Who is LANSA?
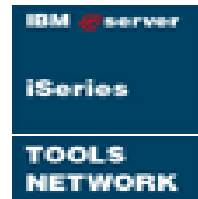
Al Grega

Director Business Development

Al.Grega@lansa.com

(631) 447-7586

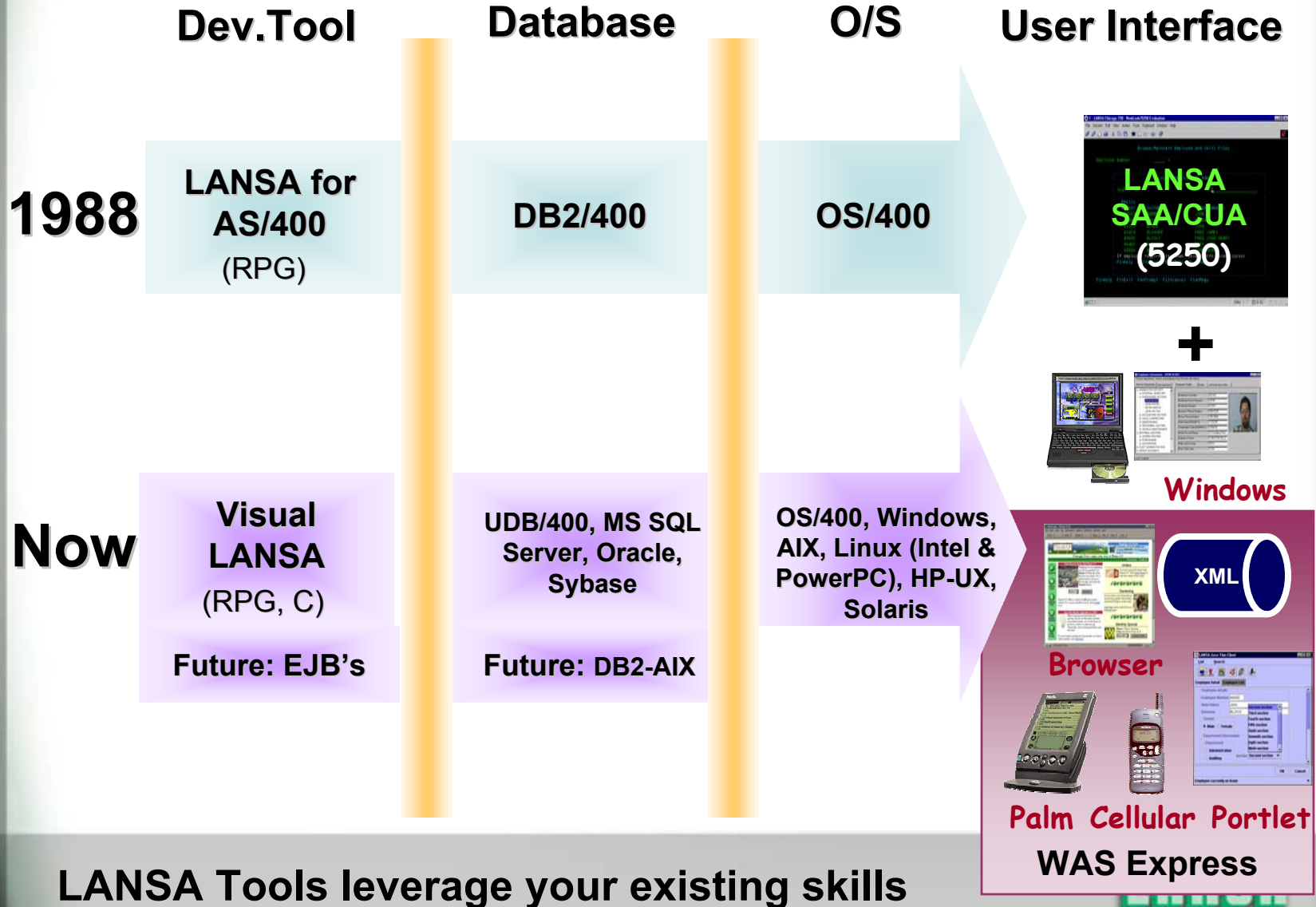# Agenda

- Company Overview
- Evolving Industry Drivers
- Server Consolidation
- WebSphere and LANSA
- Summary

LANSA

LANSA Company Overview

- In business for over 15 years
- Products: e-business/technology, integration solutions and application development tools
- 6600+ customers worldwide
- Distributed in 68 countries
- IBM Partnerships:
  - Partnerworld for Developers
  - Partnerworld for Software
  - Powered by WebSphere
  - Global Services Subcontractor
  - Global Finance Partner
  - Linux Leader Program
  - ISV Advantage Program
- Quick time to market with a strong ROI!

http://www.lansa.com

Perception vs. Reality

	Dev.Tool	Database	O/S	User Interface
1988	**LANSA for AS/400** (RPG)	**DB2/400**	**OS/400**	**LANSA SAA/CUA (5250)**
				+ Windows
Now	**Visual LANSA** (RPG, C) Future: EJB's	**UDB/400, MS SQL Server, Oracle, Sybase** Future: DB2-AIX	**OS/400, Windows, AIX, Linux (Intel & PowerPC), HP-UX, Solaris**	**XML** Browser Palm Cellular Portlet WAS Express

LANSA Tools leverage your existing skills

LANSA Product Lines

1. eBusiness Solutions:

Complete A2A & B2B Solutions

3. Application Development:

Highly Productive 4GL & Repository Development Tools

2. Technology Integration:

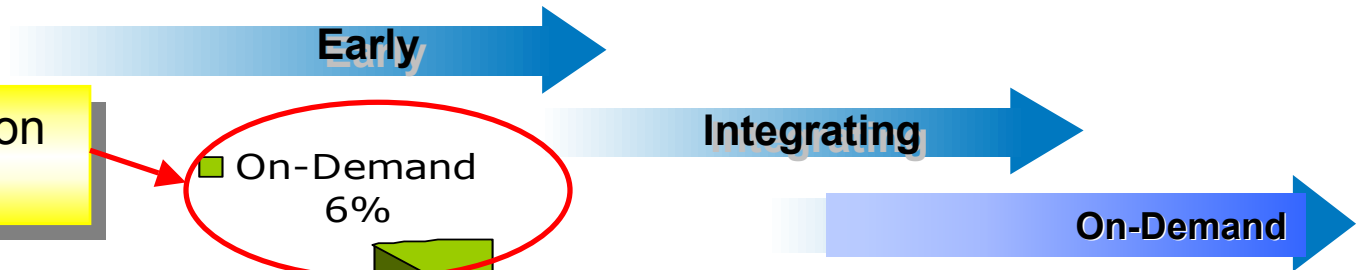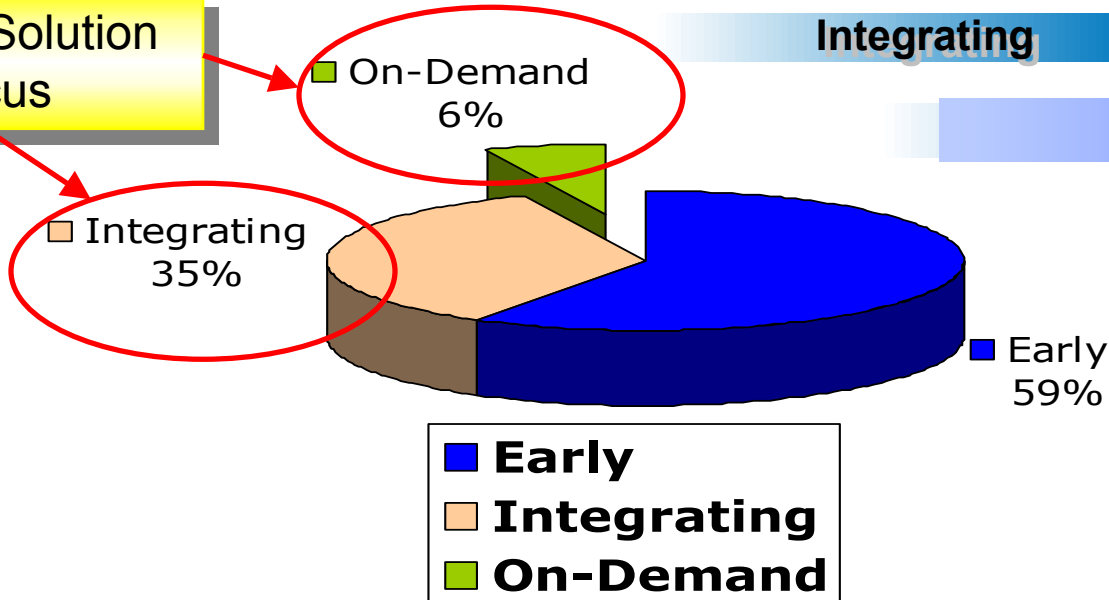*XML, Data Interchange & Java Services*

