

Guardium Acquisition Frequently Asked Questions (FAQs)

Purpose

The purpose of this document is to address particular questions and provide additional insight about IBM's agreement to acquire Guardium. To view the full press release, go to:

<http://www.ibm.com/press/us/en/pressrelease/28889.wss>.

Q. What are you announcing today?

On November 30, 2009, IBM acquired Guardium, a privately held company headquartered in Waltham, Massachusetts. Guardium is an established market leader in safeguarding databases and protecting critical enterprise information.

Q. Who is Guardium? What do they do?

Founded in 2002, Guardium's real-time database monitoring platform helps clients safeguard their data, monitor database activity across heterogeneous environments, and reduce operational costs by automating regulatory compliance tasks.

The company has approximately 400 clients spanning multiple verticals, including top global banks, insurers, government organizations, retailers, telco's, healthcare organizations and manufacturers.

Guardium provides a scalable platform for real-time enterprise database activity monitoring that:

- Continuously monitors access to high-value databases, including access by privileged users – such as administrators and outsourced personnel -- who have access to sensitive information.
- Helps protect high-value databases against fraud, enforces change controls, and identifies database vulnerabilities.
- Streamlines compliance processes with centralized and automated controls for enterprise applications and DBMS platforms.

Q. Why did IBM acquire Guardium?

IBM acquired Guardium because trusted information lies at the center of today's business transformations. More than ever before, organizations need to maintain real-time insight into database access and activity, whether authorized or unauthorized, to protect enterprise data and comply with regulatory requirements.

Guardium provides a comprehensive solution for safeguarding databases in complex, heterogeneous database and application environments. This helps clients:

- Protect against fraud for financial, ERP, CRM, business intelligence/data warehousing and other business-critical enterprise applications
- Enable consistent enforcement of governance policies and compliance with regulatory mandates such as PCI, SOX, NIST 800-53 and more
- Reduce operational costs by eliminating burdensome manual processes for compliance auditing and controls

Guardium brings new capabilities to IBM's already extensive set of solutions to manage, protect and govern trusted information across its lifecycle. Together, IBM and Guardium provide a comprehensive solution.

Q. How will Guardium's technology be integrated into IBM's software portfolio?

IBM intends to integrate Guardium's technology into the IBM Optim solutions portfolio, to enhance Integrated Data Management (IDM) and the delivery of trusted information for enterprise applications.

Q. How will Guardium customers benefit?

Guardium customers are expected to immediately benefit from the combined technologies and skills of both companies, giving them an open-standards-based infrastructure for trusted information, with the expertise and global resources to help optimize their business transformations. They are also expected to benefit from the increased investment, global reach, industry expertise and support available from IBM. IBM remains committed to open standards and intends to continue to support and enhance use of Guardium's products across heterogeneous information systems.

Q. How will the acquisition affect Guardium Business Partners?

IBM is very interested in continuing relationships with the skilled Business Partners that have made the Guardium technology successful. As IBM works hard to deliver portfolio enhancements based on Guardium technology, Guardium Business Partners are encouraged to get started now with the IBM Optim portfolio. To find out more about establishing a deeper relationship with IBM, visit ibm.com/partnerworld/swvaluenet.

Q. How does this affect IBM's Information on Demand strategy?

IBM is committed to helping clients unlock the business value of information – Information on Demand; and to extending the value offered clients by growing the Information Management software business – both organically and through acquisition. With the Guardium acquisition, IBM will enhance our enterprise information management solutions with proven technology designed to protect high-value enterprise databases and ensure consistent governance. Armed with trusted information, we expect that our clients can successfully transform their businesses to deliver new value, control cost and mitigate compliance risks.

DISCLAIMER

Clients are responsible for ensuring their own compliance with various laws and regulations. It is the client's sole responsibility to obtain advice of competent legal counsel as to the identification and interpretation of any relevant laws and regulations that may affect the client's business and any actions the client may need to take to comply with such laws and regulations. IBM does not provide legal, accounting or auditing advice or represent or warrant that its services or products will ensure that the client is in compliance with any law or regulation.