Open for VSe-business™

Integrating VSE/ESA into the e-business Enterprise

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Topics

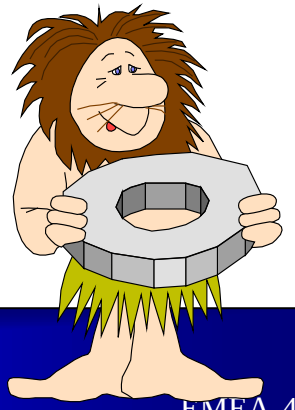
- *Intelli*Ware's focus
- Why e-business, and why on S/390?
- A roadmap to e-business
- *Intelli*Ware--Open for VSe-business

Our Key is our Focus

"IntelliWare is focused on the needs of the worldwide VSE customer base. We continue to expand our partnerships, products and services to provide a single point of contact for all of our VSE clients' needs. Our unique focus makes the difference."

Our Key is our Focus. . .

- We focus on our VM and VSE customers, not any particular hardware, software or service
- We create wherever we can, and we partner to bring the best solutions
- We are focused on “completing the picture” for VM and VSE, so there’s one place to turn for everything you need
- We remain independent in our choices



Our Key is our Focus...

- Our focus has been rewarded by your business
- ISI recognized as one of the “Fastest Growing Private Companies in the U.S.” by Inc. Magazine
- In our 10th year of being the exclusive worldwide provider of VM/VSE products and services
- Achieved IBM Premier Business Partner Status in 1999 – Top 3% of all Business Partners

Our Focus is on *Your* Needs

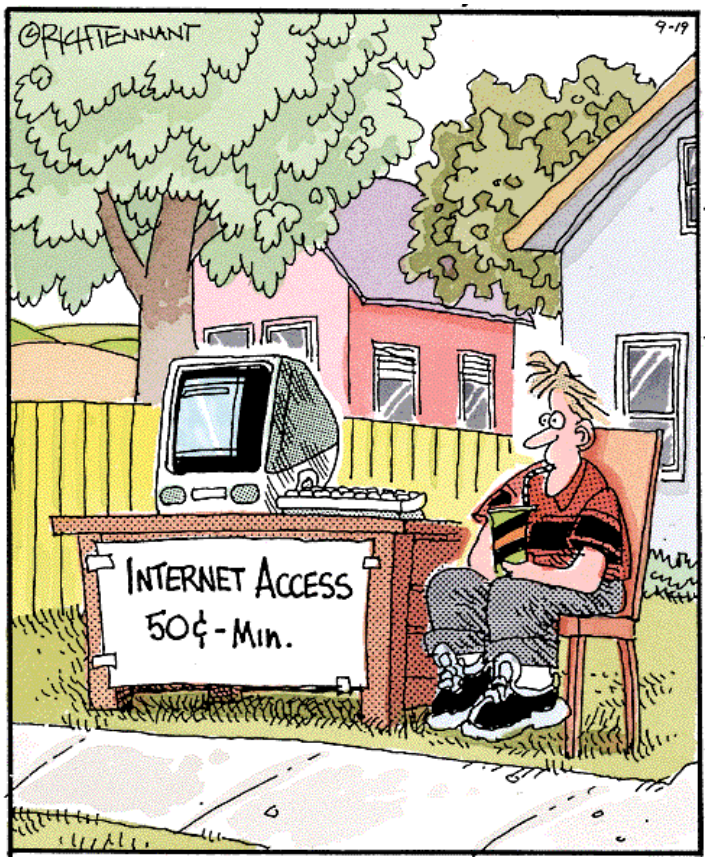
- Focused on delivering total e-business solutions for the VSE/ESA environment
- Native, 2-tier environment for best functionality, manageability, and reliablity