4. Data Access:

Query & Reporting Tools

LANSA

Business Integration Opportunity

States of ebusiness adoption

0	**I**	**II**	**III**	**IV**	**V**
Access	**Publish**	**Transact**	**Integrate Internally**	**Integrate Externally**	**Adapt Dynamically**

Early →

Integrating →

On-Demand →

LANSA Solution Focus

On-Demand
6%

Integrating
35%

Early
59%

Legend:
- **Early**
- **Integrating**
- **On-Demand**

Evolving Industry Drivers

Online Insurance, HIPAA

UCCnet & AS2

Covisint

Industry *IS* standardizing on XML & EDI-INT technologies

Industry Compliance

Solution	Industry	Install Base	SMB White Space
UCCNet Direct http://www.lansa.com/solutions/uccnet.htm	CPG, Distribution	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80-160 hours	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80-160 hours
AS2 Direct http://lansa.com/solutions/as2.htm	Retail Suppliers	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80 hours	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80 hours
Sell Side Direct http://www.lansa.com/products/commerceeditiondirect.htm	Mfg, Distribution (M2M Commerce)	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80 hrs (1ea. tx)	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80 hrs (1ea. tx)
Buy Side Direct http://www.lansa.com/products/commerceeditiondirect.htm	All (Procurement)	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80 hrs (1ea. tx)	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80 hrs (1ea. tx)
HIPAA Direct http://www.lansa.com/solutions/hipaa.htm	Health, Insurance	H/W: iSeries S/W: WAS Express Avg Services: 120-160 hrs	
Covisint (Services Engagement)	Auto Suppliers, Manufacturing	H/W: iSeries S/W: WAS Express Avg Services: 80-160 hrs	
Commerce Self Service http://www.lansa.com/products/commerceedition.htm	Mfg, Distribution	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80-160 hours	H/W: iSeries, xSeries, (p-4Q03) S/W: WAS Express Avg Services: 80-160 hours

LANSA

Business Integration Middleware
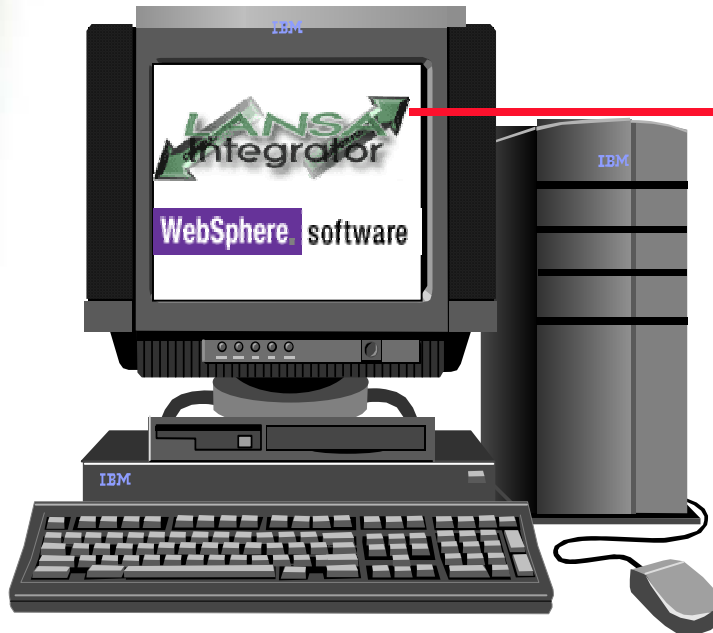
WebSphere Development Studio Client

Any File Type or Data

Any Trading Partner

Any Protocol
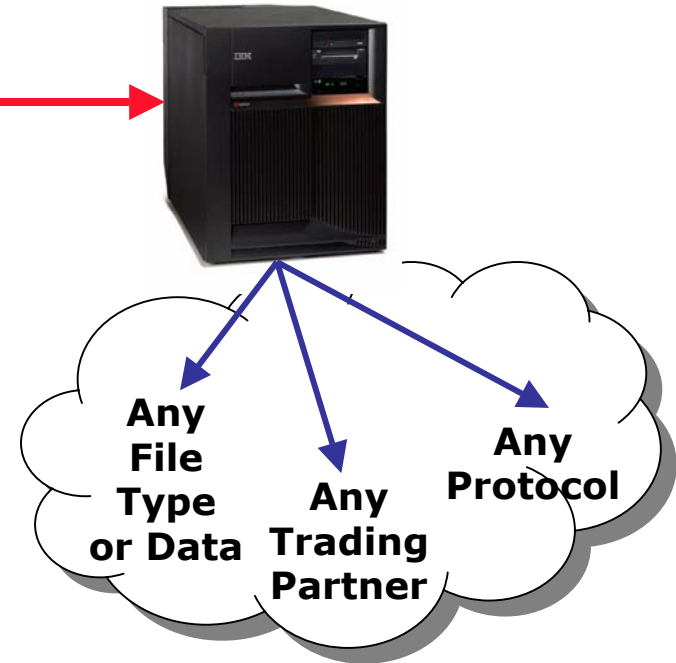
**LANSA Integrator**
- _**100% Java Services**_
- _**Integrated w/WebSphere Studio**_
- _**Works with WebSphereMQ**_
- _**Callable from RPG**_

LANSA

ERP Integration

mapics

daly.commerce
Application Plus

Friedman Corporation
f r o n t i e r

SAP

Spectrum

JD Edwards

MAC-PAC from TDCI

I.BS INTERNATIONAL BUSINESS SYSTEMS
ASW

DPS Tailored Technology
DPS/9000

BPCS

Direct

VAI

Custom Synon

Distribusmart
ERP Software for the distribution industry

Custom RPG

DMAS

Custom LANSA

JOBSCOPE software

NCS

LAWSON™

MIS **Spirit/2000**

CHAIN STORES SCM/400™

Matrix
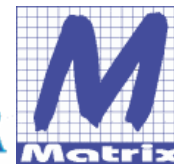
Geac

PRMS™

MODULAR SOFTWARE LTD.

JBA/System21

LANSA Solutions have been integrated with over 20 ERP Solutions

LANSA

ERP Mapping

Advanced ERP Mapping speeds ROI

LANSA Customers

Welcome to Crowley Foods.com

HELUVA GOOD QUALITY FOODS

Velda FARMS

Borden

- SAP
- 2,000 GTIN's

Giorgio FOODS INC.

