



A bright opportunity

IBM is probably looking at Sun for its strong and complementary offerings. The overlap in solutions such as the LSI products would ease the 'merger'. The deal would not be as good news for Sun's resellers though, who might find themselves with a reduced product line and increased competition from the IBM channel.

However, System integrators may have less competition. And there will no doubt be uncertainty. Remember how long it took HP and Compaq to ensure that the legacy of each side became an advantage?

I do not see the IBM/Sun union taking as long, but it will definitely offer opportunity for other vendors and resellers – Cisco's Unified Computing System, for instance – to fill the gap left by Sun.

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