Open for VSe-business™

http://www.vsebusiness.com

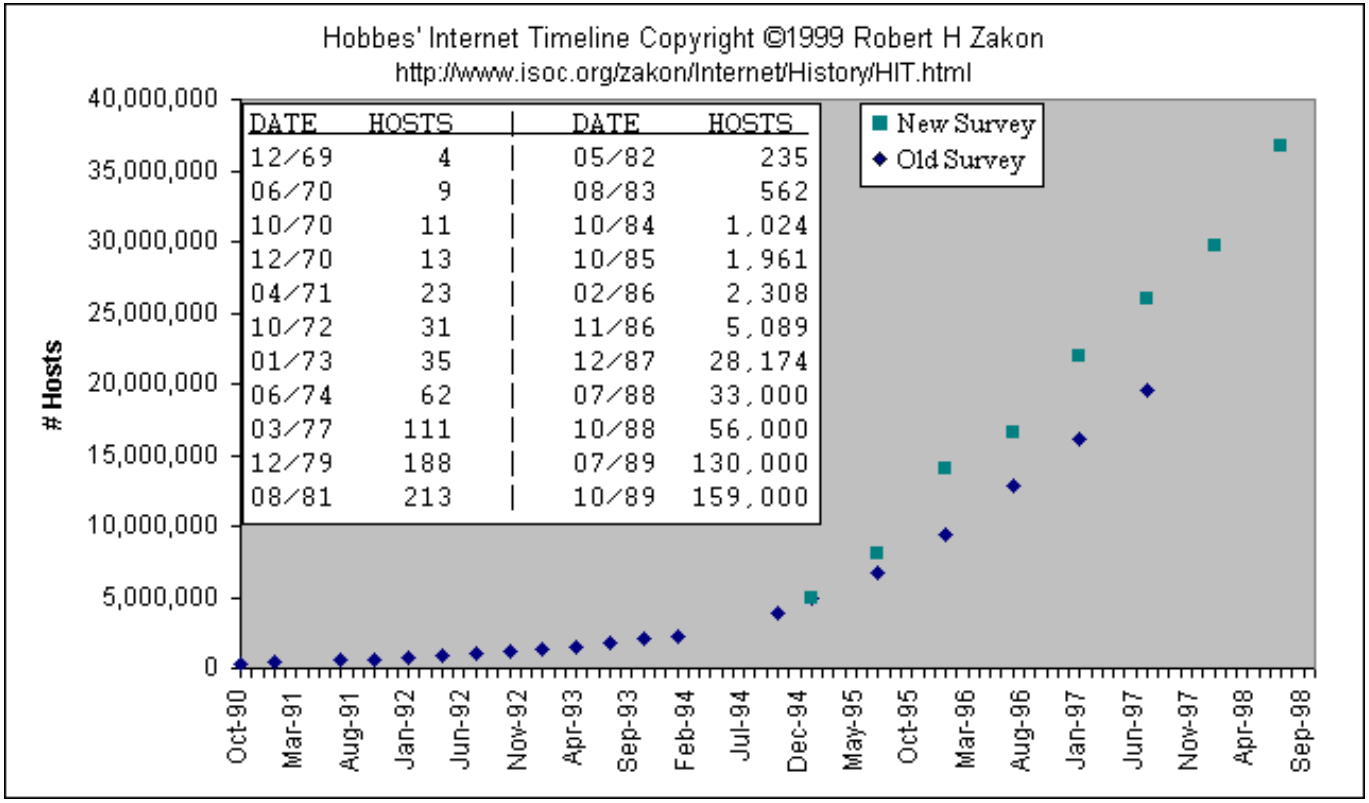
Why e-business?

- Internet usage continues to grow dramatically
- Email, web, newsgroups embraced worldwide
- Information for everyone!



Why e-business?...

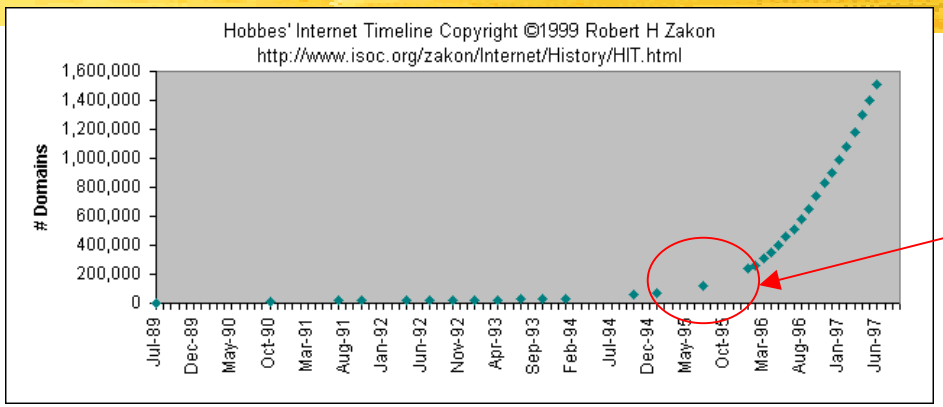
- Internet experiences exponential growth



DATE	HOSTS	DATE	HOSTS
12/69	4	05/82	235
06/70	9	08/83	562
10/70	11	10/84	1,024
12/70	13	10/85	1,961
04/71	23	02/86	2,308
10/72	31	11/86	5,089
01/73	35	12/87	28,174
06/74	62	07/88	33,000
03/77	111	10/88	56,000
12/79	188	07/89	130,000
08/81	213	10/89	159,000

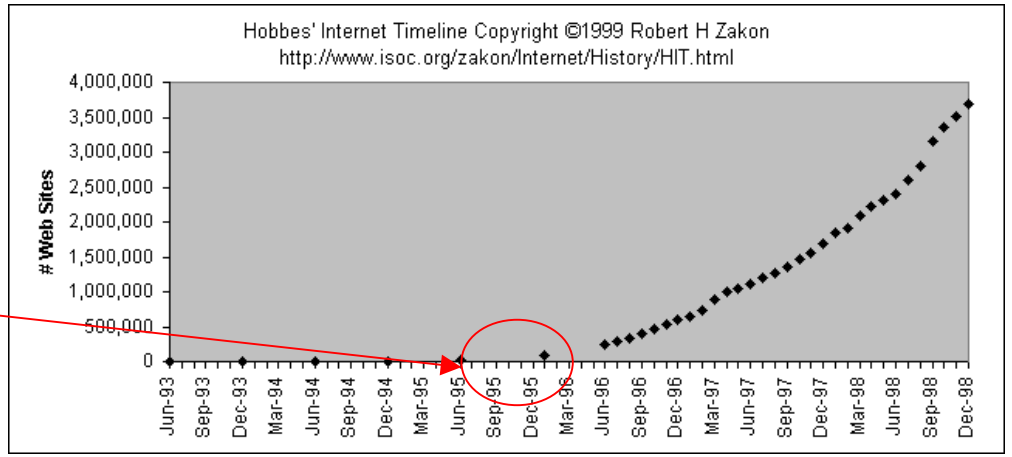
Number of Internet Hosts

Why e-business?...



