planview

Integration is necessary... but how?

If you're reading this, you've probably concluded that your organization has lost enough sales from lacking the capabilities required to integrate your product into customers' existing software delivery toolchains. Without integration, customers are veering away from purchasing your product altogether to avoid disconnects and duplication along their value stream, which would undermine their Agile and DevOps transformations. The question now is HOW to provide integration...**So why should you buy rather than build?**

BUILD A SOLUTION

PARTNER WITH PLANVIEW

Opportunity Costs

COST OF WAITING

For one simple point-to-point connector, it takes up to a year to plan, develop, and test before bringing to market – for multiple connectors or increased complexity, it will only be longer.

Hub has 60+ pre-built, no-code connectors across the most popular Agile, DevOps, and ITSM tools. Partnering will allow you to integrate quickly and start delivering better experiences in weeks.

DEVELOPMENT RESOURCES & LACK OF FOCUS

Building in-house takes away valuable time (upfront and ongoing) from your scarce and expensive development resources that should be focused on creating software that is core to your own organizational mission and competencies.

Integration is our business. Our team of experts have already performed rigorous technical analyses of endpoints, deeply understand business requirements and use-cases, as well as APIs and testing. We are always innovating to keeping up with changing customer demands and market requirements.

ECONOMIES OF SCALE

Owning integrations requires heavy administrative efforts to provide top tier service and access to third-party APIs and development licenses (many of which require expensive partner program fees).

Our dedicated OEM, pre-sales, and customer success teams are specialized in providing top-tier enablement, support, customer demos, premium training content, upgrades, and license management.

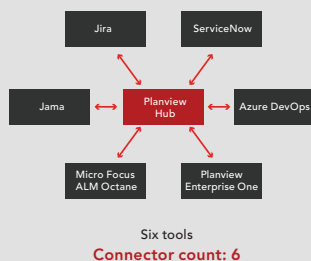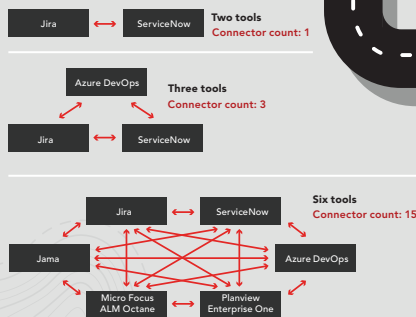## Qualitative Costs

PERFORMANCE

As apps update and evolve, their security requirements and APIs change as well. Will upgrades require lots of downtime and break integrations?

Hub's Flow Fabric™ ensures a stable experience and interoperability between new and existing tools. Our "Integration Factory" supports 300+ tool versions and runs 500,000+ tests daily to keep up to speed with tool upgrades while minimizing outages and delays.

SCALABILITY & MAINTENANCE

How will you deal with scalability as endpoints are added and updated with a point-to-point integration? Will it support various use-cases and customizations?

Hub's world-class Model-Based Integration requires 90% less maintenance than point-to-point and combats exponential growth of mappings as endpoints grow, making cross-tool reporting easy and flexible.

Jira ↔ ServiceNow
Two tools
Connector count: 1

Azure DevOps
Three tools
Connector count: 3
Jira ↔ ServiceNow

Jira — ServiceNow
Jama — Azure DevOps
Micro Focus ALM Octane — Planview Enterprise One
Six tools
Connector count: 15

Jira   ServiceNow
Jama ↔ Planview Hub ↔ Azure DevOps
Micro Focus ALM Octane   Planview Enterprise One
Six tools
Connector count: 6

DEPLOYMENTS

Can it handle large deployments? Does it support on-premise and cloud? Do you have the resources and third-party licenses to provide dedicated integration pre-sales and technical support?

No coding is needed to configure Hub. Our out-of-the-box Smart Mappings, intuitive web UI, and dedicated OEM team gets customers up and running quickly – on-premise or in the cloud.

It is no wonder why over half of the Fortune 100 rely on Planview Hub as their integration solution and why major software vendors such as Jama, IBM, Tricentis, and UiPath rely on our OEM Partner Program as their integration strategy.

Offload the burden of connector development, maintenance, and upgrades to Planview and free up your resources for your core product roadmap. All updates to new tool versions are included and continually tested so your customers can upgrade without worrying about their integrations breaking. Whether it's integration demos to support your sales conversations or premium customer support and training, Planview provides the comprehensive integration partner program to unblock your integration sales impediments and accelerates your sales cycles.

**For more information, contact us at partners@planview.com
or visit https://planview.com/partners/planview-oem-partner-program/**

planview