IBM ^ iSeries

Enhance, Modernize, Exploit

The Top Three Strategies for Deploying iSeries

Ian Jarman
iSeries Product Manager

Enhance

current infrastructure

Modernize

existing applications

Exploit

new technologies

Why Firms Buy Technology[1]

1. **High reliability / availability**
2. **Compatibility with existing systems**
3. **Customer support**
4. **Perceived quality**
5. **Ability to scale**
6. **ROI (own company calculations)**
7. **Ease of implementation / upgrade**
8. **Cost of Ownership**
9. **Reputation of Vendor**
10. **Post sale service**

Why Firms Buy iSeries[2]

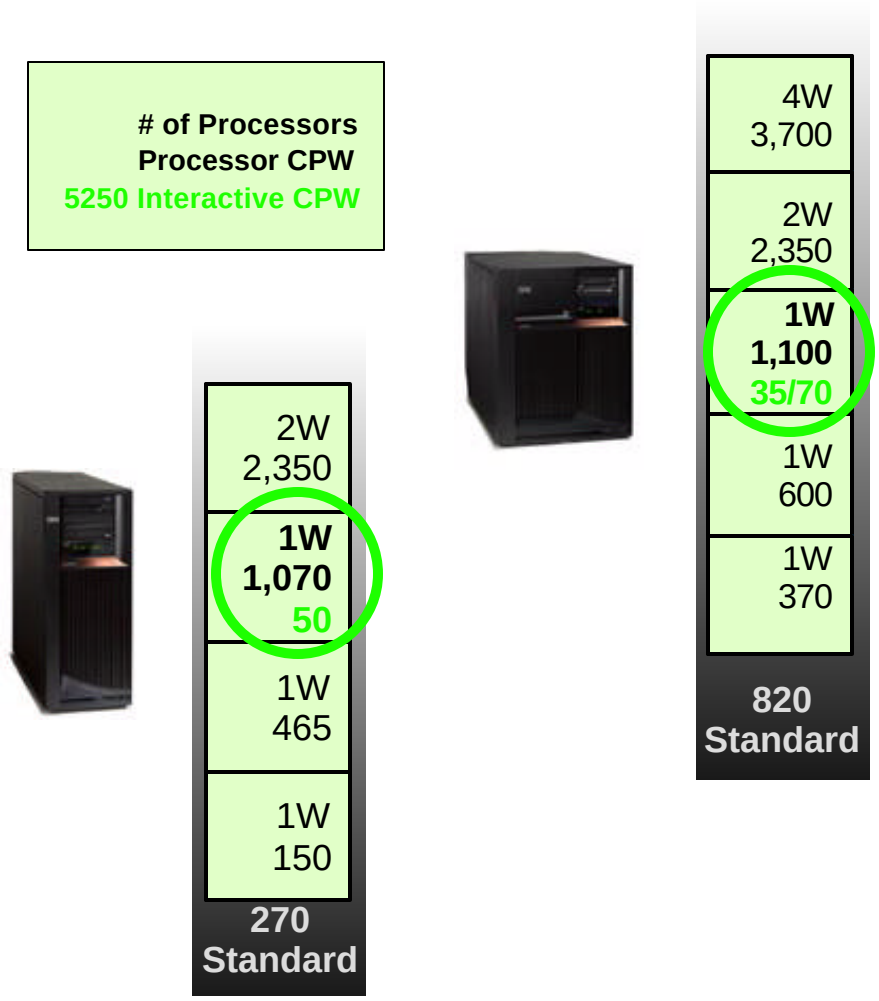
- ✓ "Only down 3 days in 5 years"
- ✓ "IBM protects our investments"
- ✓ "Very satisfied with the system"
- ✓ "Glad we stayed with IBM"
- ✓ "This new system screams"
- ✓ "Best investment we ever made"
- ✓ "It took less than four hours"
- ✓ "It was a cost effective solution"
- ✓ "We are 25 year users of IBM"
- ✓ "Upgrade was painless"

[1] Source "Why Firms Buy Technology" Forrester Research Inc, December 2001
[2] Source: IBM

Enhance

current infrastructure

IBM @server iSeries 270 and 820 Promotion*



- ✓ SStar Processors
- ✓ Powerful HSL backup performance
- ✓ Reduced Floor Space, Power, Cooling
- ✓ Exceptional 5250 performance
- ✓ Dynamic LPAR for OS/400® & Linux®
- ✓ Integrated xSeries™ Servers/Adapters
- ✓ GigaBit Ethernet connectivity
- ✓ Hot Plug, Concurrent Maintenance
- ✓ Powers WebSphere® and Domino™
- ✓ OS/400 V5R1 or V5R2

*** Notes:**

This promotion may not be applicable in all of the geographies. Please check with your IBM representative.