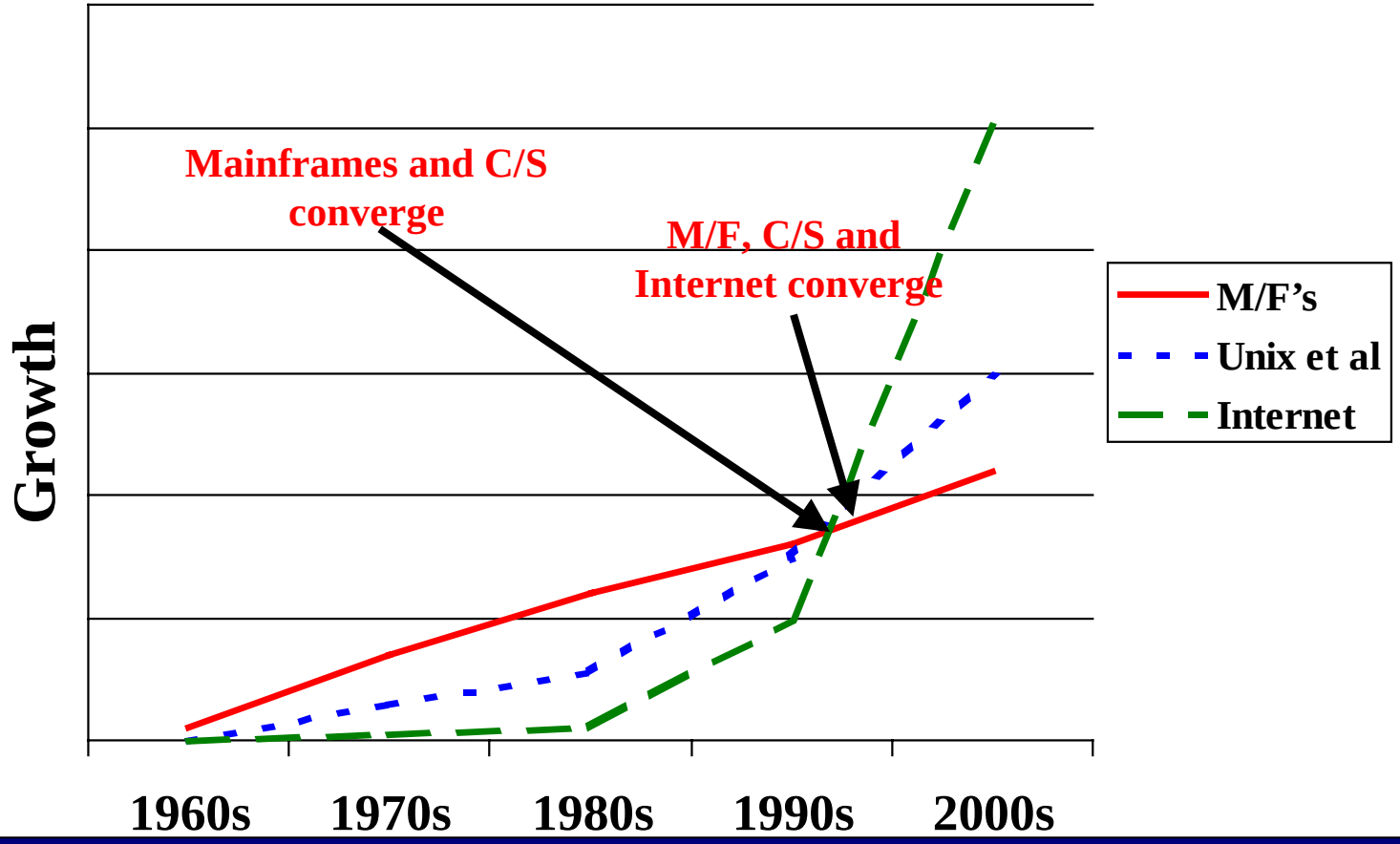
Number of Domains begins to climb in late 1995

Total # of Web Sites begins to climb in mid 1996



Evolution of business computing…

- Convergence of technologies=e-business



e-business--an evolution of process

- What is e-business?

  "e-business is any activity that connects critical business systems directly to their critical constituencies (customers, employees, vendors and suppliers) via intranets, extranets and over the world-wide web"

The role of S/390 and VSE/ESA…

- Levels of Availability

Class of 9's	Outage time	Cost Estimate	Examples
99.999%	5 min/year	$9,000	
99.998%	10 min/year	$18,000	S/390 Parallel Sysplex
99.9%	8.9 hrs/year	$961,000	S/390 Single System
99.73%	23.6 hrs/year	$2,548,000	UNIX
97.44%	224.5 hrs/year	$24,246,000	Windows NT

Gartner Group Measurement Analysis
Study indicated avg. cost of $36000/hour unscheduled downtime

The role of S/390 and VSE/ESA…

- S/390 security advantage
  - Network Level Security
  - System Level Security
  - Transaction Level Security
  - CMOS Cryptographic co-processor provides functions without using cycles

VSE/ESA e-business--a Roadmap

- Many different solutions available
  - VSE/ESA 2.5 e-business connectors
    - Provide critical access via current-skill set (Java, EJB etc.)
    - Can be used to integrate robust application support running on other platforms
    - Can be used to write new functions executing on other platforms
    - WebSphere e-commerce on multiple platforms
  - Linux/390 is another initiative that will deliver readily available applications --- connected to VSE/ESA 2.5

VSE/ESA e-business solutions…

- Aim is to provide *access* to legacy data through a common, universally accepted interface

"Oracle's CEO touts new vision"

"…It's crazy, but we're all doing it. Oracle is the #1 supplier of client/server software in the world. It doesn't work very well. And by the way, we do it better than anyone else….

