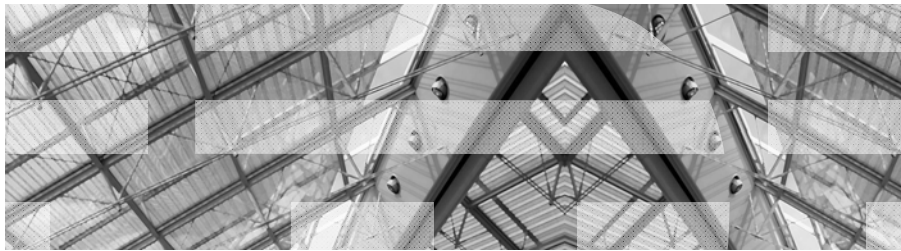


Architectures for supporting information and analysis workloads

Doha, November 30th 2010

Ciro Puglisi, Manager of Infrastructure Solutions
 IBM Middle East and Africa
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Enterprises of all sizes are facing the challenge of managing the growth of information.....

- Rigid & siloed resources
- Performance bottlenecks
- Unacceptable downtime
- Cost and complexity of scaling
- Growing cost of space and energy
- Time-consuming, manual management tasks



Data and transaction growth increases demand for storage and server architectures for supporting data processing and analysis

A Smarter Planet demands smarter systems



Smarter Information Infrastructure
Managing information explosion



Smarter Systems for data processing
 Workload optimised systems



Optimization
 IBM middleware optimised for IBM Systems



Reduced complexity
 Improving speed of deployment with the Smart Analytics System

There are fundamental technical challenges that need to be solved in order to affordably conquer the chaos



Information Infrastructure

IBM offers



Scaling flexibly

- Next generation block storage systems
- Smarter use of solid state technology
- Large scale, file-based storage



Improving asset utilization

- Storage Virtualization
- Deduplication



Increasing operational productivity

- Simplified Device Operations
- Operations and Flash Management

XIV: unprecedented Customer Adoption

Customer logos include: MERCY, SK telecom, Spartan, Pfizer, GEICO, JPMorganChase, Liberty Mutual, IRON MOUNTAIN, SAS, Fidelity, Colgate, Deutsche Post, PEARSON, SARGENT, DAILY NEWS, Bank of America, FORTIS, Aetna, PHILIPS, Business Connexion, Capgemini, TRINITY HEALTH, CSL, iStockphoto, COSVI, GERBER SCIENTIFIC, carillion, vodafone, AMERICAN EXPRESS, and many others.

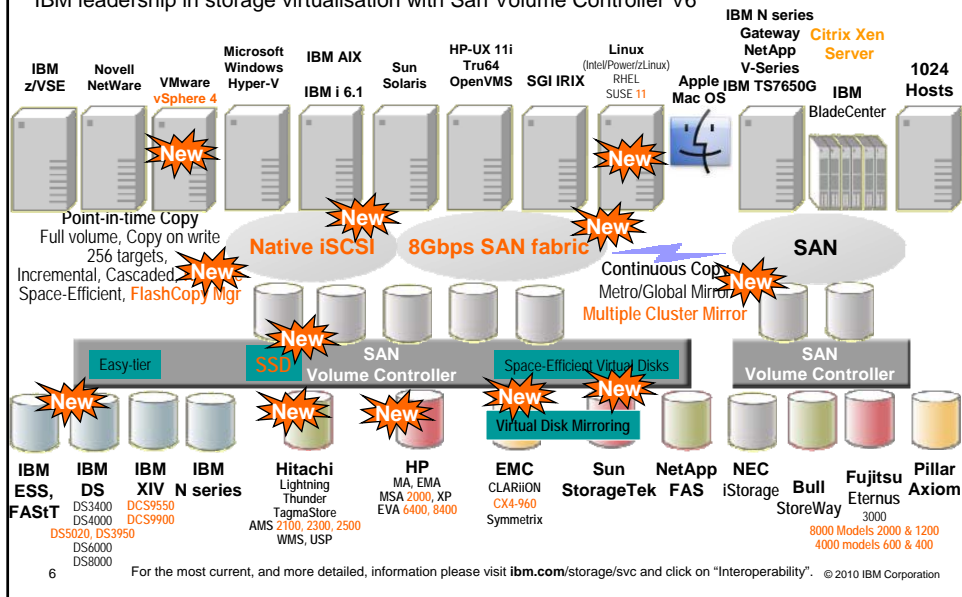
Testimonial 1: "IBM XIV Storage System is allowing us to meet our recovery time objectives while reducing our storage total cost of ownership" Greg Johnson, Director & CTO, IT Technology & Engineering Services, VCU Health Systems