Processor Commercial Processor Workload (CPW) values are used. CPW is a relative measure of performance of iSeries processors. Performance in customer environments may vary. The value is measured on maximum configurations.

Improved Availability via Batch Window Reduction

Canadian Imperial Bank of Commerce Trust Company

Reduced Batch processing window by 63%

Backup time by 37%

Improved Application availability by 3.5 hours

Reduced Lease Payments, Astounding Performance

The Eddy Group, Canada

"Now our daily backups only take about 6 minutes, down from 2.25 hours. Our day end went down to 35 minutes from 5.25 hours. We wanted more speed, but this is astounding."

John Sullivan, CIO - The Eddy Group

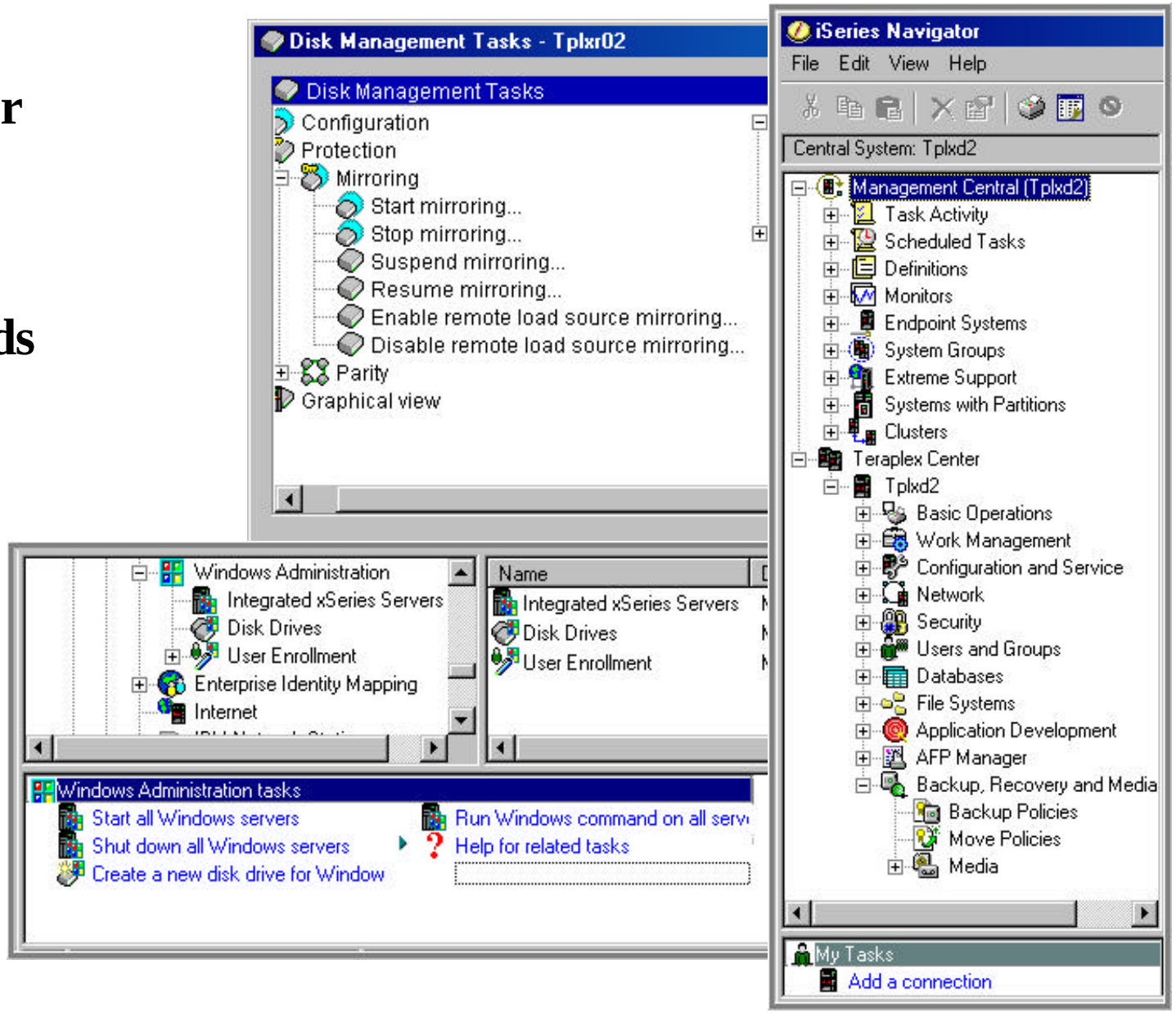
Managing Operations with iSeries Navigator