…The browser can be a universal viewer into all applications. The economic benefits of that can be overwhelming."

"You can't run your business on client-server. Internet ready is the only way to go."

"Fall back in love with the mainframe – it is the only platform capable of sustaining the challenging workload of robust e-business systems."

--Larry Ellison, Chairman and CEO - Oracle

"Those who work with a lot of information in a variety of places on a computer don't have to have a schizophrenic view of the world and behave differently according to where the information is coming from…"

-- Paul Maritz, Microsoft Group Vice President

Our Focus is on *Your* needs

- Focused on delivering total e-business solutions for the VSE/ESA environment
- Native, 2-tier environment for best functionality, manageability, and reliablity

Open for VSe-business™

http://www.vsebusiness.com

To be *Open for VSe-business*, you need

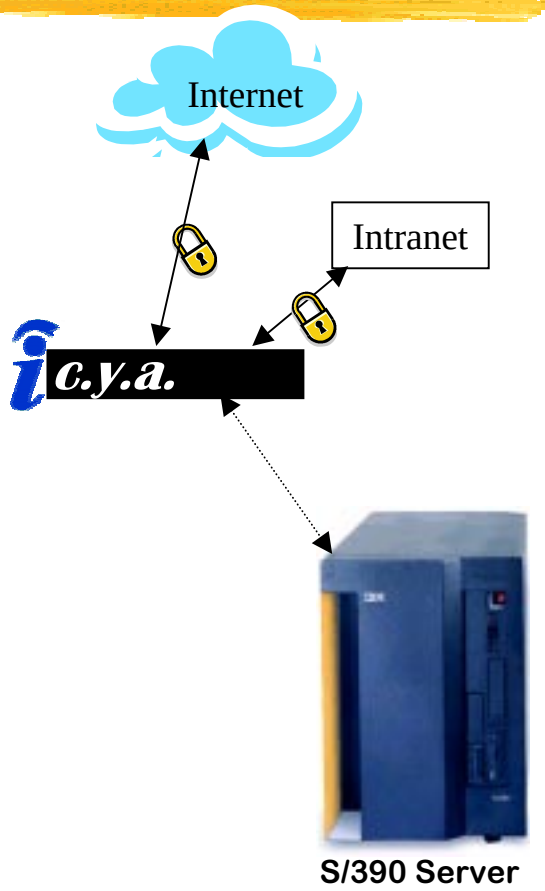
VSe-hardWare

- And only ISI has the options
  - New *i*c.y.a. Network Security Appliance
  - New IBM Netfinity based *i*Frame S/390 capable servers
- And the qualifications
  - IBM Premier Business Partner
    - Top 3% of all IBM Business Partners

VSe-hardWare™

IntelliWare's i c.y.a.™ Network Security

- New announcement made 31 May, 2000
- ISI's **C**ontrol **Y**our **A**ccess Network Security Appliance
- Turnkey, plug-n-play security solution for S/390 users
- Provides SSL and TLS secure access
- Up to 168 bit, RSA approved encryption / decryption
- Secure Web traffic makes VSE/ESA ready for e-business
- Available in ethernet or token-ring
- Delivered completely configured for your network
- International Power Capable
- 90 day warranty – extended maintenance available



RSA SECURED

IntelliWare SYSTEMS, INC.

Open for VSe-business™

VSe-hardWare™

IntelliWare's new iframe™ solution

Powered by FLEX-*ES*™

- Integrated, low-cost, scaleable solution
- Dramatic processing growth at aggressive prices
- Intel-based IBM Netfinity hardware, powered by Fundamental Software's Flex-*ES*™
- 5 models: *i8*, *i14*, *i20m*, *i30m*, *i40m*
- Model *i8* qualifies for low-cost ESL pricing
- VM, VSE or OS/390 pre-packaged solutions
- Complete turnkey → hardware, software, installation and maintenance

IBM Premier Business Partner

VSe-hardWare™

IntelliWare's new iframe™ solution

- Dependable IBM hardware
- Dependable IBM maintenance
- Fills the gaps up to MultiPrise 3000 H30 (estimated at 60 mips)
- Tremendous performance, economical price
- Flexible configurations, channels, memory
- Multi-image support (LPAR similar)
- Intel ensures future improvements

IBM Premier Business Partner

To be *Open for VSe-business*, you need

VSe-softWare

- And only ISI has the options
  - Web/VSE®-*Host*
  - Web/OS390-*Host*
  - Web/Host-*Enterprise Edition*
- And the qualifications
  - The only consistent provider of interface software for over 6 years

*Intelli*Ware's Web/VSE-*Host*

Web/VSE-Host: Access VSE Applications from Anywhere™

- Access CICS, or any application from VSE
- Provides instant access to any 3270 based application
- No changes required in applications
- GUI enhancements can be made to any existing application, including CICS, dynamically using new WebScreen™ interface