NELSON

- Custom Cobol & Synon
- 12,000 GTIN's

- JDE One World
- lawn sprinklers, irrigation and landscape products

- JDE World Backend
- Electrical Fans

HUNTER SINCE 1886 Home >> /

Dean Dean Foods Company

- Lawson Backend
- Latino Foods
- 3,000 GTIN's

GOYA Family of Products

- BPCS, JDE, ROSS, etc.
- 50,000 GTIN's

http://www.lansa.com/casestudies

LANSA

LANSA ISV Partner Solutions

Solution	Industry	Install Base	White Space
Advanced Commerical Banking System (Alltel) www.acbs.com	Finance	H/W: iSeries	H/W: iSeries, pSeries
Distribusmart (CB Software) www.cbsoftware.com	Distribution	H/W: iSeries	H/W: iSeries
EGS (Lyles Data) www.lylesdata.com	Local Government	H/W: iSeries, xSeries	H/W: iSeries, xSeries
Home Healthcare (Dynax) www.dynax.com	Healthcare	H/W: iSeries	H/W: iSeries
IPMS, LMS IV (Rippe & Kingston) www.rippe.com	Legal	H/W: iSeries	H/W: iSeries
LMS ResNet, Showgate (IAD) www.iadusa.com	Travel, Hospitality	H/W: iSeries	H/W: iSeries
Route/Distribution Management (NCS) www.ncssuite.com	Route Trade Distribution	H/W: iSeries	H/W: iSeries, xSeries, pSeries
Strategic Motor Vehicle Systems (SBS) www.sbsusa.com	Auto (Dist. & Service)	H/W: iSeries	H/W: iSeries (xSeries in Development)
Timberline DMS (Timberline) www.timberlineconsulting.com	Fresh Food Distribution	H/W: iSeries	H/W: iSeries
System2000 for the Web (VAI) www.vaihome.com	Wholesale, Mfg, Retail	H/W: iSeries	H/W: iSeries

And many more solutions…
http://www.lansa.com/solutions/index.htm

LANSA

Server Consolidation

eServer iSeries

Partition 1	Integrated xSeries Card*	Partition 2
Firewall	LANSA On Demand Solution	Any ERP Solution
LINUX	MS Windows	OS/400

*This could also be an xSeries Server attached via the Integrated xSeries Adapter

LANSA

LANSA and Linux on iSeries

80% of our solutions have been deployed this way
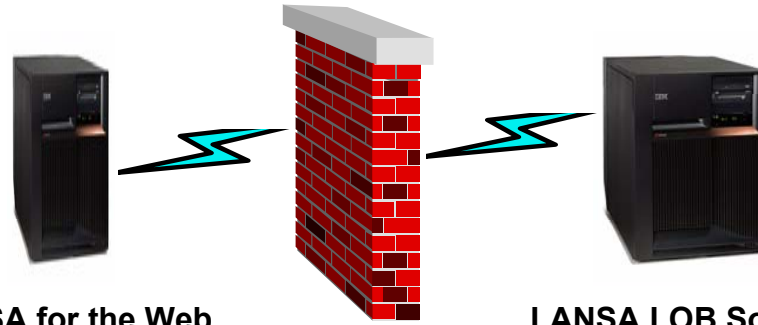
LANSA for the Web Edge Server

LANSA LOB Solution Legacy ERP

Now we can leverage iSeries LPAR and Linux

Partition 1	Partition 2	Partition 3
LINUX	LINUX	OS/400
L4WEB Edge Server	NetFilter	LANSA On Demand
>Web Serving<	>Firewall<	>LOB Solution<
WAS for Linux		Any ERP Solution

Internet

Corporate Firewall

LAN Adapter

LAN Adapter

Intranet
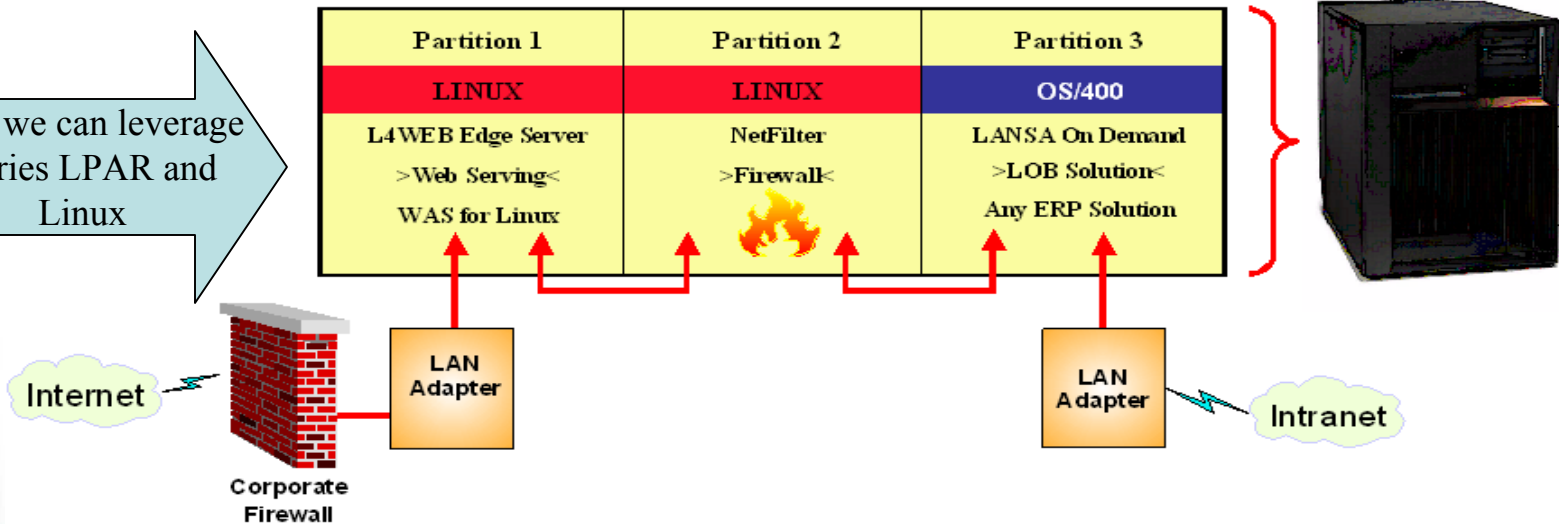
LANSA

WebSphere and LANSA

LANSA for the Web
- What is it?
  - Serves LANSA apps to Browser and Wireless Interfaces
  - New Linux based Edge Server support
- WebSphere Support: Runs with WAS Express
- SOD: Support WebSphere Portal Express

Visual LANSA
- What is it?
  - Complete IDE that deploys to 5 DB's and 6 Operating Systems (including PowerPC and Intel Linux versions)
- WebSphere Support: SOD Native EJB deployment

LANSA Integrator
- What is it?
  - Complete A2A and B2B Tool, callable from RPG
  - Connects any data anywhere using any protocol
- WebSphere Support: Full Linux Support
- Fully integrated with WebSphere Studio Workbench
  - Leverages WebSphere MQ

To quote Lou Gerstner, "We eat our own cooking"

LANSA

Learn More about LANSA

Date	Time	Location	Topic	Sponsor
Sept 25	9:00 am – 11:45 am EST	Sheraton Pittsburgh North, Mars PA	UCCnet Integration	IBM
Sept 25	1 pm – 2:30 pm EST	Webinar	LANSA and WebSphere	LANSA
Oct 1	1 pm – 2:30 pm EST	Webinar	Repository and RDML	LANSA
Oct 2	1 pm – 1:45 pm CST	Webinar	UCCnet Integration	LANSA
Oct 2	1:45 pm – 2:00 pm CST	Webinar	AS2 EDI-INT	LANSA
Oct 7	1 pm – 1:45 pm CST	Webinar	UCCnet Integration	LANSA
Oct 7	1:45 pm – 2:00 pm CST	Webinar	AS2 EDI-INT	LANSA
Oct 9	1 pm – 2:30 pm EST	Webinar	Revitalizing your LANSA Legacy Applications	LANSA

http://www.lansa.com/events/solutionseries.htm

LANSA

Summary

- **Tactical Industry Solutions**
  - On Demand turn key solutions for Industry Driven Initiatives:
    - UCCNet and AS2 EDI-INT (CPG, Retail)
    - HIPAA (Health)
    - Covisint (Automotive)
  - And more including LANSA Business Partner solutions…
  - Certified for WebSphere Application Server Express

