



#### ABB

A leader in power and automation technologies that enable utility and industry customers to improve performance while lowering environmental impact.

**Industry:** Energy  
**Geography:** Global

#### Deployment Summary

- ABB embeds TIBCO's messaging solution into its distribution management system (DMS) software, which helps energy companies manage electricity distribution.
- ABB integrates the same TIBCO messaging solution into a variety of its products such as the network management product suite.

#### Benefits

- ABB cuts several person-years from its development and integration time by embedding TIBCO's solution into its DMS software.
- Customers experience up to tenfold performance increases after upgrading applications to the new TIBCO-powered version of ABB's solution.



"TIBCO's solution allows us to focus on developing our own application, which is where the value of our business lies. By providing us with the scalability and performance we need, TIBCO has enabled us to reduce our time to market and save several person-years of development effort."

**Martin Bass, Director of DMS Products, ABB**

## ABB Powers Homes with TIBCO's Business Integration Solution

Modern life revolves around the constant availability of electricity, whether in homes, schools, hospitals, or offices. When power outages occur, daily life can be turned upside down and business processes can grind to a halt. People rely on the ability of power companies to react quickly, and the speed with which companies respond to outages is driven by how well their power distribution systems perform.

ABB is a leading provider of power and automation technologies that enable utility and industry customers to improve performance while lowering environmental impact. Its DMS software helps power companies handle the electricity needs of some of the world's largest metropolitan areas such as Chicago. Through its distributed client-server application, ABB enables power companies to plan and monitor operations as well as quickly locate and respond to power outages. As a key player in the energy and utility industry, the key to ABB's success is bringing its products to market quickly and ensuring that its software can handle large-volume customer demands.

#### TIBCO's solution combines high performance, fast development, and low risk

ABB's distribution management group needed to develop a real-time data acquisition system that would acquire and distribute data to its customers. Previously, another department had developed its own Ethernet multicast protocol for such a data acquisition system. Martin Bass, director of DMS products at ABB, says he wanted to try a new approach that would dramatically simplify integration.

"We knew we wanted to create an application that would distribute information to many users. In a different department, we developed our own Ethernet multicast protocol to accomplish our goals," Bass says. "However, this approach took a tremendous amount of time and effort – not to mention risk. So we decided to invest in an off-the-shelf integration solution that would save us that risk and effort."

After evaluating a number of different competitive products, ABB decided that TIBCO offered the complete solution that the DMS application needed. Bass says TIBCO's messaging

solution offered high performance and low overhead, and was compatible with any server platform. This powerful combination of benefits was essential to a large company that wanted to tackle such a significant integration project. In addition, TIBCO provided ABB with the exact functionality it was seeking. "The other tools we explored included extra functionality that we just didn't need," Bass says. "When you're trying to develop an application as easily and cost-effectively as possible, purchasing a solution with features that you'll never use simply doesn't make sense."

By implementing TIBCO's messaging solution as the information distribution backbone, ABB created a client-server distributed application that addresses the needs of power companies and their customers. ABB's solution provides maps of electricity distribution so users can easily pinpoint and analyze power outage locations. "When someone calls in to say they have a problem, we can quickly show a phone symbol on the map," Bass says. "TIBCO is a key part of the process in getting the phone symbol from the server to where the actual data is stored. That capability helps our clients resolve power outages much more quickly."

TIBCO saves development and integration effort, yielding visible boosts in performance. "By embedding TIBCO's solution into our software, we didn't have to develop our own features," Bass says. "Instead, we were able to implement TIBCO's capabilities right out of the box, which saved us many person-years of effort."

In addition, both programmers and end users experienced a smooth implementation process. "What we like most about TIBCO is how easy it is for our programmers to use and for our customers to set it up," Bass says. "It's not a big headache like some of the other middleware we have seen."

The scalability of the TIBCO-powered architecture enables ABB to meet the demands of even the largest electrical systems. Moreover, application performance for customers improved significantly. "TIBCO has made such a difference in our architecture," Bass says. "Prior to implementing it, we had customers who were experiencing some performance problems. After upgrading to the version of our application that is integrated with TIBCO, their performance increased tenfold – and they did not need to upgrade any hardware to realize those benefits."

#### **An integrated solution helps ABB gain new business opportunities**

After implementing TIBCO, ABB captured the business of a major utilities company, which has one of the largest electrical distribution systems in the world. ABB was awarded the valuable contract of this particular customer, but only after passing a rigid performance test, Bass says. "Two of our competitors tried to implement a similar system for this customer – and failed. Our TIBCO-based architecture was instrumental in the success of this test."

The TIBCO solution provided Bass and his team with the functionality and fast implementation time they needed,

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**Martin Bass, Director of DMS Products, ABB**

and enabled them to capture new opportunities that will undoubtedly lead the company to further growth and increased market traction. "TIBCO's solution allows us to focus on developing our own application, which is where the value of our business lies. By providing us with the scalability and performance we needed, TIBCO has enabled us to reduce our time to market and become a leader for distribution management systems."



**TIBCO Software Inc.** (NASDAQ: TIBX) is a provider of infrastructure software for companies to use on-premise or as part of cloud computing environments. Whether it's optimizing claims, processing trades, cross-selling products based on real-time customer behavior, or averting a crisis before it happens, TIBCO provides companies the two-second advantage™ – the ability to capture the right information at the right time and act on it preemptively for a competitive advantage. More than 4,000 customers worldwide rely on TIBCO to manage information, decisions, processes and applications in real time. Learn more at [www.tibco.com](http://www.tibco.com)

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