Manage and monitor operations

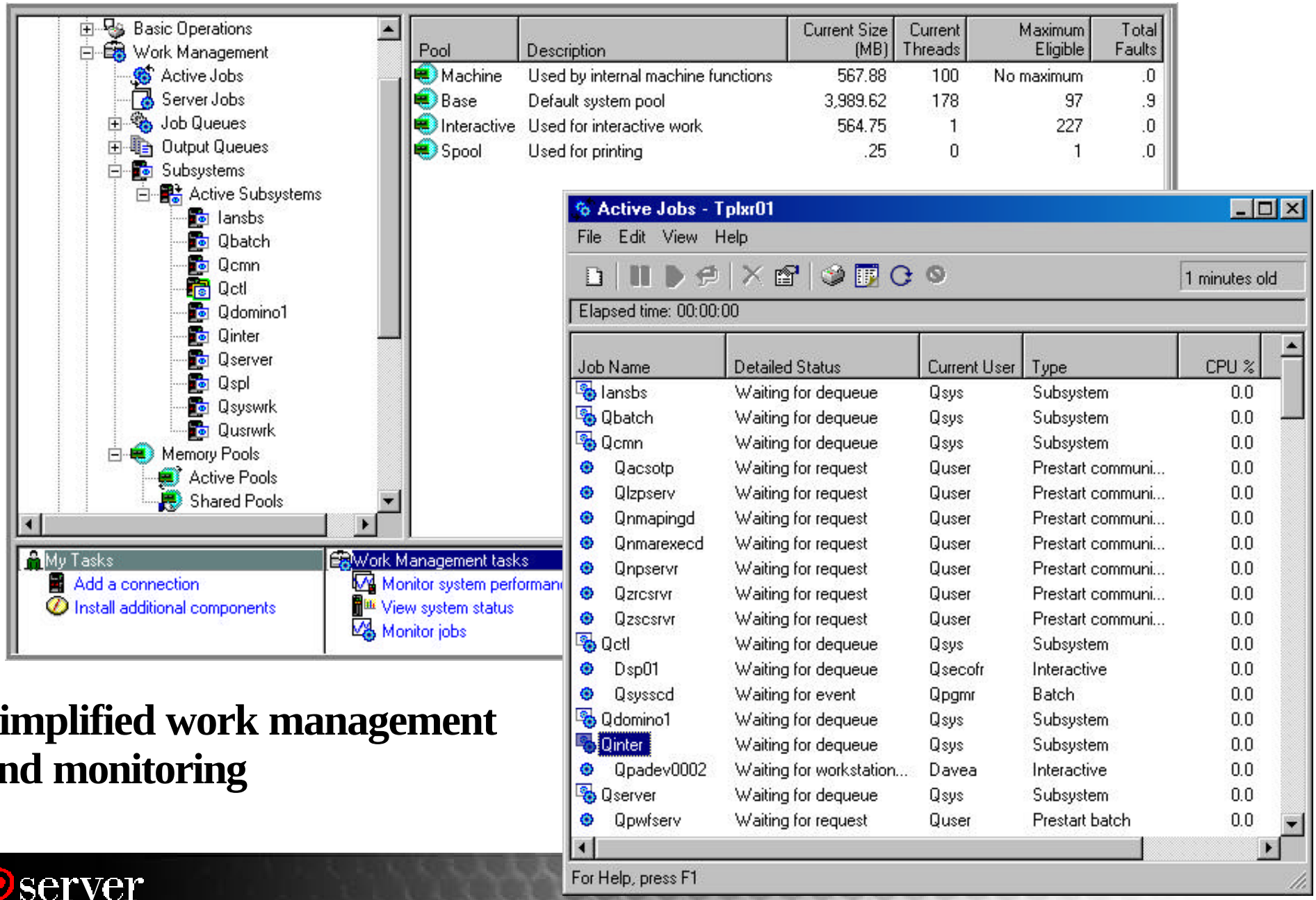
Self-guided configuration wizards

Simplification of complex management tasks

Compatibility with Windows skills



Graphical Work Management

