Get tuned into Migration
Bill Williams, Solutions Architect

IBM

Meet Bill

As a Solutions Architect with over 25 years of Services experience, Bill is tuned into migrations. From SAP and Teradata migrations to Oracle and Sybase migrations, there is virtually no database that Bill hasn't seen. Bill talks about IBM Software Services and his experience building a successful migration center of excellence.

> **"** Give customers more than what they *want*. Give them what they *need*. **"**

How Bill helped a major retailer accomplish the impossible

Leading a small team, Bill helped a major US retailer expand their business globally. Over a period of two-and-a-half years, the project focused on:

- Migrating 750 critical business systems to current technologies across diverse operating systems
- Creating a centralized reporting system
- Analyzing errors to trouble-shoot and resolve all technical challenges

Bill's Approach to Migrations
Tune into the client's concerns

- Bill knows migrations. His diverse experience in developing and delivering solutions means that he has come across virtually every type of migration issue and knows how to navigate the migration process.

Ask plenty of questions

- Bill makes sure he fully understands the project requirements and asks questions that isolate the needs of the business. He develops a roadmap to guide the migration and ensure that the customer remains competitive in the future.

Get on the same wavelength with
a migration assessment

• Bill believes in constant communication with the client from the beginning of the migration project to the very end.

> **"** Software Services means bringing ***excellence*** in technology implementation directly to our customers. **"**

Bill's Philosophy

Give customers more than what they *want*
Give them what they *need*

• Identify customer needs and figure out the right way to use IBM technology to satisfy those needs.
• Do more than just finish the project, go beyond and exceed customer expectations.
• Guarantee that the customer has a trusted partner and advocate in IBM.

Harness the liberating power of technology

• Like any other tool, technology used correctly can produce very satisfying results for both large and small projects. Bill understands migration technology and how it can best be exploited in challenging situations.

Software Services and the Strategic Advantage

Software Services means bringing excellence in technology implementation directly to our customers. We can reduce implementation risks, transfer critical skills to their workforce, and save them time and money by getting new technologies up and running quickly. Ultimately, we tune into their needs and share innovative insight to transform their business.

Bill's Background

Bill began his 35 year IT career with the US Air Force doing everything from mainframe operations to software development. He was a key member of the HQ US Armed Forces Europe small computer project that delivered the first small computers for military use in Europe.

Today Bill has embraced DB2 Technology and has championed the Worldwide Migration center.

Hobbies

Bill's passion for Amateur Radio has led him to become certified as an Extra Class Radio Operator. He regularly transmits and receives information all over the world. Bill also builds low-power ("QRP") radios that transmit with five watts of power or less. His current QRP rig is built in an Altoids tin – and can still talk to the world!