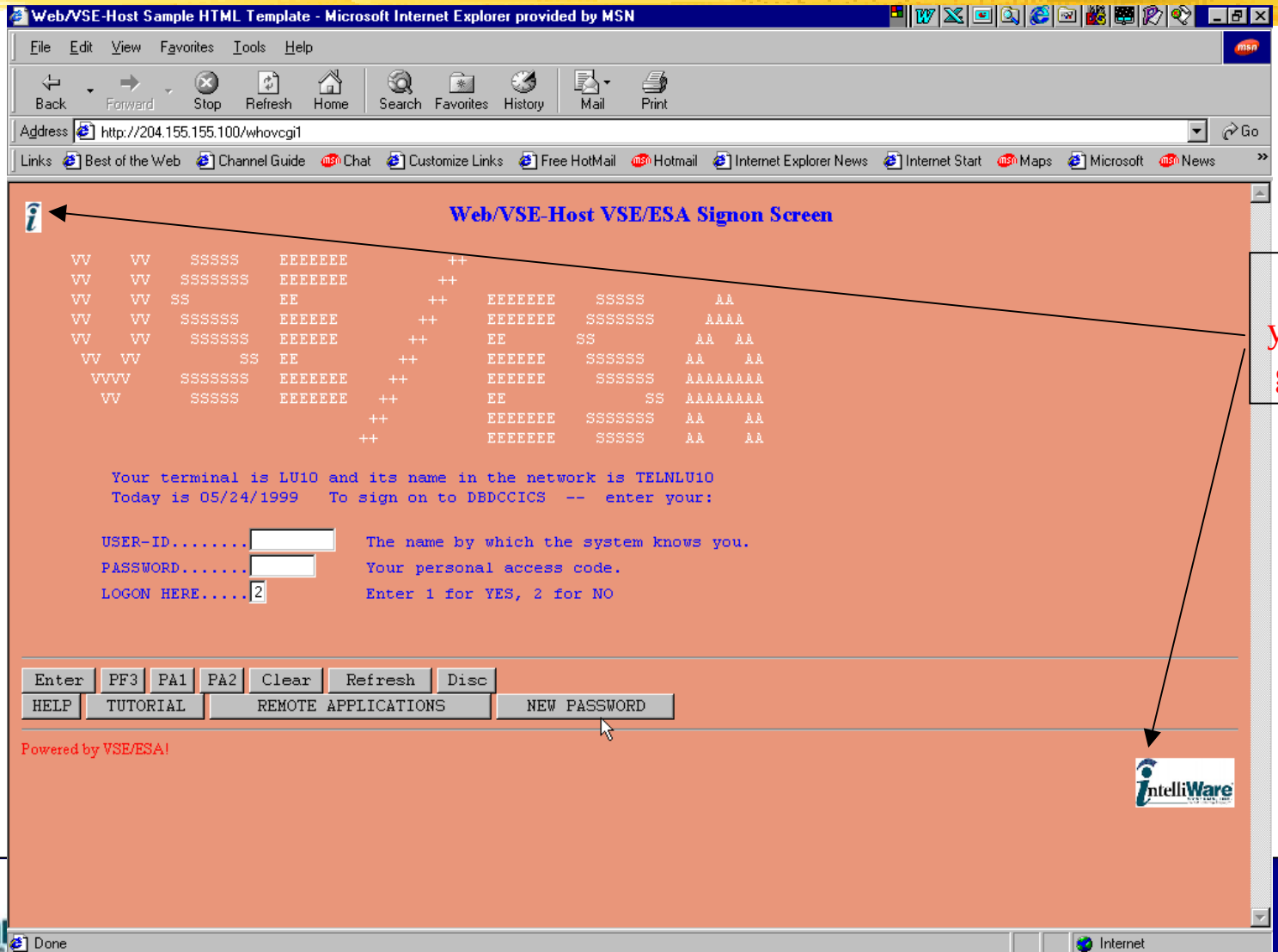
*Intelli*Ware's Web/VSE-*Host*

Web/VSE-Host: Access VSE Applications from Anywhere™

- WebScreen Interface
  - Dynamically re-engineer 3270 screens
  - Include graphics, backgrounds based on each screen
  - Provides a "template" function for changes that filter down
  - Define hyperlinks for Pf-Keys, data input, etc.