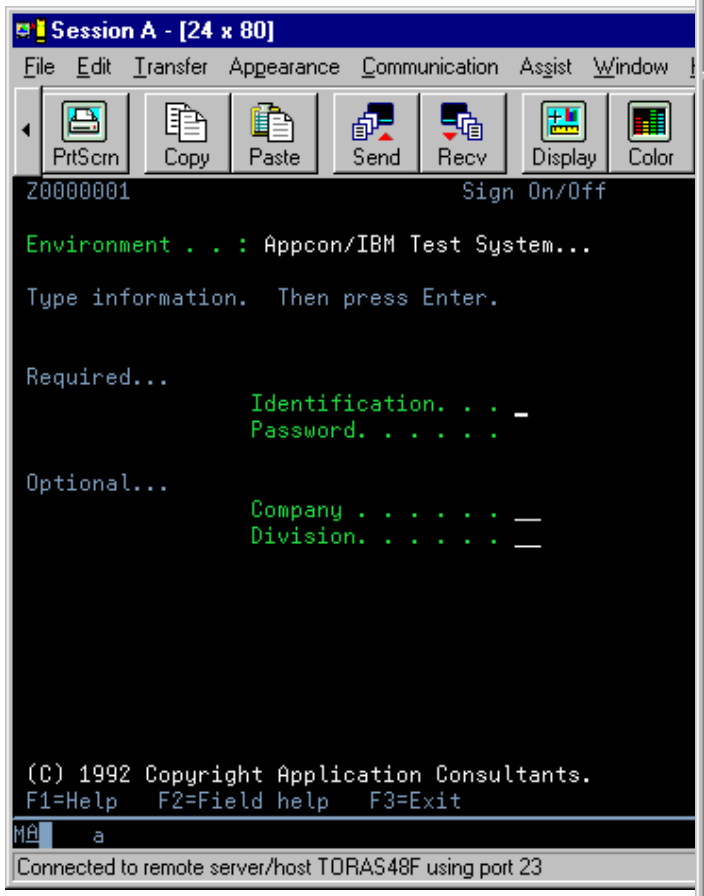


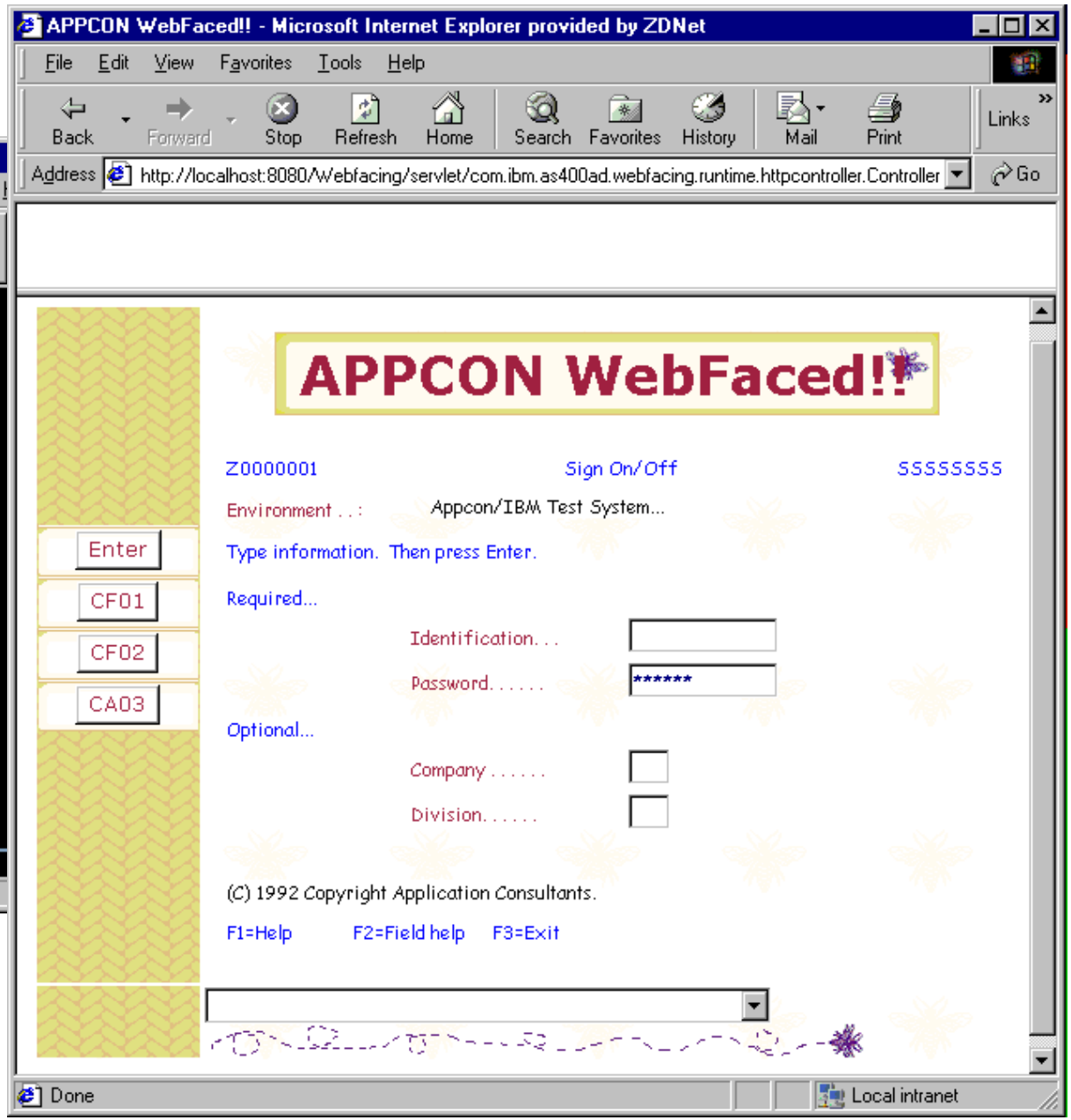
Simplified work management and monitoring

Modernize

existing applications

IBM WebSphere Development Studio and WebFacing



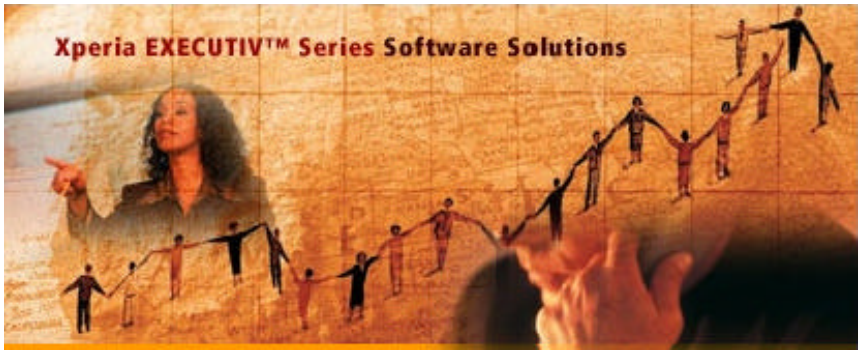


Xperia Solutions, USA

"We knew the value proposition of the WebFacing Tools was extremely attractive, but we were absolutely blown away by how easy and quick it was to create Web interfaces for our 5250 applications. IBM has a winner!"

