

### **Systems of Interaction**

Taking your business to the mobile era,...
While making your information systems a source of innovation

– Part 1



Jerry Cuomo

IBM Fellow, VP, WebSphere CTO



# **Mobile re-inventing everyday Live**

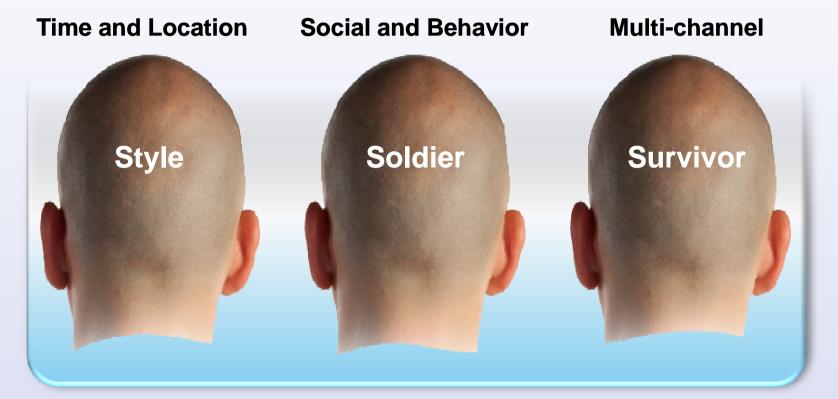


**Systems** of Interaction

### **Systems of Interaction Systems of** Systems of **Engagement** Record CRM HR DB **ERP Continuous Partner** Cloud-based value chain client experience **Services Internet of Things**



