

# An Easy Sell

## Takeaway

- Power Systems solutions continue to win customers as ISVs see an uptick in IBM i adoption.
- ISVs act as bellwethers of sorts as they spot trends in operating-system retention rates.
- Customers are attracted to Power Systems solutions because of their openness and reduced maintenance requirements.

ISVs enjoy growing revenues by sticking with Power Systems running IBM i

By Jim Utler

**I**BM AND IBM i ISVs REMAIN COMMITTED to the operating system. In fact, several ISVs are seeing growth in the i space despite a skittish market's concerns that IBM and vendors would abandon the operating system when the System i\* and System p\* platforms unified on Power Systems\* hardware nearly two years ago. With another new IBM i version on its way, the operating system is here to stay.