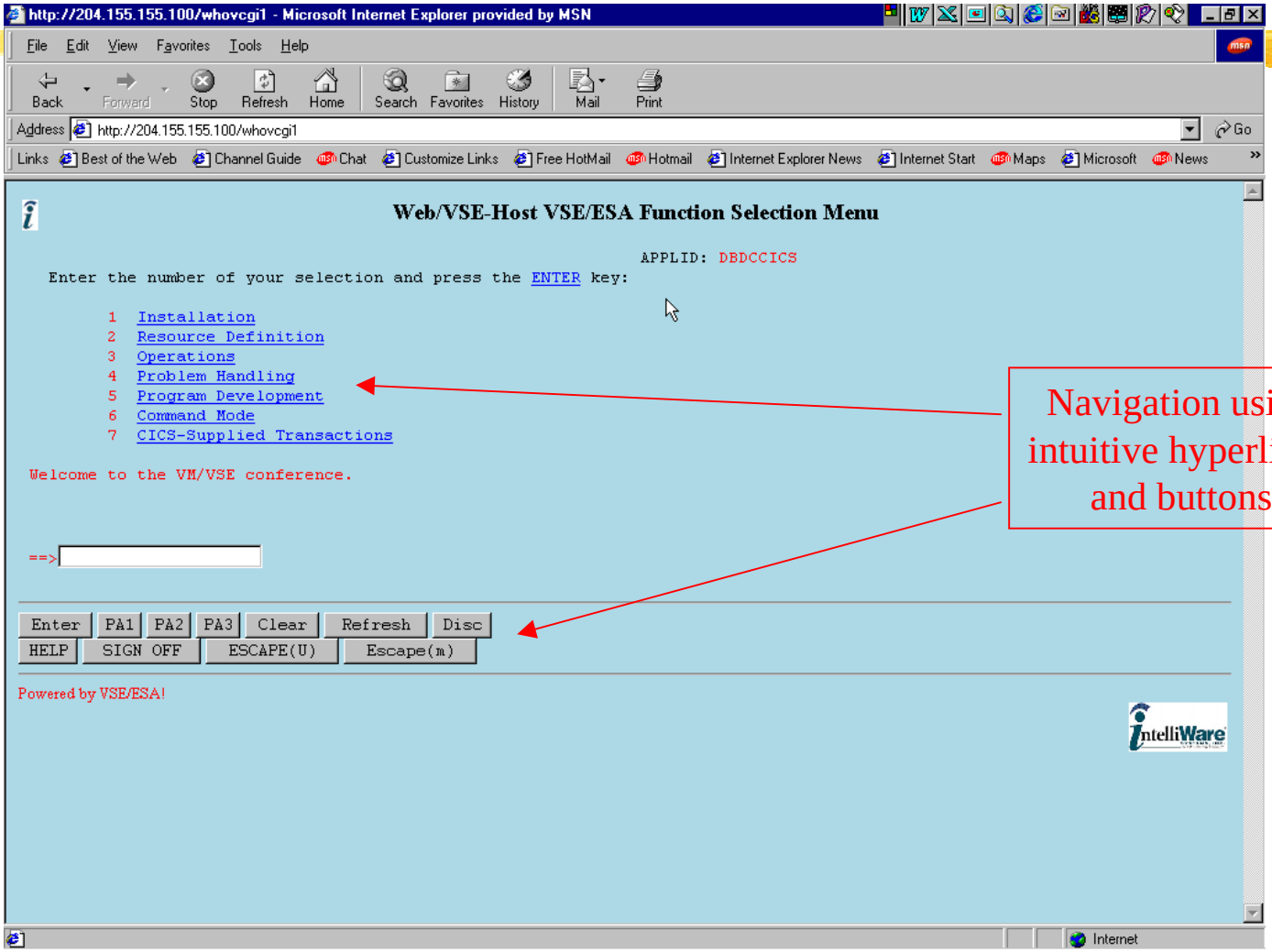
VSe-softWare™

*Intelli*Ware's Web/VSE-*Host*



Include your own graphics

*Intelli*Ware's Web/VSE-*Host*



Navigation using intuitive hyperlinks and buttons

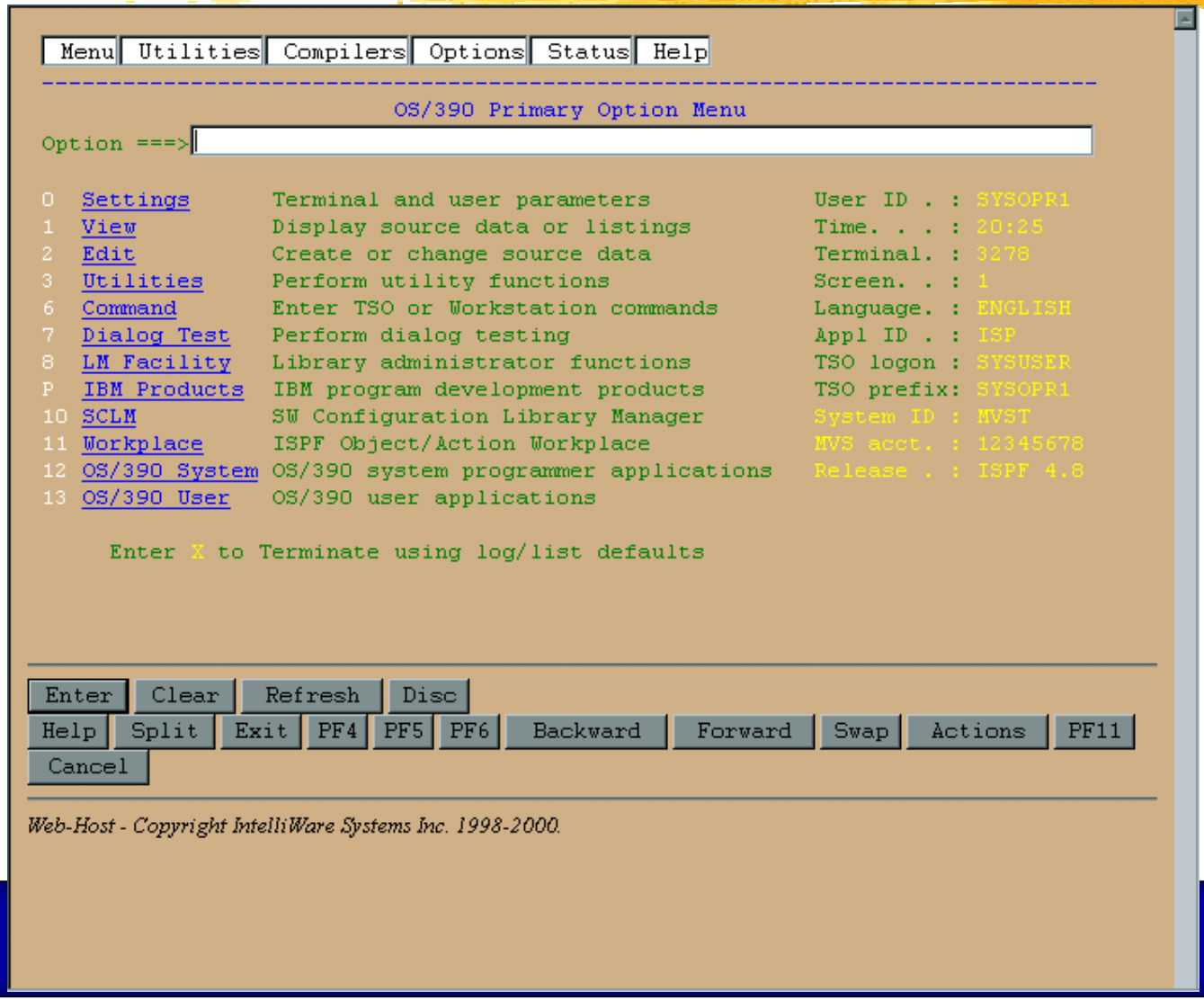
VSe-softWare™

*Intelli*Ware's Web/OS390-*Host*

- New announcement made May 31, 2000
- Protects investment of VSE/ESA users who may use OS/390 in the future
- Based on IBM's SecureWay Communications Server
- Exact same interface as Web/VSE-*Host* / WebScreens all transfer exactly for the same applications

VSe-softWare™

*Intelli*Ware's Web/OS390-*Host*



*Intelli*Ware's Web/Host-*Enterprise Edition*

- New announcement made 31 May, 2000
- Licensing strategy to protect VSE/ESA user's investment
- Useful for planned migrations, future objectives to employ OS/390
- Web/Host EE provides a license for both VSE/ESA or OS/390
- Considerably less expensive than Web/OS390-*Host*
- Eliminates upgrade charges to move the system to OS/390

VSe-softWare™

Access VSE Apps from Anywhere!

VSe-softWare™

Access VSE Apps from Anywhere!

VSe-softWare™

TCP/IP for VSE

- The only company in the world that has delivered TCP/IP solutions for VSE for over 7 years
- Full network implementation, installation
- Largest reseller in the U.S.
- *Intelli*Ware's German Partner, EDV Beratung Eichhorn is the largest reseller in Europe
- Education class given to hundreds of customers
- ISI staff recently co-authored the new IBM Red Book, Getting Started with TCP/IP for VSE/ESA 1.4

To be *Open for VSe-business*, you need

VSe-serviceWare

- And only ISI has the options
  - 10 years of providing services to customers
  - Diverse range of services, expanding as you show us you need it
  - 24 hour, 7 day a week support for anything period
- And the qualifications
  - 400+ years of collective technical experience
  - 100+ years of collective account management experience

The Best Class of Services Anywhere

- Turn-key, integrated services
  - *Intelli*MOVE™ - Hardware and software installations and migrations
  - *Intelli*BUILD™ - Off-site system build and staging
  - *Intelli*TUNE™ - Performance analysis and tuning
  - *Intelli*PLAN™ - System capacity planning
  - *Intelli*CONNECT™ -Complete TCP/IP and SNA network design and implementation
  - *Intelli*ASSIST™ - CA and other third party product installation and education
  - *Intelli*HELP™ - Remote system support via network access
  - *Intelli*CALL™ - Telephone based support

The Best Class of Services Anywhere...

IBM Global Services

IBM

New VSE/ESA Courses

IBM and IntelliWare Systems present ...

TCP/IP for VSE/ESA Under the Covers (A2750)

4.5 Days • Intermediate • Hands-on

Labs • Tuition: $1,295