- **Strategic B2B Middleware**
  - LANSA Integrator:
    - 100% Java services that integrate with any business using any protocol (SOAP-Web Services, AS2, WebSphere MQ Series, XML Parsing, XSL Transformation, FTP, HTTP, HTTPS, SMTP, and POP3) .
    - EDI-INT AS2 Certified (the Drummond group 2/28/03)
  - Integrated with WebSphere Studio Workbench (a.k.a Eclipse)

- **Rapid Cross Server Development and Application Migration**
  - Visual LANSA & LANSA for the Web: Develop native applications for 6 Operating Systems (OS/400, Windows, Linux, AIX, HP-UX, Solaris)
  - Deploy to any user interface (5250, Browser, Windows, Portal and Wireless)
  - Leverage in house skills to develop for multiple platforms, protocols and user interfaces without having to learn them all

LANSA

Solution Connection
Server Proven, ToolsNetwork

∧

September 25, 2003

Agenda

- eServer Solution Connection
- Server Proven
- Tools Network
- Contacts

What is Solution Connection?

- **A Guide to Solutions**
  - ▶ Website of ISV (and SWG) applications that run on IBM eServer hardware

- **Integrates**
  - ▶ ISV and SWG products to server clothing and differentiation
  - ▶ IBM and solution developer software solutions with valuable, timely and relevant ^ deliverables
  - ▶ ServerProven and Tools Network products with timely offers
  - ▶ With PartnerWorld, Global Solutions Directory, and Business Partner Connections

- **Used by**
  - ▶ Customers
  - ▶ Partners
  - ▶ IBM Sales Teams

eSC Home Page

Find enrolled eSC Solutions via:
  http://www.ibm.com/servers/solutions/finder

- **Search for solutions by:**
  - Solution Area
  - Technology
  - Geography
  - ServerProven
  - Company or Solution Name
  - Keywords
  - Industry (as of October)

- **IBM and ISV solutions that run on IBM**
  ∧

- **Techniques employed throughout the system to keep information accurate**
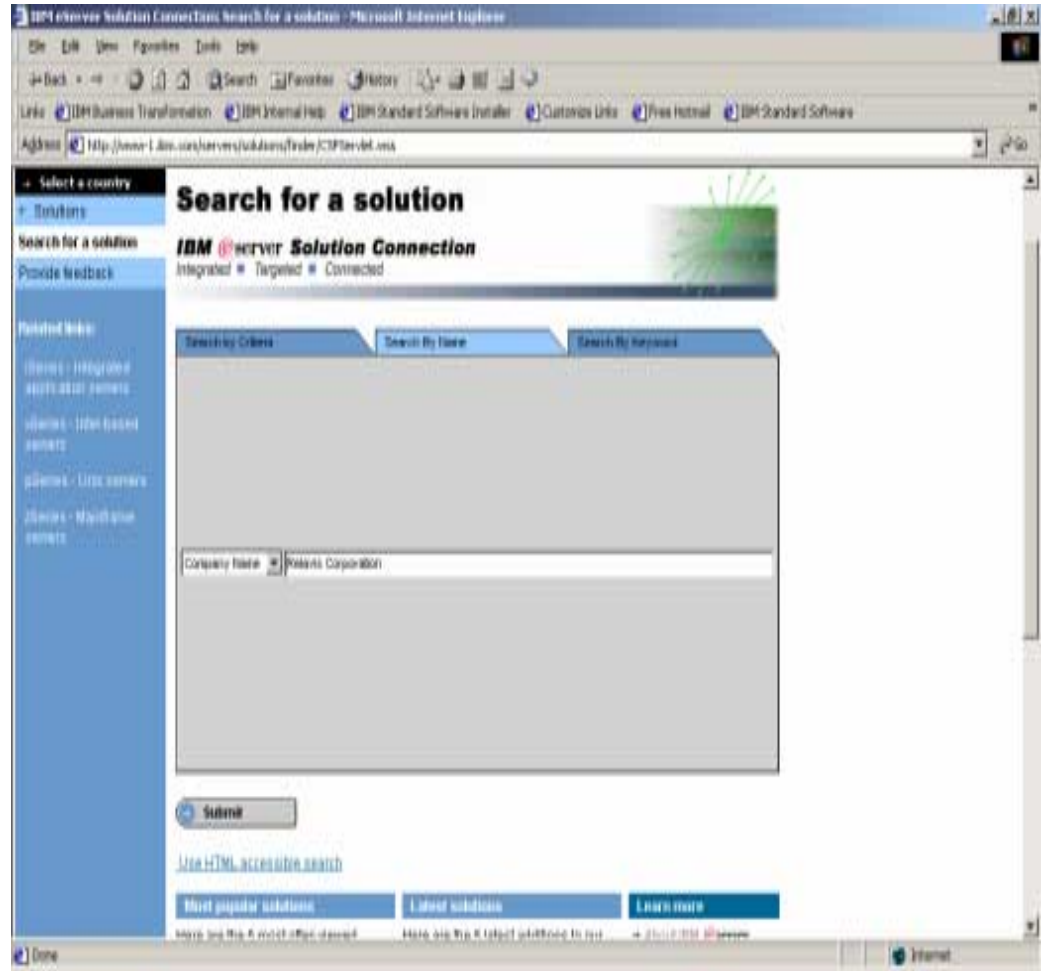
On-line Solution Search Results

Sales Linkages
1. Access to ISV and Sales Contacts

Free Customer Opportunities
2. Receive a Comprehensive Report
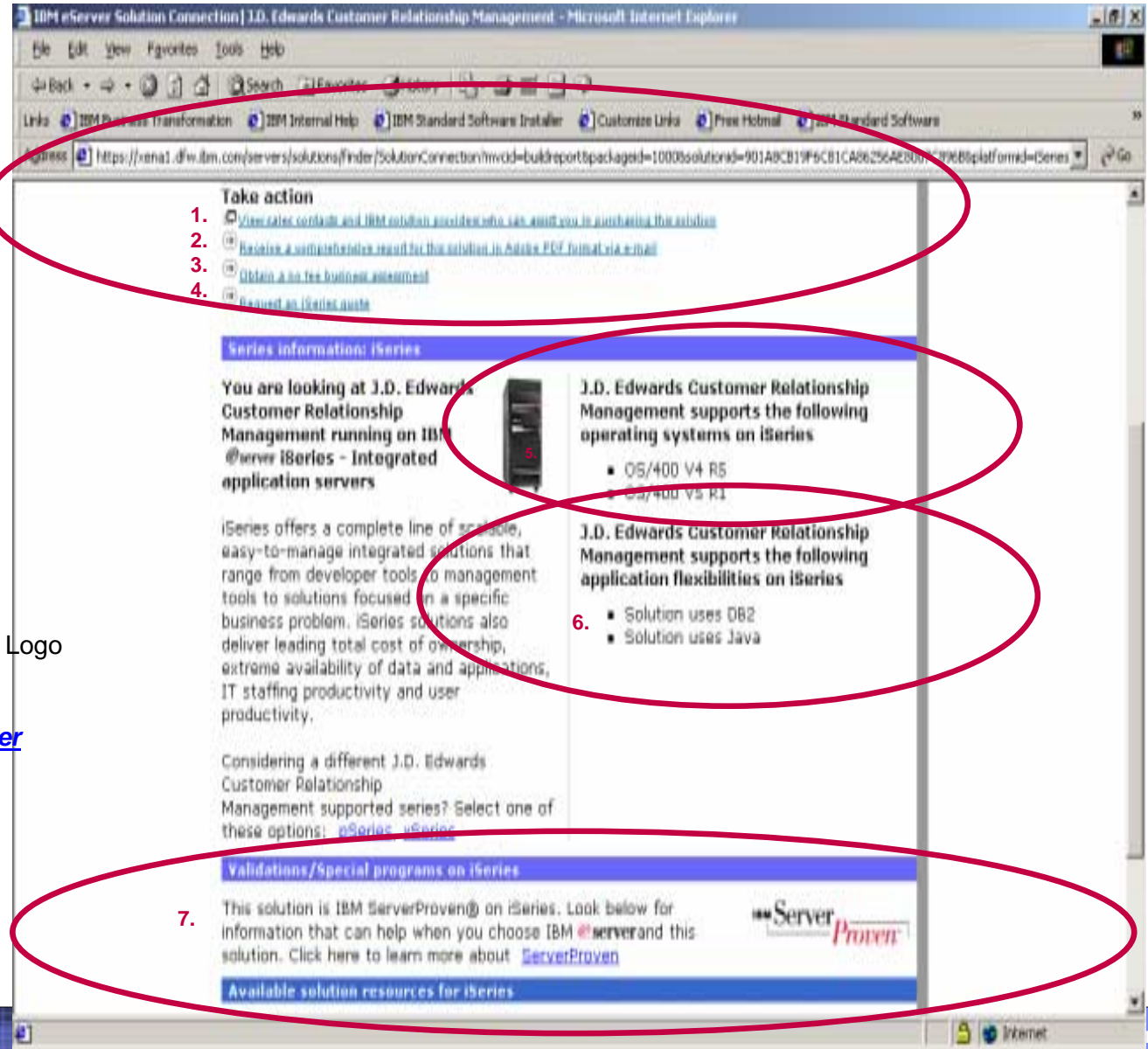3. A no fee business assessment
4. Request a series quote

