

## OpenDemand Systems uses robustness of IBM middleware to attract businesses to its Web testing solutions



### Overview

**OpenDemand Systems, Inc.**  
Wayne, New Jersey  
[www.opendemand.com](http://www.opendemand.com)

### Products

- IBM WebSphere® Studio Application Developer
- IBM DB2® Universal Database™
- OpenLoad™ V5.5



*"Part of the reason we decided to go with IBM was because of things like PartnerWorld® Industry Networks. It really provides you with quite a bit of support on the sales, marketing and technical side. We like that."*

*Donald Doane,  
president and chief executive officer,  
OpenDemand Systems, Inc.*

**OpenDemand Systems helps mid-market firms and small departments within large enterprises find and eliminate performance bottlenecks in their Web-based infrastructures. The company flagship product, OpenLoad™, offers application development and testing teams the ability to optimize Website performance without the need for complex coding or scripting.**

### Challenge

The continuing stampede of organizations into the Web environment has created a burgeoning market for services that test to determine if complex interactions of technologies in a Website infrastructure meet the expectations of implementers and end users. For companies in the SMB space, the main challenge has been affordability, because legacy testing technologies had their origins within larger enterprises, which had larger resource availability.

OpenDemand, an IBM Business Partner, worked to solve that issue. OpenDemand participates in IBM PartnerWorld Industry Networks, and it is optimized in the education and learning industry.

### Solution

OpenDemand made the strategic decision to use IBM WebSphere and IBM DB2 as the platforms for its offerings to assure its customers of a robust feature set and scalability. The other chief differentiator for OpenDemand is its monitoring and testing technologies that obviate the need for costly, skills-driven coding and scripting.

### Benefits

The OpenDemand solutions for testing dynamic Web environments allow its customers to:

- Verify expected functional behavior before going "live" with large numbers of end users
- Minimize the time and skill set required to build and maintain highly scalable Web sites
- Affordably pinpoint performance bottlenecks within Web applications from both inside and outside the firewall
- Use their favorite browsers to access all aspects of their load-testing projects



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