New! Native TCP/IP support is now available for VSE. This new course shows you how to get the most out of this important new technology. You explore the fundamentals of TCP/IP and the Internet and their implementation in the VSE environment. The hands-on labs give you valuable experience working with TCP/IP functions and applications.

September 30 – New York, NY
December 9 – Houston, TX

VSE/ESA Under the Covers (A3713)

4 Days • Intermediate • Hands-on

Labs • Tuition: $1,125

New! This comprehensive, hands-on lab workshop builds the skills needed to manage a VSE/ESA environment. You get detailed technical information and experience that is critical to maintaining, supporting and tuning your VSE/ESA system.

October 4 – Houston, TX

CICS Transaction Server for VSE/ESA Migration (A3721)

3 Days • Intermediate • Hands-on

Labs • Tuition: $975

New! This course prepares you to migrate to the new CICS Transaction Server (CICS TS) for VSE/ESA Version 1.1. Through a series of lectures and labs, you explore the changes in CICS TS that impact the migration from CICS/VSE and CICS/VS Version 1.7 systems. You also examine the associated changes in CICS TS installation, operation, resource definition, security, customization and programming interfaces. This information can be used to develop a customized migration plan to ease your transition to CICS TS.

October 11 – Atlanta, GA
November 29 – Dallas, TX

CICS Transaction Server for VSE/ESA Tuning and Problem Determination (A3732)

3 Days • Intermediate • Hands-on

Labs • Tuition: $975

New! This course helps you understand how to do performance tuning and problem determination in a CICS Transaction Server (CICS TS) for VSE/ESA Version 1.1 environment. Through a series of lectures and labs, this course identifies the changes in CICS TS that affect performance tuning and problem determination. Learn how various parameters, design concepts, CICS facilities, operating systems facilities, and network facilities affect the performance of CICS TS systems in an installation. Learn how changes to CICS supplied transactions, traces, and dumps affect debugging of system and application related problems.

Coming Soon ...

- CICS Transaction Server for VSE/ESA Under the Covers (A3730)

To enroll or for the most current course descriptions, roadmaps, schedules, and prices, please call IBM TEACH (424-8322) or visit our Web site at:

www.ibm.com/services/learning/us/

- Education so good even IBM is offering the classes
  - VSE/ESA Under the Covers
  - TCP/IP Under the Covers
  - CICS Transaction Server for VSE/ESA Under the Covers
  - CICS Transaction Server for VSE/ESA Migration
  - CICS Transaction Server for VSE/ESA Tuning and Problem Determination

VSe-serviceWare™

The Best Class of Services Anywhere...

