



- About Us
- The IBS Premise
- Becoming a Member
- News
- Events
- IBSi Members
- IBS Directory
- Member Registration
- Home

Beyond all the hype and promises, there is no doubt that the Internet has changed the way business gets done. The **Internet Business Services Initiative** is a non-profit trade association of companies that are furthering this transformation by delivering business-to-business applications over the Web. IBSi members provide Web-native applications that significantly reduce the cost and risk of business automation.

The purpose of the IBSi is to foster the growth, development and market acceptance of applications based on the Internet Business Services model. Our goal is to make it easier for customers to access, evaluate, use and benefit from online applications.

Welcome to the Initiative. Make yourself at home as you learn about the next generation of business-to-business applications and how Internet Business Services are energizing the industry.

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[About Us](#)[The IBS Premise](#)[Becoming a Member](#)[News](#)[Events](#)[IBSi Members](#)[IBS Directory](#)[Member Registration](#)[Home](#)**ABOUT US****About IBSi**

The Internet Business Services Initiative (IBSi) is a mutual benefit, non-profit corporation formed to assist companies in providing better software solutions to the marketplace. Our members are Internet Business Services that deliver business-to-business applications over the Web and associated industry vendors.

Through the Initiative, members work together to develop technical standards, create industry networking opportunities and educate the market on the benefits of the one-to-many IBS business model. The IBSi serves the industry by bringing together the resources and expertise to advance the state-of-the-art. We benefit the end-user community by making it easier for IBS customers to exploit the Internet as a competitive advantage and improve the performance of their business.

The IBSi is actively addressing technical and marketing issues to streamline interoperability among services and advance the state of Web-native applications, including:

- Technical, Integration and Standards Development
- Opportunities for Partnerships and Co-Marketing
- Background Programs Targeted to the Financial Communities
- Industry Marketing Programs
- Seminars to Educate the Market

The work of the Initiative is carried out through member committees, the Board of Directors and executive staff. The IBSi also sponsors periodic members-only marketing and technical forums and a series of educational seminars and events that are open to the industry.

Formed in December 1999, the Initiative has announced a general road map for standards development, held its first membership meeting and is developing a series of educational seminars. It offers a speakers bureau with industry and technical experts, and participates in relevant trade events.

[About IBSi](#) | [FAQs](#) | [Committee Structure](#) | [Board of Directors](#)

[About Us](#)[The IBS Premise](#)[Becoming a Member](#)[News](#)[Events](#)[IBSi Members](#)[IBS Directory](#)[Member Registration](#)[Home](#)

### THE IBS PREMISE

The primary business of an Internet Business Service is to develop, host and service business-to-business applications designed from the ground-up for deployment over the Web. The IBS model leverages this Web-native platform to lower the cost of software, reduce the risk in automating a business and improve accessibility.

While computing is second nature to business these days, the time and money required to purchase, install, maintain and upgrade software is often a major impediment to growth. IT staffs and budgets are further stretched as companies go mobile and off-site personnel require access to corporate software and data.

In recent years the industry has looked to the Internet as a platform to address these issues, with varying degrees of success. Application Service Providers (ASPs) took the route of adapting existing client/server applications for use over the Internet and moving the software from the user's facilities to their offsite servers. The third-party ASPs then host and maintain the applications with customers typically renting an assigned number of user seats. Fees can range from hundreds of dollars to hundreds of thousands of dollars each month and often require a major expenditure to deploy an application, upgrade to a new release or increase the number of users.

Internet Business Services have taken a different approach by developing new software applications that are specifically designed to be available to thousands of users simultaneously over the Web. With the one-to-many IBS architecture, customers access specific applications directly from the supplier. The monthly subscription for an IBS, for example an accounting or sales force management application, can start at less than ten dollars per user. Since Internet Business Services are owned and hosted by the supplier, customers generally are not charged for feature upgrades.

The IBS model leverages the economies of scale inherent in the Internet by creating a direct relationship between the customer and supplier. Internet Business Services answer directly to the user for all aspects of the software development, hosting and customer service. Users can access applications anywhere, any time through a standard browser, yet there are no upgrades, costs are lower and there is a single source accountable for uptime.

[The IBS Premise](#) | [The IBS Model](#) | [IBS Benefits](#) | [Year 2000 Survey](#)