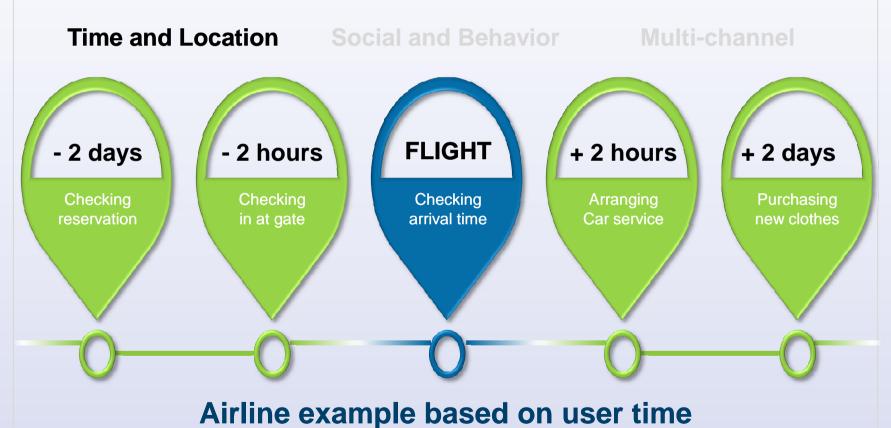
### **Types of Interactions**



The power of context



### **Extended Transaction Scope**





### **Insights driving actions**

Time and Location

#### Social and Behavior

**Multi-channel** 



**Credit card program example** 



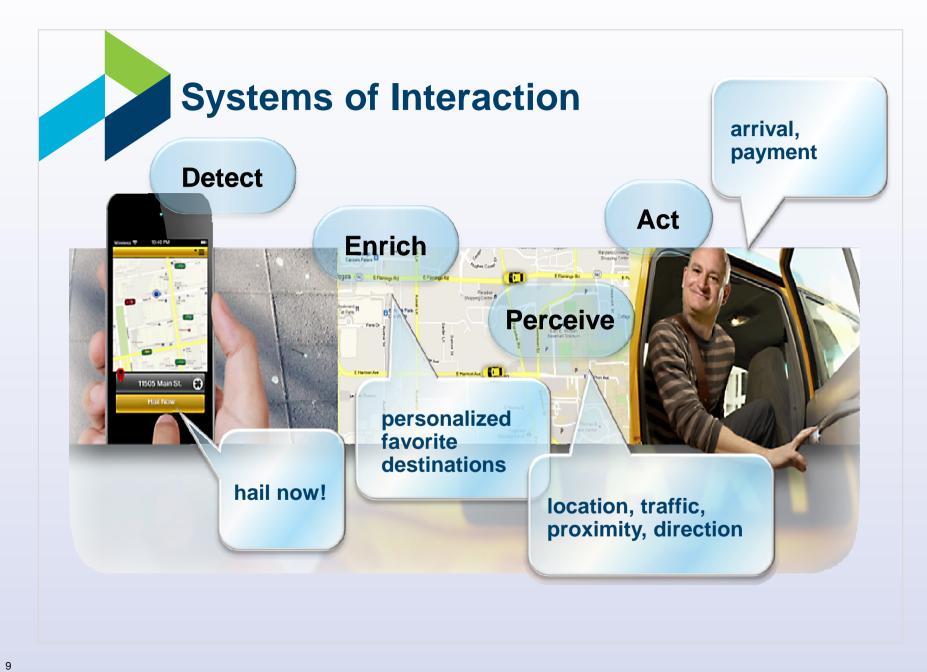
### 360° experience

**Multi-channel** Time and Location Social and Behavior Diet 138 mg/dL Carbs Insuin 138 **Exercise Status** Insights **Blood glucose check** 



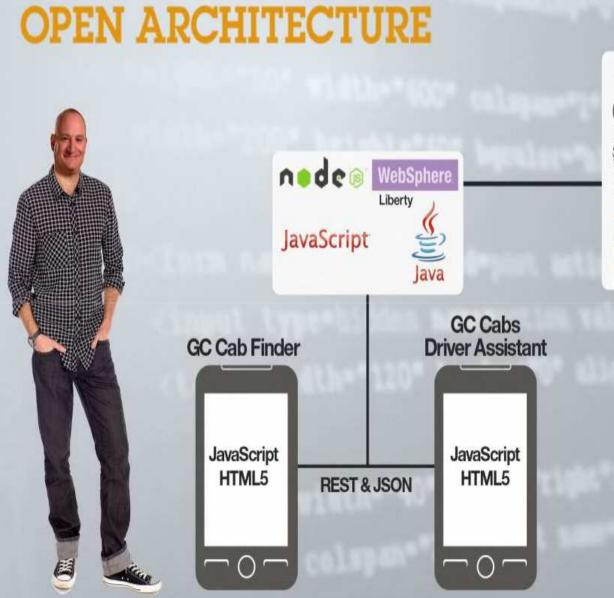
### **Systems of Interaction**

- Detect opportunities to engages users
- Enrich content with historical data and trends
- Perceive "in the how" context
- Act on new in sights gained