Info captured during eSC enrollment
5. O/S information
6. Application Flexibility information

Special selling offers
7. Validated ServerProven ISV and SP Logo

www.ibm.com/servers/solutions/finder

Benefits of eSC, ServerProven and ToolsNetwork

- **To Customers**

    ▸ Access valuable IBM resources through easy-to-find solutions aligned with tailored IBM eServer resources

    ▸ Find software solutions to help solve specific business needs

    ▸ Find qualified solution providers that can help ease implementation

    ▸ Request solution value reports that assist in evaluating solutions and making a more informed solution decision

    ▸ Access to Server Proven offers and TN companion offers

    ▸ Find Server Proven solutions that have been successfully installed and utilized by customers in real-world environments on IBM ^

Providing Customers with Resources....

Allows customers to access different "types" of resources based on:

■ **Category**
- Sales Brochures, Sizing guides, Education Classes, Articles, Implementation guides, etc.

■ **eServer Series**
- Information about IBM servers that can help enable SW application (e.g. Performance Data, Reports, Quotes)

■ **Language:**
- Resources can be created once for multiple languages.

■ **Geography / Country**
- NA, EMEA, and AP

* Resources kept current through an automated expiration process

Available solution resources for iSeries

↓ Benchmarks and Performance (2)   ↓ Education (8)   ↓ Resources to help evaluate this solution (20)
↓ Contacts and Sales Resources (10)   ↓ Offers (6)
                                       ↓ Press and Events (6)   ↓ Services (6)
↓ Customer Success (4)   ↓ Sizing and Planning (10)

IBMer - Resources for IBMer use only
Solution - Resources which are specific to this solution
SP - ServerProven resources which can enhance your overall solution implementation

Benchmarks and Performance

Benchmark   Solution IBM *e*server iSeries and J.D. Edwards-Xe HTML Reach New Heights   info
Benchmark demonstrates outstanding scalability of iSeries and OneWorld Xe

→ Visit this site

ServerProven   SP J.D. Edwards and IBM partner to provide customers with a stable and reliable solution

→ View this item

Contacts and Sales Resources

Contact Information   Solution IBMer Contacts: IBM America's Sales teams for J.D. Edwards info
the comprehensive list of IBM sales resources

→ Download this document   IBM's Americas Sales Teams for JD Edwards.pdf (81K)

Solution IBMer J.D. Edwards Alliance contact Information   info
List of key contacts for IBM and J.D. Edwards alliance

→ Download this document   Contact Information.pdf (203K)

Solution IBMer J.D. Edwards Contact Information   info
Worldwide locations to serve you locally!
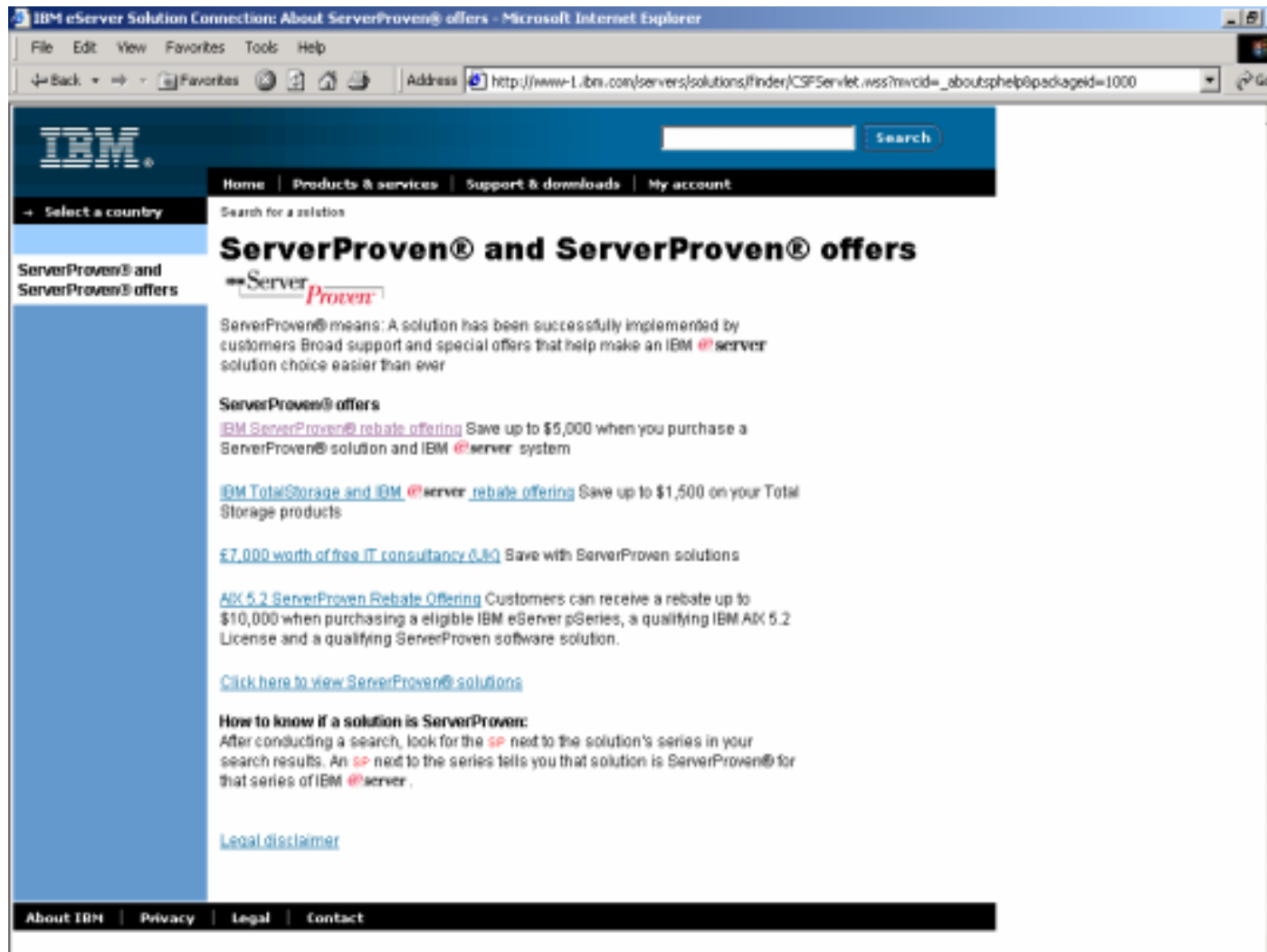
→ Visit this site

ServerProven

■ Logo Program

▶ ServerProven logo program for ISV's to use in their own marketing activities - linking back to eServer Solution Connection

■ Proven Solutions

▶ Customer access to mutual success stories (Server Proven Customer Experiences) validated by IBM, highlighting deployment of applications running on IBM eServer platforms

■ Targeted Offers

▶ Access to special offers designed to help customers reduce total solution cost, to motivate customer buying decisions and to demonstrate IBM's support for the ISV community when purchasing a Server Proven software solution and an IBM eServer.

