

Partnering with Fiorano

“When we award contracts and grants, we are not going to buy anything anymore that is proprietary and doesn't interoperate and communicate”

**CIO,
Department of
Homeland Security.**



Rapidly achieve Federal Enterprise Architecture Compliance

Tracking and distributing information in a seamless integrated environment, across disparate systems and boundaries is a mandate for the Government today. Due to existing heterogeneous platforms, hardware and applications, increasing public demands and legislative mandates, Agencies at the federal, state and local levels are under pressure to deliver services within massively reduced budgets. They are seeking ways to streamline their operational processes and reduce data redundancy. This is particularly crucial for e-Gov solutions that cross traditional organizational and functional boundaries that previously represented islands of data.

Fiorano enables the establishment and utilization of Service-Oriented Architecture (SOA) at the enterprise level, allowing business capabilities to be aligned with the technical infrastructure in support of an agile business strategy. With Fiorano, government agencies can share functions and applications across departments and organizations by designing them as discrete, reusable, business-oriented services.

Built over a scalable, peer-to-peer Enterprise Service Bus (ESB) architecture, the Fiorano SOA platform delivers the industry's fastest message throughput to power high performance and collaborative work flow applications. Fiorano's highly distributed, centrally managed, architecture allows Agencies to draw on existing business logic residing anywhere across the enterprise to rapidly assemble solutions, allowing rapid responsiveness to changing business conditions.

Fiorano Solutions map directly to the Technical Reference Model (TRM) of the **Federal Enterprise Architecture (FEA)** and also support key initiatives of the **Cloud First Policy** of the Federal CIO office.

- **Standards-based interoperability** defines the interrelationships of disparate components by interface specifications: Fiorano is an entirely standards-based ESB and supports multiple standards including JMS, XML, XLST, JCA, J2EE, Web Services and .NET technologies.
- **Fiorano's multiplatform architecture** allows for platform and language independence facilitating the FEA **risk mitigation** strategy.
- Fiorano tools provide visual mapping of data and transformation of various data formats, leading to **data standardization**: this feature prevents data redundancy and ensures data consistency.
- Fiorano products comprise of a **standards-based security** suite which helps in safeguarding information by facilitating security monitoring as well as enabling risk and contingency analysis.
- Fiorano's component-based architecture facilitates service **reusability**, one of the key FEA initiatives, which enable rapid response to changes and lower TCO.
- Legacy applications are the repository of the government's business logic and operational data and **integrating legacy applications** is a major challenge for e-Gov initiatives. Fiorano's extensive suite of adapters eases the massive integration effort required for legacy applications by eliminating expensive custom programming.
- The Fiorano Cloud platform for distributed agency applications and consequent growing business intricacies prepares e-Gov businesses for the next generation of flexible and scalable **cloud-enabled business applications** that can be **rapidly integrated with on-premise legacy or other applications**.
- With the **Fiorano Cloud ESB**, Agencies can rapidly provision myriad **cloud services** which can be **effectively integrated** into their wider **intra/inter agency** application portfolio guaranteeing that **systems remain interoperable** as individual IT services evolve within the portfolio, leading to intra/inter organizational information accessibility in real-time.
- FEA guidelines for technology implementation emphasize the attainment of **maximum ROI**. Fiorano's highly **scalable and flexible integration platform** lowers entry level costs and its architecture-level innovation leads to incremental ROI on subsequent projects.

Leaders choose Fiorano

A Decade of Trusted Leadership

United States Coast Guard

Fiorano provides the core SOA platform for USCG's *SPEAR* project

"But Deepwater Horizon, when people saw the effect of providing time-critical and urgent data during a major disaster, has raised *SPEAR*'s profile much higher. Without a doubt, across all my system teams and across all my program sponsors, when I now sit at the table and say there's the opportunity for them to use SOA principles to get access and rights to datasets that can provide value, they understand what we are talking about and that it doesn't have to be something overwhelming."**



Captain Michael P. Ryan, Commanding Officer
USCG Operations Systems Center, Department of Homeland Security

"For the United States Coast Guard, adopting enterprise-wide SOA as part of our Enterprise Architecture Framework was a necessity to deliver mission-critical, real-time information from our vast diversity of application and data sources. Following a rigorous 18-month evaluation involving more than a dozen alternatives, Fiorano's SOA Platform was selected to implement the Coast Guard's SOA solutions."



Steve Munson, Chief of Enterprise Engineering Services
United States Coast Guard

Dovèl Technologies, Inc.

"Fiorano software is the ideal combination of rock solid technology, innovation and performance and a very timely and suitable ESB platform for Federal Government SOA and Integration opportunities. From my perspective, working with Fiorano has been a great experience from dealing with their team to working with their software, they both deliver as promised."



Sam Ceccola, CTO
Dovèl Technologies, Inc.

Fiorano has been **positively evaluated** by independent analysts over the years*

Gartner Inc

Magic Quadrant for Application Infrastructure for back-end application integration projects

Fiorano has been consistently classified as a "Visionary" in the Gartner Magic Quadrant for back-end integration projects since 2005.

Forrester

The Forrester Wave: Enterprise Service Bus

The Forrester Wave comprises of four sections Risky bets, Contenders, Strong performers and Leaders. Fiorano was positioned as a "Leader" in the wave.

Awards



FCW 2011 Federal 100 Award
Built on Fiorano SOA, USCG Semper Paratus Enterprise Architecture Realization (*SPEAR*) project wins Award.



SOA World Readers' Choice Award
Developers worldwide awarded Fiorano "Best SOA Tool".



WSJ World Class Product Award
Web Services Journal honored Fiorano ESB™ with "World Class Product" Award.

Benefits of choosing Fiorano as a partner

- Significantly **increase ROI** on your fixed price projects by offering Fiorano's competitively priced distributed solutions. Fiorano offers GSA pricing as well as attractive volume discounts for larger or strategic projects.
- Offer Agencies a quick path to **achieving** the Federal Government's **Cloud First Policy** with Fiorano's unique **hybrid ESB Cloud Platform**.
- Build solutions using componentized assets and **extend the same solutions** to other Agencies.
- With Fiorano, you get to deliver all surrounding **Consulting Services**. The partnership is a win-win for both.
- Enhance the value proposition of your business by partnering with Fiorano, a **GSA contractor** for almost a decade and registered with the **Central Contractor Registration** for Information Technology (Schedule 70) supplies to the Department of Defense readily available on GSA Advantage.
- Fiorano is a registered small business with CCR. Partnering with Fiorano allows you to meet your **Prime Contract small business goals**.

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**COOP
PURCH**

ARRA

About Fiorano Software

Founded in 1995, Silicon Valley based Fiorano is a California Corporation with proven leadership in enterprise middleware and peer-to-peer distributed systems. Fiorano's innovative event-driven, dataflow SOA platform integrates applications and complex technologies into an enterprise nervous system, increases business process performance, yields higher message throughput and enhances availability through agent-based visual composition that bridges the capability gap between business models and their implementation - the model is the application, ready to run.

Fiorano has been supporting Prime Contractors and Governments worldwide including, County of Tulare, California, Business Transformation Agency, Dovel Technologies, Mitre Corporation, Northrop Grumman, FAA, NASA, Jet Propulsion Laboratories, Anite Public Sector, Kent County Council, Lockheed Martin, United States Coast Guard, Perot Systems (QSS Group) and Bit Systems all of who have deployed Fiorano to drive innovation through open, standards-based, dataflow SOA applications built in just days, yielding unprecedented productivity.

AMERICAS

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