## **OPEN ARCHITECTURE**





#### Services



Customer data

Calls and SMS

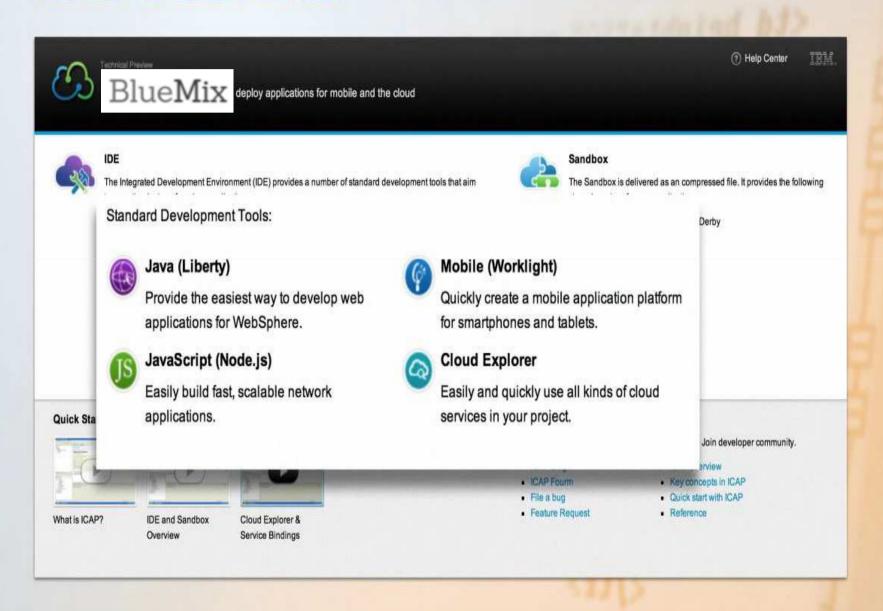
Calls and SMS

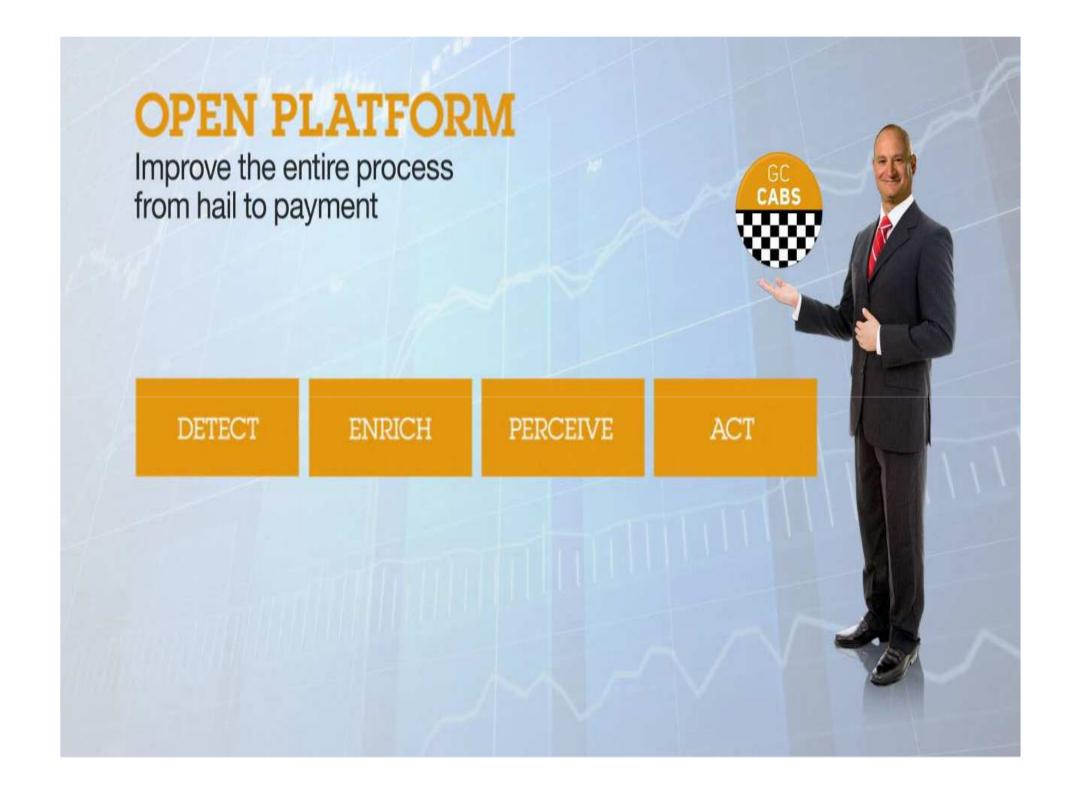
traffic and routing

electronic payments

predictive-analytics

### **OPEN PLATFORM**



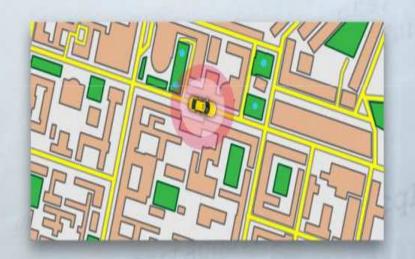




ENRICH

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ACT





New **geo-location** capabilities, available in Worklight, are able to better **detect** opportunities for interactions



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ACT









Worklight's location-based triggers, eliminates network chatter, by pushing interaction data to the mobile client. Reduces network usage and saves battery life.



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ACT



```
var acqPolicy= {
    Geo: {enableHighAccuracy: true,
    timeout: 10}};

var triggers;
for (var geofence in fences)
    triggers.Geo[geofence.id] = {
        type: "Entering",
        area: geofence.pts,
        callback: callbackFunction,
        transmit: {event:
    geofence.event}});

WL.Device.startAcquisition(acqPolicy,
    triggers, failureFn);
WL.Client.setEventTransmissionPolicy((maxIn
    terval: 10));
```

Code Snip-it to form a geo-fence, between the driver and the passenger, to secure the payment process

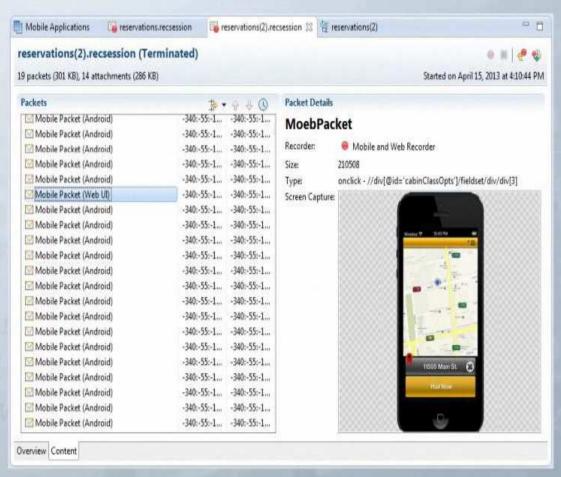


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With rapid revision, we must guarantee, **Continuous quality**.



