



IBM and Mid-Comp International winning partnership for Nintendo's GameCube release

MELBOURNE, Australia – May 23, 2002: IBM and Melbourne-based software company, Mid-Comp International, have joined forces to deliver a mission-critical Enterprise Resource Planning (ERP) solution to gaming giant Nintendo, playing a crucial role in managing the company's successful launch of GameCube - released in Australia last week.

Named "Odyssey", the solution managed a range of mission-critical business processes including the sale and distribution of over 40,000 GameCubes to more than one thousand stores over the five days before the Australian, May 17, launch date - and has the potential to save Nintendo around one million dollars over the course of four to five years.

Other processes supported include finance (accounts receivable, accounts payable, general ledger), inventory (including picking, scan-packing and in/out bound goods), service and repairs, EDI (to retailers such as Myer and to carriers) as well as vendor managed inventory.

Mid-Comp's Director of Research and Development, Bjarne Matzen, said Odyssey had been under development since early 1998 and was designed specifically to run over the Internet using a standard web browser.

"Odyssey is a Java ERP with IBM's software and hardware at its core - powered by IBM's WebSphere

transactional and DB2 database software and running on IBM's eServer iSeries hardware platform. Also, the solution is built to 'open' technology standards allowing customers to deploy Odyssey no matter what existing technologies they use".

"The go-live date for Odyssey at Nintendo was Monday, April 29 with the GameCube launch following only three weeks later. This was a high-risk situation and its success proves mission critical applications can be quickly and successfully built on WebSphere," he said.

"Due to our business partnership with IBM, Mid-Comp a small Australian-based software company, successfully secured this deal replacing a large existing ERP solution at Nintendo with a new Java ERP which was written in Melbourne. IBM has been heavily involved in testing the Odyssey engine over a range of platforms, and continues to provide extensive support both locally at Sydney's Solution Partnership Centre and from the Rochester labs in the U.S.A."

Nintendo Australia's IT Manager, *Peter Stroud*, said the company selected Odyssey because it had been built from the ground up specifically to support distribution businesses. "Odyssey is a strategic weapon for Nintendo for three main reasons - for functionality, for ease of use and for cost of implementation," he said.

"The gaming industry is very dynamic and changes rapidly. Nintendo had to have a business system that could cope with that amount of change. Also, Odyssey is delivered over a browser, so we didn't need to invest in high-cost PCs with complicated configurations. We simply need a

standard PC with a browser allowing us to push our business front to wherever there is an ISP connection."

IBM's Country Manager, Developer Relations, David Reeve, said Mid-Comp had been a member of IBM's Developer Relations program since 1998 and an Advanced Member from October 2000.

"This recent win at Nintendo is yet another example that IBM's 'go-to-market strategy' is a successful business model. IBM is committed to alliances and partnering with best-of-breed software developers, and Australian-based independent software vendors (ISVs) like Mid-Comp are continuing to produce world-class applications," he said.

IBM's WebSphere Application Server has fast become the choice of application platform for developers with more than 9,000 ISVs or 600,000 developers writing applications on top of WebSphere.

"This represents 500 percent year-to-year growth and WebSphere's Strategic Alliances with business partners have been growing at more than 20 percent, quarter-to-quarter," Mr. Reeve said.

Mid-Comp's Odyssey solution received IBM's Excellence in Technical Innovation award for 2001 which was presented at Partnermeet 2002 in Sydney last month.