Testimonial 2: "We are exceeding our SLAs and driving cost down". Maher Atwah, Ph.D. Vice President and CTO Health Data Management Solutions (HDMS) an Aetna Subsidiary

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Improving the information infrastructure's utilization

IBM leadership in storage virtualisation with San Volume Controller V6



Ease of management


Summary: 1 Thin Provisioned VDisk, 0 bytes virtual capacity, 0 bytes real capacity, 20.0 GB free in pool


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Data and transaction growth increases demand for storage and server architectures for supporting data processing and analysis

A Smarter Planet Demands Smarter Systems

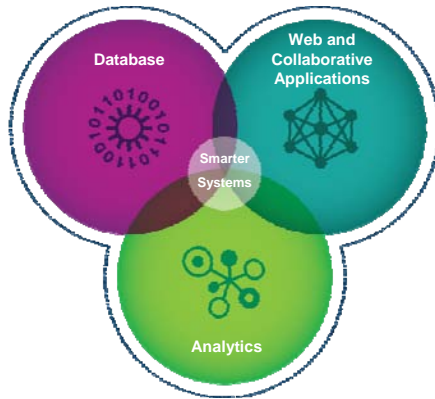
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Different workloads have different characteristics



Workload optimization yields the best performance and lowest cost for each.

70% better

Consolidate Sun infrastructure to System z Linux and save. Secure data, transactions and leverage Data-Warehousing and Business Intelligence where the data resides⁵

73% better

performance using a single JVM of WebSphere on POWER7 vs. competitive application server on Nehalem²

50% lower cost

IBM System x running DB2 is 50% the hardware cost per ERP user as the Sun SPARC server running Oracle³

38% lower cost

DB2 pureScale on Power 780 has lower cost per tpm than Oracle RAC on Nehalem¹

20-30%

Improvements in application quality and development productivity with Rational software delivery platform⁴

Maximize memory, minimize cost, simplify deployment

The new thinking of x

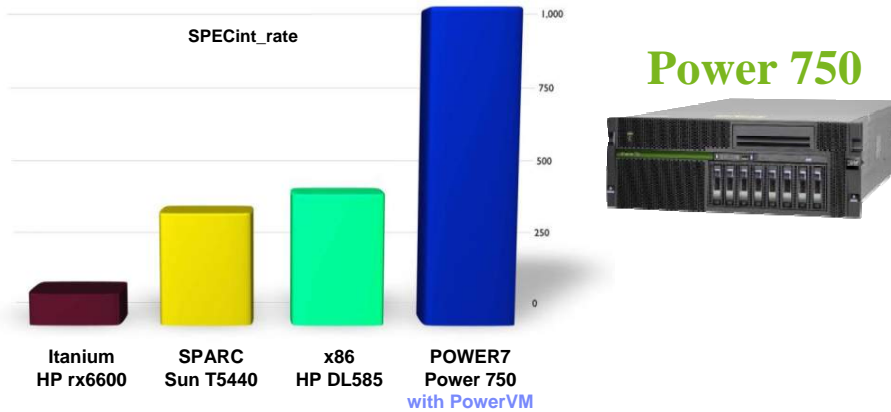


- ➔ **5th generation** portfolio of IBM industry-leading technology
- ➔ **Expansion of Enterprise X-Architecture to IBM BladeCenter**
- ➔ **2X the memory capability of competitive offerings** resulting in up to 2/3 software costs
- ➔ **Lowest costs of acquisition and deployment** for enterprise x86 computing in the industry