VSE Forum™

http://www.vseforum.com

- New FREE Service from *Intelli*Ware for the VSE community
- Global online Internet community
- ISI Technical Resouces made available each business day
- Special moderated events with special guests
- Last event with Ingolf Salm from IBM Böblingen from the Orlando, Florida U.S. VM/VSE Technical Conference discussed VSE/ESA 2.5 and the e-business connectors
- Transcripts from past events available online

To be *Open for VSe-business*, you need

- ***VSe-hardWare™***
- ***VSe-softWare™***
- ***VSe-serviceWare™***

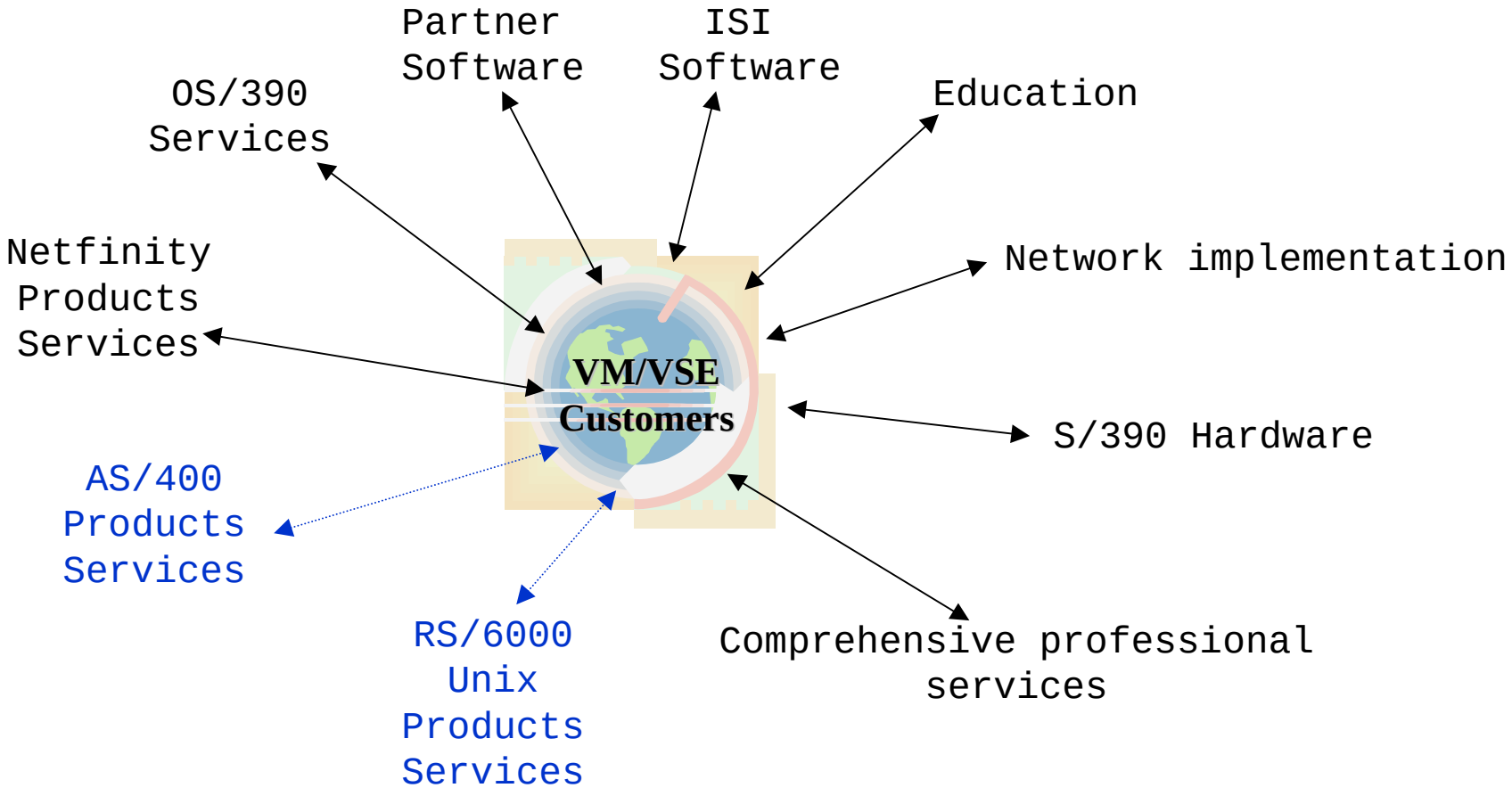
*Intelli*Ware -- Open for VSe-business™

- S/390 ideal platform to leverage exploding market
- Integration is the key for VSE/ESA to help leverage the e-business revoultion
- IBM's initiatives are focused on delivering more functionality integrated with other platforms
- *Intelli*Ware's family of products deliver immediate return on investment, extend VSE to the 'Net

*Intelli*Ware's Roadmap

- Focus is on extending VM/VSE customer's capabilities
- We continue to focus on new partnerships, acquisitions and internal development of skills and products
- This is expanding into other areas that your organization is heading

*Intelli*Ware's Roadmap



*Intelli*Ware's Roadmap

- Focus is on delivering more for you
- We alter our course for your needs
- Fourth consecutive year that *Intelli*Ware has participated at the European Technical Conference
- Tradition of sponsoring Free Beer!
- *Thank You* for your Business.

International Distributor

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