Dave Bauer: Architect, Xperia Solutions

Xperia™
Solutions built around experience.



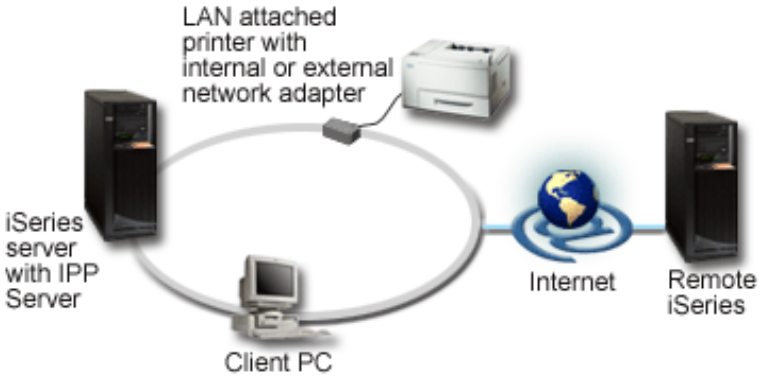
iSeries e-Output

e-Output server in OS/400

- Fully-integrated, enterprise-class output management
- Integrated PDF output distribution
- Internet Print Protocol (IPP)

InfoPrint® Server for iSeries

- e-Output process re-engineering



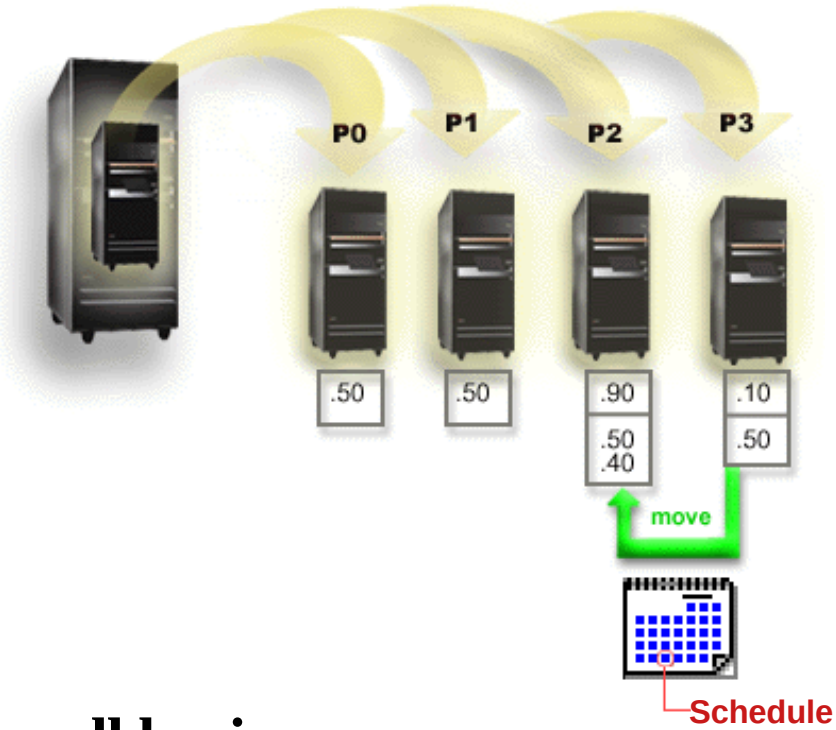
InfoPrint Designer for iSeries

- Fully graphical document design

Exploit

new technologies

Easy to Implement, Dynamic Logical Partitioning

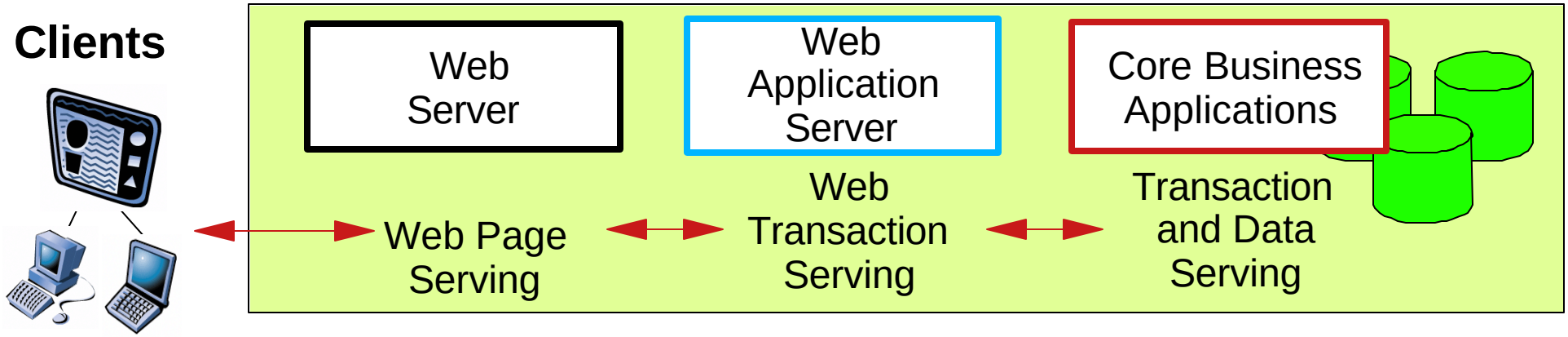


Industry's foremost LPAR for small business servers

OS/400 and Linux LPAR available on i270, i820

Simple to use, graphical management with iSeries Navigator

e-infrastructure with WebSphere



OS/400 includes IBM HTTP Server Powered by Apache

IBM WebSphere Application Server (used with WebFacing Tool)

IBM WebSphere Commerce Suite

Andin International, USA (www.jewelry.com)

"We didn't need an army of people. In a matter of just six weeks we were able to put up our Web site using a single, talented Java programmer."