#1 Market share leader in scalable x86 servers

The highest performing 4-socket system on the planet

POWER7 continues to break the rules with more performance



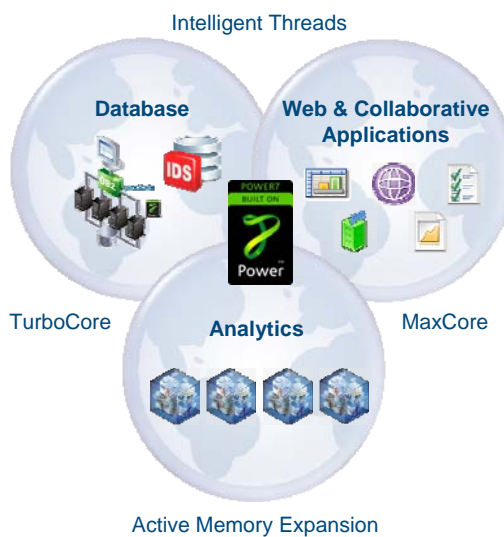
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Unparalleled flexibility and range with Power Systems

38% lower cost

DB2 pureScale on Power 780 has lower cost per tpm than Oracle RAC on Nehalem ¹



73% better performance

using a single JVM of WebSphere on POWER7 vs. competitive application server on Nehalem ²

#1
Unix share WW

¹ DB2 pureScale scaling factor projected from IBM Internal Studies. Oracle RAC scaling factor projected from Dell Study of Oracle RAC with InfiniBand. <http://www.dell.com/downloads/global/power/ps2007-20070279-Mahmood.pdf>
² Price per tpm includes 3-year total cost of acquisition of hardware, software, maintenance. Price does not include storage or networking
³ Exchange on Nehalem configuration from HP's sizing tool. HP Sizer for Microsoft Exchange Server 2010 at <http://003338.sizer.hp.com/ActiveAnswers/us/en/sizers/microsoft-exchange-server-2010.html>
⁴ As much as 40% improved throughput vs. Power6 in Tivoli portfolio for the identity duplicates process and event processing bus.

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IBM zEnterprise System – Best in Class Systems and Software Technologies

A system of systems that unifies IT for predictable service delivery



Unified management for a smarter system: **zEnterprise Unified Resource Manager**

- Part of the IBM System Director family, provides platform, hardware and workload management
- Unifies management of resources, extending IBM System z® qualities of service across the infrastructure

The world's fastest and most scalable system:
IBM zEnterprise™ 196 (z196)

- Ideal for large scale data and transaction serving and mission critical applications
- Most efficient platform for Large-scale Linux® consolidation
- Leveraging a large portfolio of z/OS® and Linux on System z applications
- Capable of massive scale up, over 50 Billion Instructions per Second (BIPS)



Scale out to a trillion instructions per second:
IBM zEnterprise BladeCenter® Extension (zBX)

- Selected IBM POWER7® blades and IBM System x® Blades¹ for tens of thousands of AIX® and Linux applications
- High performance optimizers and appliances to accelerate time to insight and reduce cost
- Dedicated high performance private network

Data and transaction growth increases demand for storage and server architectures for supporting data processing and analysis

A Smarter Planet Demands Smarter Systems



Smarter Information Infrastructure
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Reduced complexity
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A series of successive optimizations leads to workload Optimized Systems