ServerProven Offers

Tools Network

- Tools Network is a recognized set of application development and systems management tools that are in use today on IBM eServers.

- All tools in Tools Network are Server Proven

- These tools are easy to find by searching for them in eSC

- Tools ISV's can offer special TN Companion Offers to their customers, increasing their sales!

- Currently, 217 ISVs are members of Tools Network: 194 iSeries; 46 pSeries; 47 xSeries, and 28 zSeries.

Contacts

Contact Information

- Denise Chapman
  eSC Member Services
  chapman@us.ibm.com

- Jonathan Caplan
  ServerProven Program Manager
  jcaplan@us.ibm.com

- General Program Questions
  proven@us.ibm.com

- eSC Home Page
  http://www.ibm.com/servers/solutions/finder

Domino News - September 2003

Jelan Heidelberg, ISG Business Development Manager
for Lotus

jcheidel@us.ibm.com 1-612-397-2593

IBM

Multiple Options for Lotus Customers Today

Domino 6.5: client focused

6.5   6.5.x??   6.5 x ?? ⟶

Domino 6: server and TCO focused

6.0   6.0.1   6.0.2   6.0.3   6.0.x ?? ⟶

R5 was huge release: client and server

5.0.10   5.0.11   5.0.12   5.0.1x ?? ⟶

| 1Q 2002 | 3Q 2002 | 1Q 2003 | 2Q 2003 | 3Q 2003 |

V5R2 is the last OS/400 release that will support Domino R5
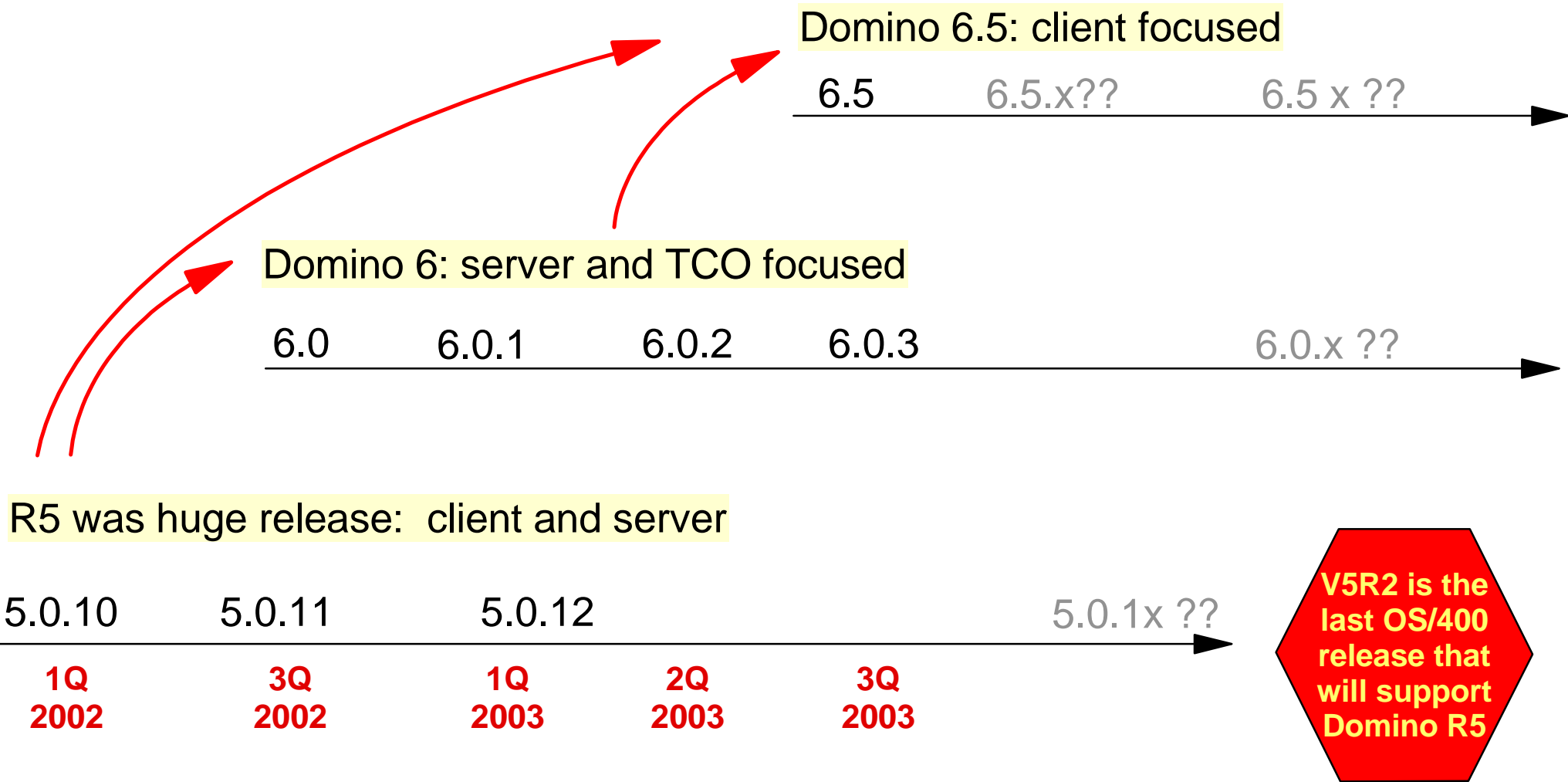
All this cool stuff... plus the potential to reduce TCO!!!

