

IBM Partners Tally

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IBM India has partnered with Tally Solutions to bundle Tally ERP 9 Gold with IBM's Smart Business platform targeting SMB customers.

The IBM Smart Business portfolio includes x-series server and storage, and security and communications software including Tivoli, Lotus Domino and ISS.

"This is a win-win strategy for both IBM and Tally. Tally has a virtual monopoly in the accounting software space, and has graduated successfully to the ERP market. We were on the lookout for an ERP partner for our Smart Business initiative," explained Juhi Jotwani, VP, IBM Smart Business.

Tally India had earlier tied up with Dell to bundle ERP 9 with the Vostro range on a subscription model.

IBM's Smart Business initiative is an umbrella framework where third-party solutions are tailor-made to work on IBM x series platform and interoperate with IBM software with zero integration efforts.

Said Bharat Goenka, CMD, Tally Solutions, "Together with IBM we will try to develop around 500 to 1,000 reseller partners who can carry the solution to SMBs. We believe that an ERP solution is a must for a SMB to grow."

IBM Smart Business portfolio bundled with Tally ERP starts from as low as Rs 500,000.

"The Smart Business platform is designed to provide an organization a single-point solution including the hardware infrastructure and all the necessary applications such as ERP, messaging, calendaring, communication, and security," added Jotwani.

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