- **Start with best of breed components**
 - POWER Systems or System x or System z
 - IBM Systems Storage
 - WebSphere Application Server, Cognos, DB2, Infosphere
- **Optimize these components to work together on IBM Systems**
 - Deep analysis & tuning across whole stack
 - Not focused on benchmarking: realistic workloads, run in customer-typical configurations (eg. Day Trader 2.0)
 - Performance delivered out-of-the-box wherever possible
 - Focus on default tuning when software installed; less reliance on manual application of best practices



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A series of successive optimizations leads to workload Optimized Systems

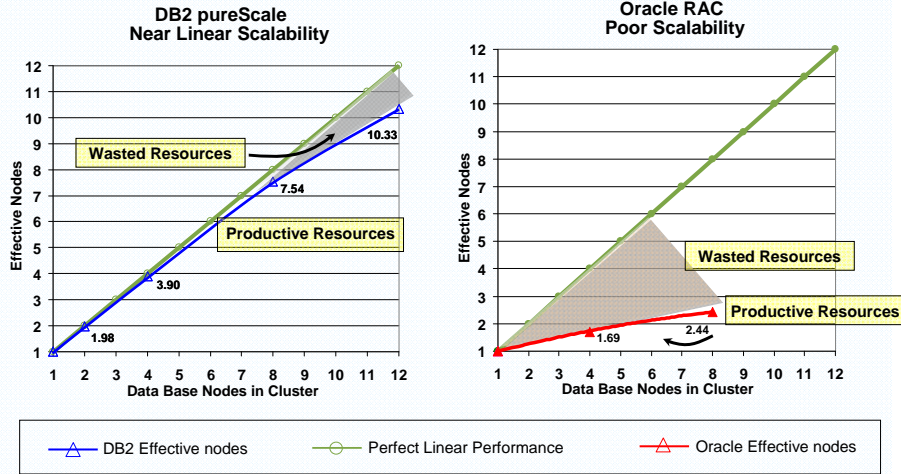
- **Start with best of breed components**
 - POWER Systems or System x or System z
 - IBM Systems Storage
 - WebSphere Application Server, Cognos, DB2, Infosphere
- **Optimize these components to work together on IBM Systems**
- **Integrate and tune components for a specific workload**
 - IBM pureScale Application System for transactional application platforms
 - DB2 pureScale + WebSphere + POWER7
 - IBM Smart Analytics System for business intelligence and analytics
 - Cognos + InfoSphere Warehouse + IBM Systems + DS3500



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Result: best of breed + optimization = near linear scalability



DB2 pureScale scaling factor projected from IBM Internal Studies. Oracle RAC scaling factor projected from Dell Study of Oracle RAC with Infiniband. <http://www.dell.com/pressreleases/global/powerflex07-20070229-Mahmood.pdf>

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IBM Smart Analytics System

Everything you need for Business Analytics – not just a data warehouse appliance...

Analytics Software

- Business Intelligence
- Cubing Services
- Text Analytics & Data Mining

Powerful Data Warehouse

- Warehousing Platform
- Advanced Workload Management
- System Automation

Hardware & Services

- Flexible Server Platform Options
- Modular Storage Capacity
- Build, Deploy, Health Check and Premium Support Services



Transforming information into business insight

3x Faster - Workload optimized analytics run business intelligence 3x faster

50% less floor space
Data compression reduces storage cost

World record performance available in **days rather than months!**

Everything you need for Business Analytics – not just a data warehouse...

IBM Smart Analytics System

Highly Flexible and Scalable

Choose the way that your IBM Smart Analytics Systems is deployed
Add capacity and analytic capabilities as your business requirements evolve

Start right



Add analytics



Add capacity



IBM SMART ANALYTICS SYSTEM

IBM Smart Analytics System

Portfolio overview

Meeting clients where their information is...



