had significant market momentum.

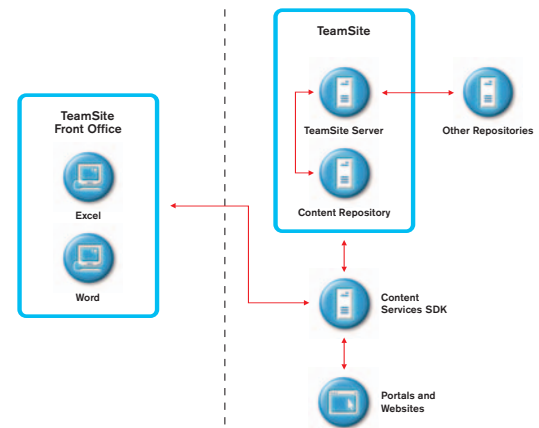
- ▶ **Flexible Business Terms**—Systinet's approach to licensing Systinet Server for OEMs matched Interwoven's commercial model well. Systinet also made it easy for the development team to evaluate and test the technology without invoking licensing costs or having to buy development tools.
- ▶ **OEM Partner Program**—Systinet had a dedicated, tiered partner program designed to offer integrated support, product assurance, technical and marketing assistance.

## Business Results & Benefits

Interwoven met all project goals and shipped the Web services-enabled product on time and on budget.

Interwoven realized these significant benefits:

- ▶ **Reduced Development Effort**  
Systinet's already complete solution for creating and deploying both Java and C/C++ Web services allowed Interwoven to dedicate its resources to core products.
- ▶ **Rapid Time-To-Market**  
Interwoven was able to quickly integrate Systinet Server into TeamSite without significant impact to product release schedules. By being early to market, Interwoven gained a competitive advantage by quickly reacting to customer requirements for Web services functionality.
- ▶ **Reduced Cost of Ownership**  
By acquiring Web services technology externally through Systinet Server, Interwoven gained a functionally rich, field-tested solution at a fraction of the cost of developing an equivalent technology internally. The ongoing cost associated with maintaining the solution—especially keeping pace with standards developments—was also significantly reduced.
- ▶ **Partner Expertise**  
Interwoven's core competence is enterprise content management. Systinet enabled Interwoven to focus on enhancing product functionality—not Web services plumbing. In the process, Systinet offered valuable expertise on how to use and deploy the solution and how to augment and expand Web services functionality in a SOA.



**Figure 1:** Systinet Server OEM Edition provides Web services connectivity between key TeamSite product components. It also creates a SOA linking together TeamSite and other systems within the enterprise.

## About Systinet

Systinet provides the leading foundation for SOA governance and lifecycle management. Founded in 2000, Systinet's award-winning, proven and standards-based products enable IT organizations to rapidly leverage existing technology investments, provide interoperability between heterogeneous systems and better align business processes with IT. Customers receive the benefits of a simpler, faster, standards-based way to dramatically improve IT responsiveness and technology asset reuse, while maximizing the ROI for SOA. Systinet's customer base of over 150 Global 2000 clients includes Amazon.com, BMC Software, Interwoven, JP Morgan, Motorola, Defense Information Systems Agency (DISA) and SAIC. Headquartered in Burlington, MA, Systinet is a privately held company with over 100 employees.

**To find out how Systinet can help your business, visit <http://www.systinet.com>, call 1.781.362.1300, or email us at [sales@systinet.com](mailto:sales@systinet.com).**

**“Interwoven’s SOA and integration with [.NET] means our customers can extend their content management system beyond J2EE to cover new and emerging .NET applications”**

**—Kevin Cochrane,  
VP Product Management, Interwoven**