◆ The productivity enhancements in Domino 6 really do add up

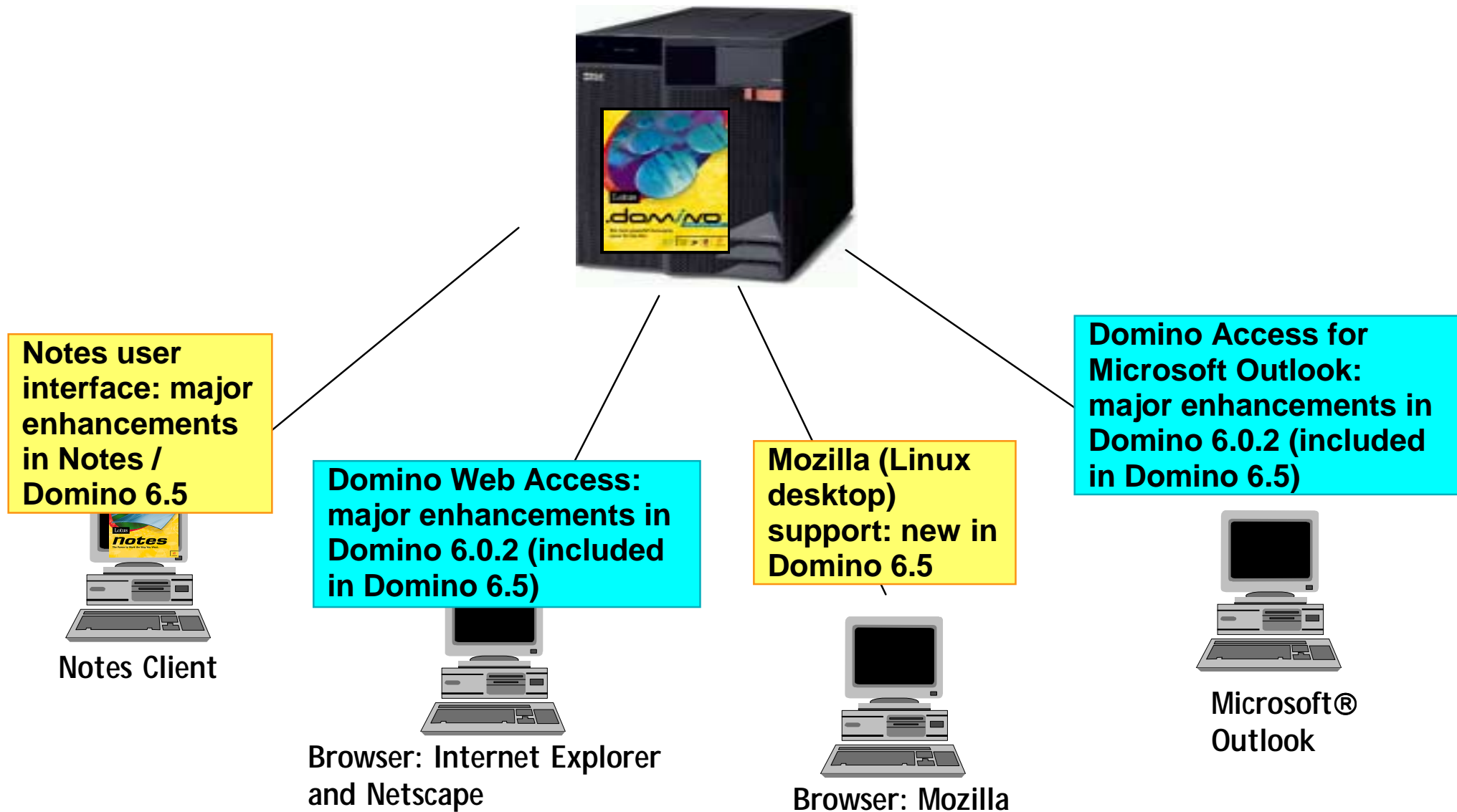| Area of Potential Savings *	Est. savings per month (USD) **
Lower network bandwidth costs	$8.00
Less administration with server consolidation	$1.00
Lower end user support costs	$.90
Reduced future upgrade costs	$.70
Less downtime with preventive failure monitoring	$.25
Increased user productivity with UI enhancements	$2.00
Increased availability by improved fault recovery	$.50
Total savings per user per month*	**$13.35**

◆ The larger the enterprise, the larger the potential savings

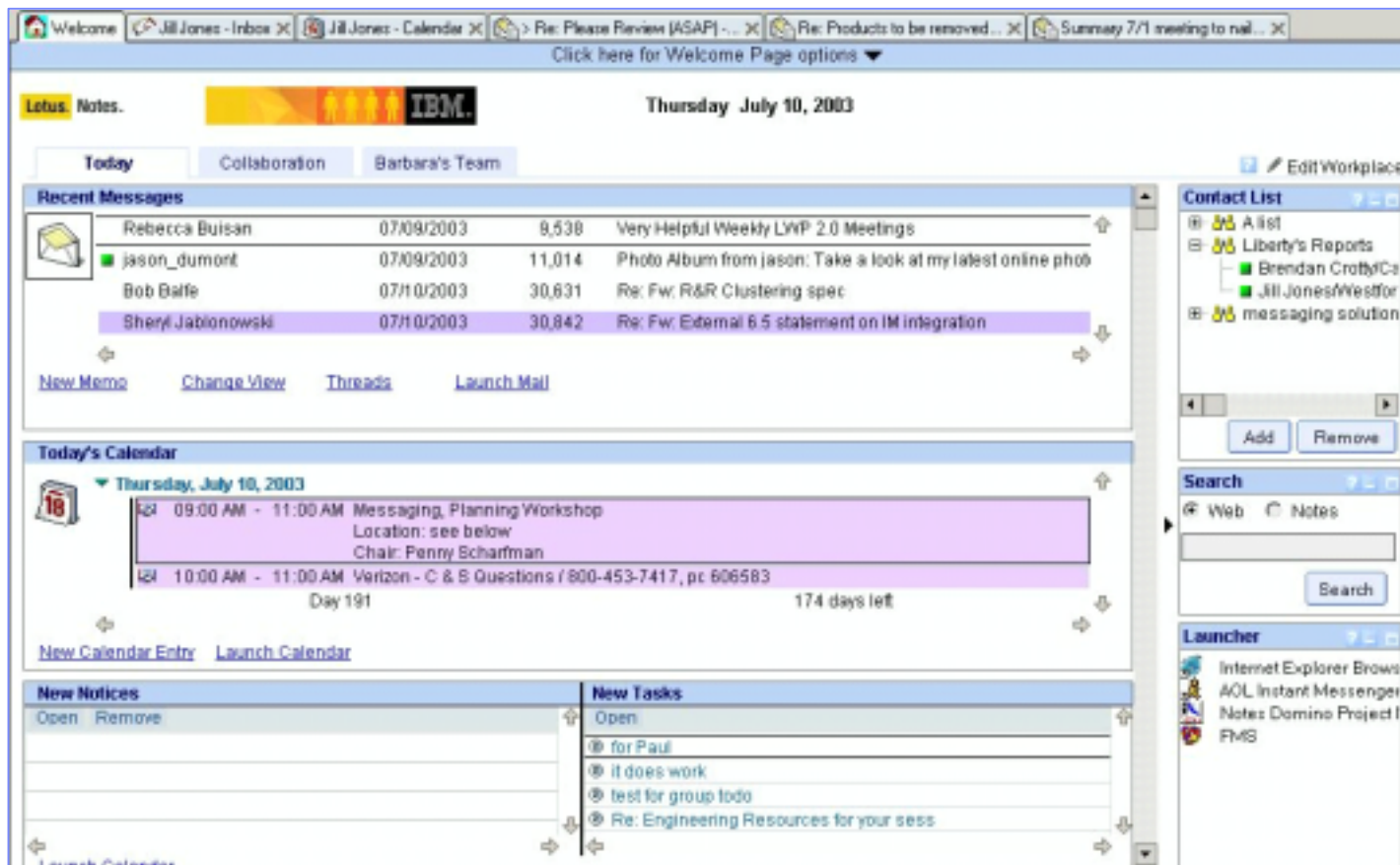| Number of Users	Potential Annual Savings (USD)
500	$80,100
1,000	$160,200
2,000	$320,400
5,000	$801,000
10,000	$1,602,000
15,000	$2,403,000
20,000	$3,204,000

* Source: Ferris Research "The Cost Savings of Upgrading to Notes/Domino 6" Oct 2002 www.ferris.com (password required)

** Note: estimated savings shown here represent middle ground within range of savings described in the report.

Support for multiple clients: flexibility

Notes user interface: major enhancements in Notes / Domino 6.5

Notes Client

Domino Web Access: major enhancements in Domino 6.0.2 (included in Domino 6.5)