9600

Based on System z

- ...Advanced query/workload management
- ...Database designed and optimized for system
- ...Disk controller, optimized to reduce data latency

1050 **New**

Based on System x

- ...Cost-effective solutions for analytics and reporting
- ...Compact, appliance-like single analytics solutions
- ...Available for mid-market

2050 **New**

Based on System x

- ...Cost-effective solutions for analytics and BI
- ...Balance of power and simplicity out of the box
- ...Available for mid-market and departments within enterprises

7700 **New**

Based on POWER7 Servers

- ...Scaling to hundreds of terabytes of data
- ...Standard Solid State Drive – reducing data latency
- ...Extract insights from untapped information

5600

Based on System x

- ...Designed for business analytics workloads
- ...Growth flexibility at exceptional price-to-performance
- ...Optional Solid State Drive – reducing data latency

IBM Smart Analytics System

Value proposition



	IBM Smart Analytics System	Custom
One Call support	<input checked="" type="checkbox"/> Included	
Coordinated Stack certification (SW, OS, & Firmware)	<input checked="" type="checkbox"/> Included	<input checked="" type="checkbox"/> Not Available
Services	<input checked="" type="checkbox"/> Included <input checked="" type="checkbox"/> Premium Support <input checked="" type="checkbox"/> 1 st year Included	1 off 1 off 1 off
Server, Storage, SW	Power 550, DS5300, Cognos, & InfoSphere Warehouse	Power 550, DS5300, Cognos, & InfoSphere Warehouse
Bottom Line	All of the above part of the System	\$ Significantly more expensive



Netezza TwinFin®

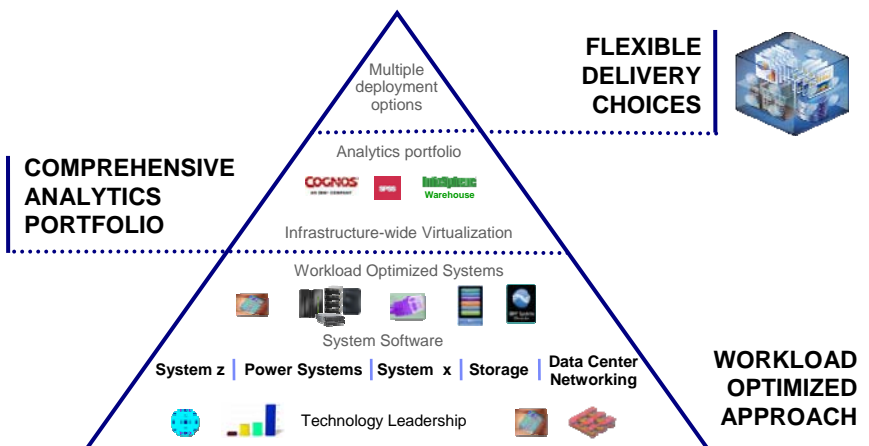
- ✓ Appliance simplicity
- ✓ Integrated database, server & storage
- ✓ 10-100x faster than traditional systems
- ✓ Purpose-built data filtering engine
- ✓ Built-in security & compliance
- ✓ Standard interfaces



Focused Appliance for high performance Data Warehouse

Summary

Experience from thousands of client engagements, our own transformation and structured architecture based on industry best practices

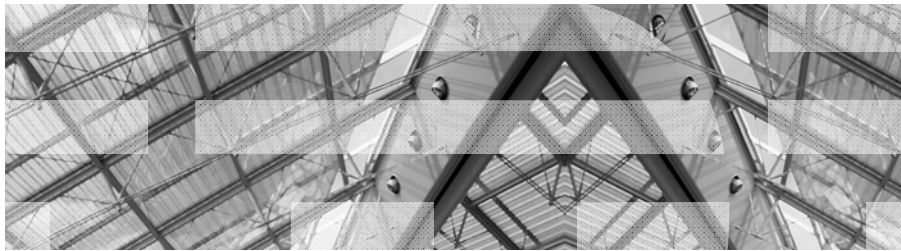




Thank you!

ibm.com/smarterystems

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Architectures for Supporting Information & Analytics Workloads



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