



WinterGreen Research, Inc.  
6 Raymond Street Lexington, MA 02421  
[www.wintergreenresearch.com](http://www.wintergreenresearch.com)  
Phone- 781.863.5078  
[susan@wintergreenresearch.com](mailto:susan@wintergreenresearch.com)

## **IBM Leads SOA Engine and Component Markets -- Gains Share on Microsoft, Oracle and SAP**

Lexington, MA May 16, 2007 - Wintergreen Research announced today that it has released two new SOA reports detailing how Web services significantly enhance worker productivity, implementing process from desktop icons. The services oriented architecture (SOA) market study details how shifts to flexible computing models drive flexibility in IT and achieve resurgence of the mainframe.

Economies of scale will drive down prices of SOA components that cost from \$800 to \$7200 in 2007 to \$25 to \$100 by 2013, increasing IT flexibility at the same time unit component prices decrease. IBM is the defacto industry standard market leader in SOA engine markets by virtue of its infrastructure middleware that provides the ability to consolidate integration modules with foundation architecture. IBM SOA is the software used in creating business integration foundation systems.

SOA creates a way to organize automated process supporting modules. SOA systems are evolving to support business flexibility by enabling integration of systems dynamically. Applications are interconnected and integrated to create cross-departmental processes in real time.

IBM leads the SOA process engine and collaboration component license services and maintenance markets with 53% share, gaining on Microsoft, Oracle and SAP which all have single digit participation in the markets in 2006. Tibco, BEA, and WebMethods are among other SOA market participants with measurable market share. The strength of the IBM middleware line is what made the SOA engine markets grow, giving increased productivity from automated process at every level of the channel and supply chain.

A SOA engine is middleware that provides a repository or process implementation for reusable code. The infrastructure is used to create flexible response to market shifts. SOA engines are middleware infrastructure that consolidates integration modules with foundation architecture.

SOA engines are the application server, repository, ESB, XML compression, security capability, portals, databases, and, most significantly, mission critical messaging that decouple modules of information so that those modules can be recombined in a flexible manner.

“SOA engine markets are primed to grow from \$1 billion in 2006 to \$3.7 billion for the license software, with the services doubling those markets by 2013,” this according Susan Eustis, President of WinterGreen Research, the lead author of the study, She continued, “Markets have such significant growth because middleware infrastructure is used to extract reusable components of code from existing stacks of software functionality or to create reusable components of code, making IT more efficient.”

Wintergreen Research is an independent research organization funded by the sale of market research studies allover the world and by the implementation of ROI models that are used to calculate the total cost of ownership of equipment, services, and software.

Contact:

Susan Eustis

Lexington MA

781 863 5078

[susan@wintergreenresearch.com](mailto:susan@wintergreenresearch.com)