Steve Passer - Chief Technology Officer, Andin International

Lotus Domino and Advanced Collaboration

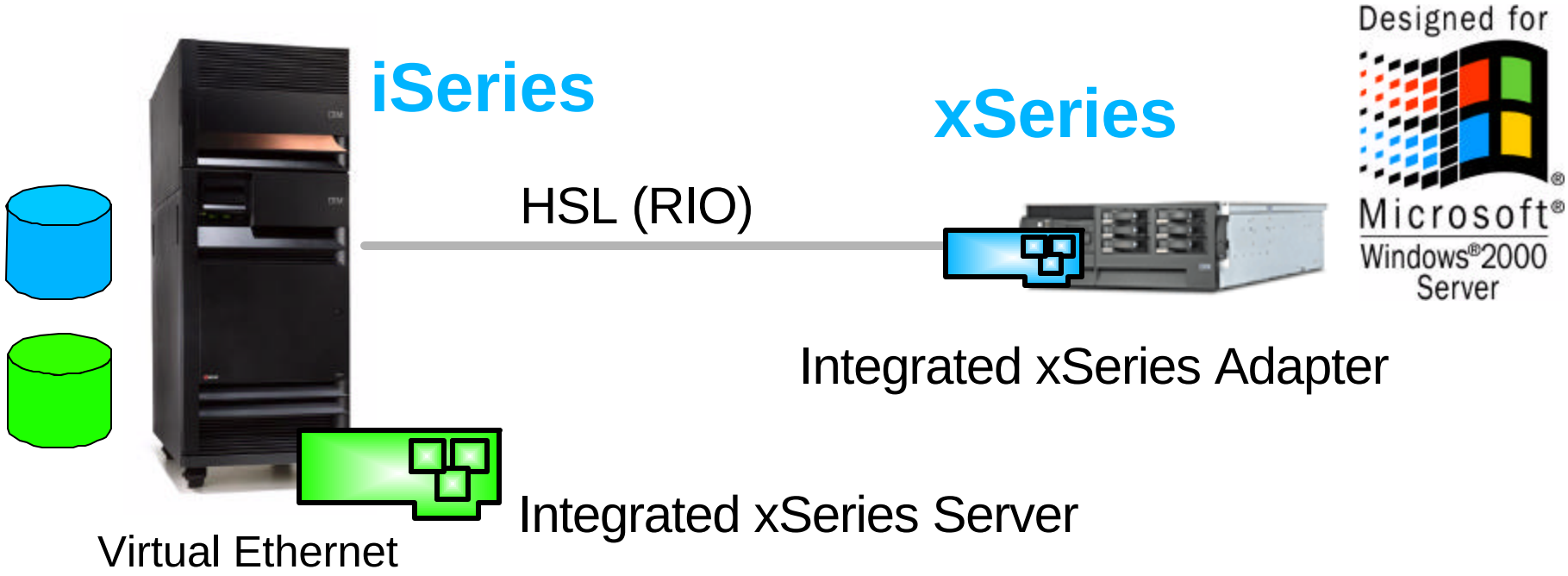
Lotus software
Notes & Domino 6

Earls Court & Olympia - UK

"We needed full up time and iSeries gives us just that. The main Web site has brought a massive cost reduction by replacing expensive mailouts"

Rohan Paulas - Group IT Director

iSeries and Windows Server Management



Integrated e-infrastructure with virtual storage and Ethernet

Lowering the costs on user administration and storage management

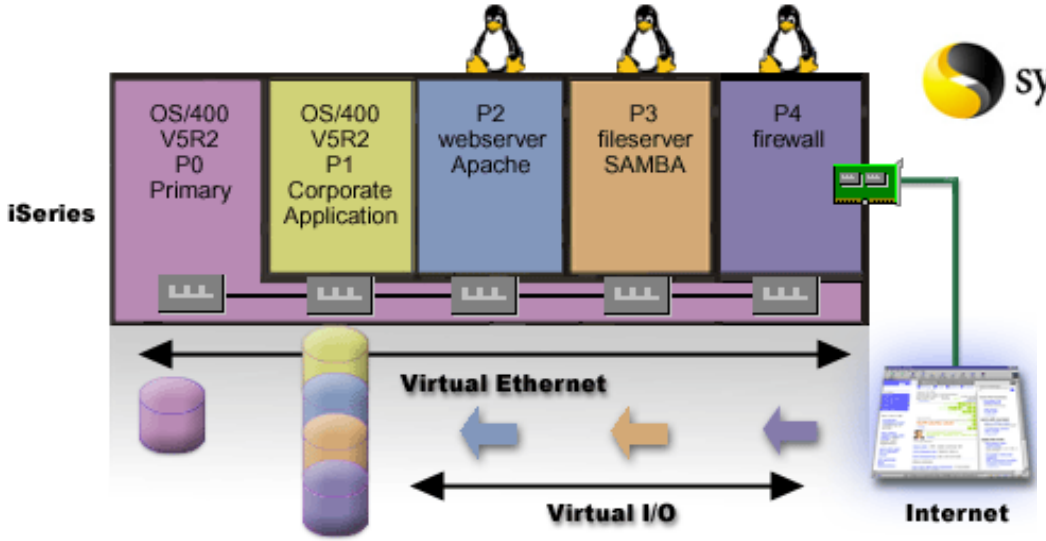
Indiana University Medical Group

"We looked at several alternatives that required buying components from a number of different vendors and then putting them all together. The fact that our entire solution comes from IBM and IBM stands behind it is very powerful."

Chris Coglianese, Director of Information Services

IU MEDICAL GROUP

iSeries and Linux



Shared processor and dynamic processor allocation

Flexible resource allocation with dedicated and virtual I/O

*Statement of Direction: This presentation contains IBM plans and directions. Such plans are subject to change without notice.

Churchill China - UK

"iSeries has dramatically reduced our costs by providing the power to run different applications on different operating systems on a single machine"

David Garnet - IT Director

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AFP	CODE/400	HTTP Server for AS/400	Net.Commerce	PowerPC	VisualAge for RPG
AIX	DataGuide	IBM	Net.Data	PowerPC AS	WebSphere
AnyNet	DB2	IBM Logo	Netfinity	Print Service Facility	WebSphere Advanced Edition
Application Development	DB2 Extenders	IBM Network Station	NetView	pSeries	WebSphere Commerce Suite
APPN	DB2 UDB for AS/400	Information Warehouse	NUMA-Q	PSF	WebSphere Development Tools for AS/400
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