Browser: Internet Explorer and Netscape

Mozilla (Linux desktop) support: new in Domino 6.5

Browser: Mozilla

Domino Access for Microsoft Outlook: major enhancements in Domino 6.0.2 (included in Domino 6.5)
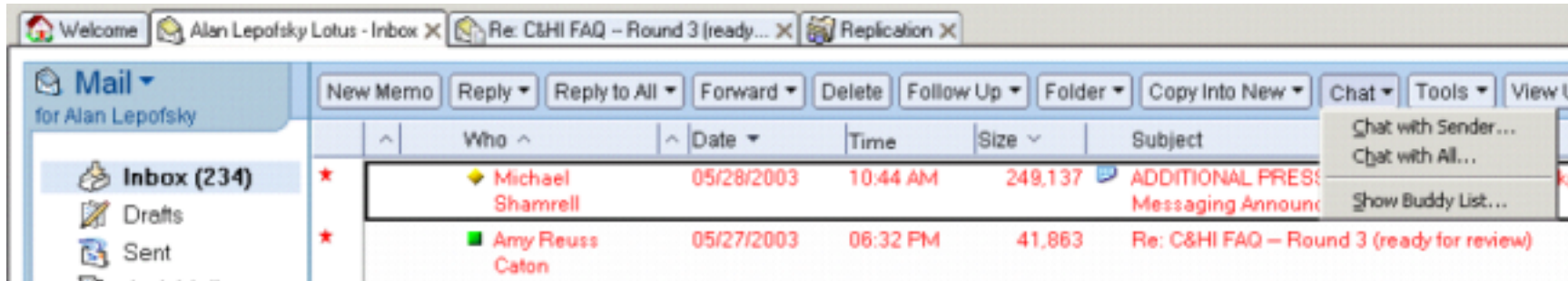
Microsoft® Outlook

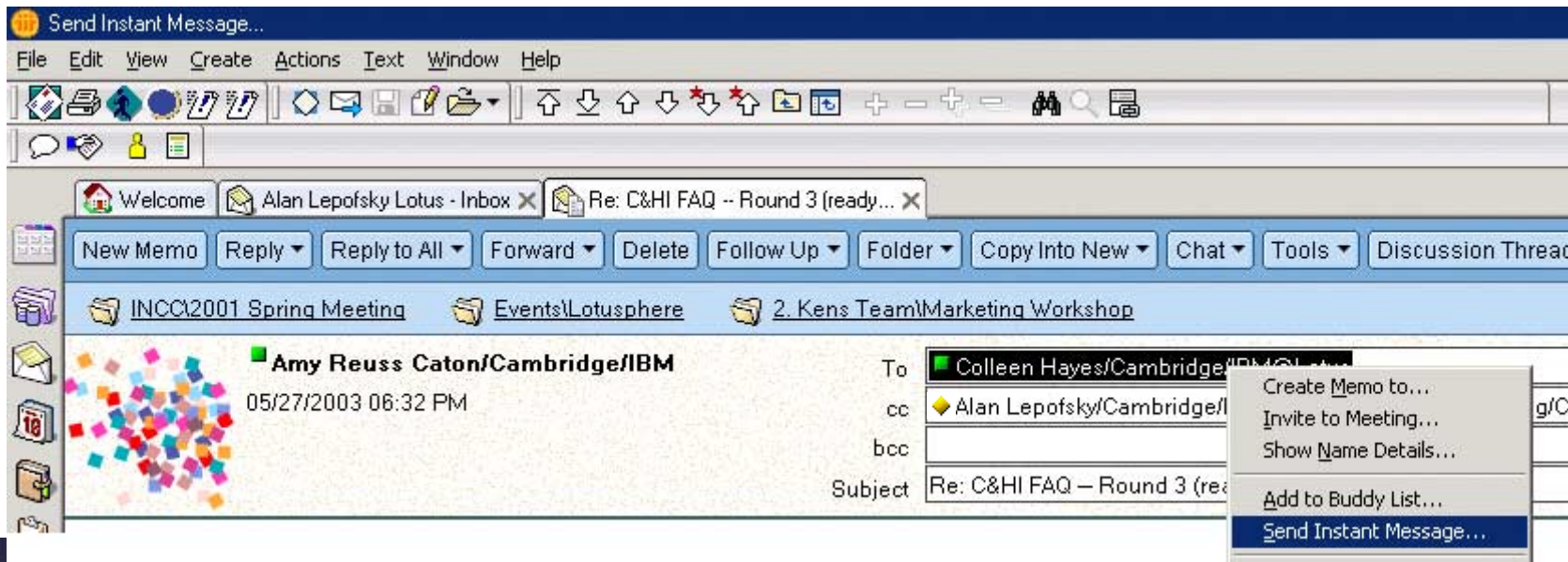# Notes 6.5 Builds on the Success with an Enhanced Interface

IBM Instant Messaging Integration

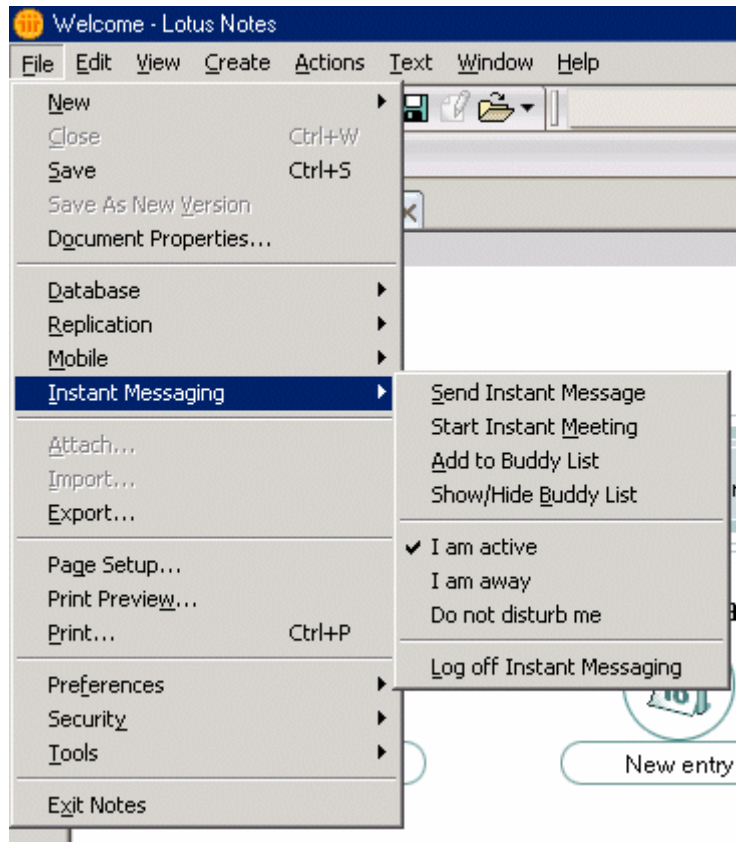**Awareness integration at the view / folder level**

Awareness integration at the form level

IBM Instant Messaging Integration

Instant messaging menus

Instant messaging toolbar

- ◆ Send instant message
- ◆ Start instant meeting
- ◆ Add to buddy list
- ◆ Show or hide buddy list

- ◆ Requires Sametime license
- ◆ Remember, Enterprise Edition includes 100 licenses

Domino 6.5: iSeries Enhancements

Multi-versioning support

- ◆ Single LPAR
- ◆ Supports Domino 6.5 and Domino 6.0.3
- ◆ From these version <u>FORWARD</u>
- ◆ Not retroactive to earlier Domino releases

Access to non-DB2 relational databases

- ◆ Customers have asked for this
- ◆ Oracle, Sybase, etc.
- ◆ Uses normal integration options:
  - ▸ @db commands; LEI; LotusScript
- ◆ Doesn't require JDBC coding

ibm.com/eserver/iseries/domino

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AS/400	IBM	OS/400	zOS
e(logo)server	IBM Logo	WebSphere	zSeries

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To order LPs use the same LP ID that was used for the AS/400.