This ensures a consistent experience, regardless of device type.

## MANAGE AND CONSUME APIS









Our system is enriched by data from a variety of sources. This is all about integration.



Manage and consume data feeds, from partners, with information such as payment and traffic data.

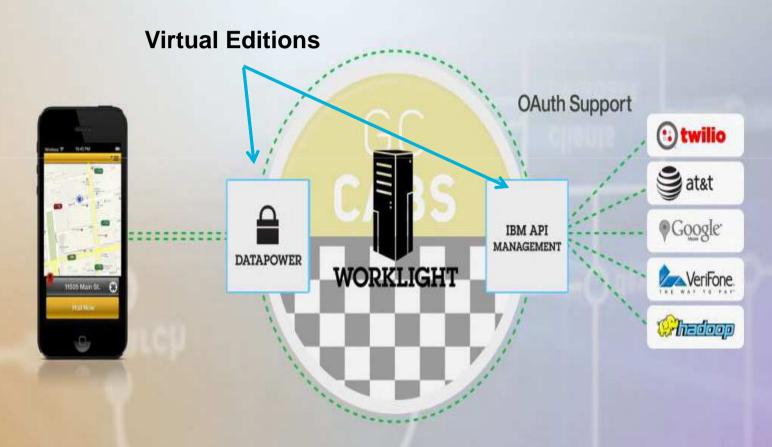
## MANAGE AND CONSUME APIS





PERCEIVE

ACT



Using our OAuth support, we can consume these data feeds, and offer developers a hassle-free way to implement secure access to APIs.



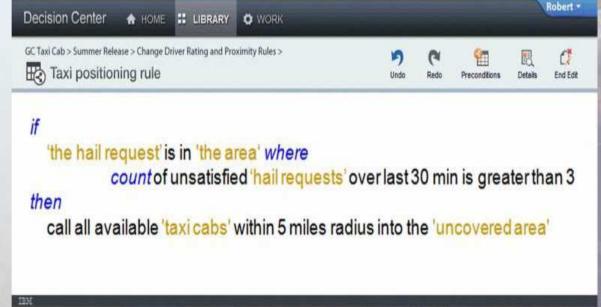
real-time data sources form the glossary of terms, used in our business rules



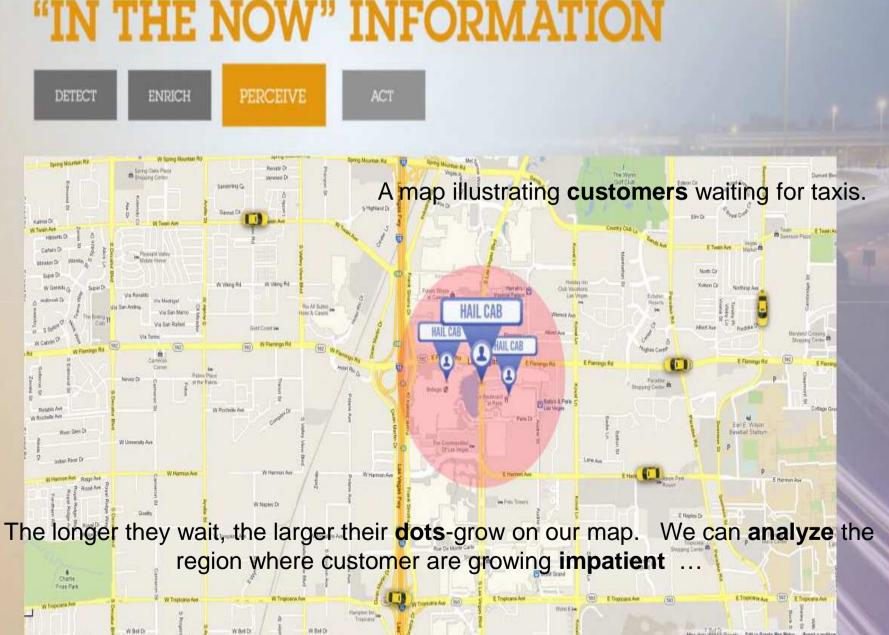
ENRICH

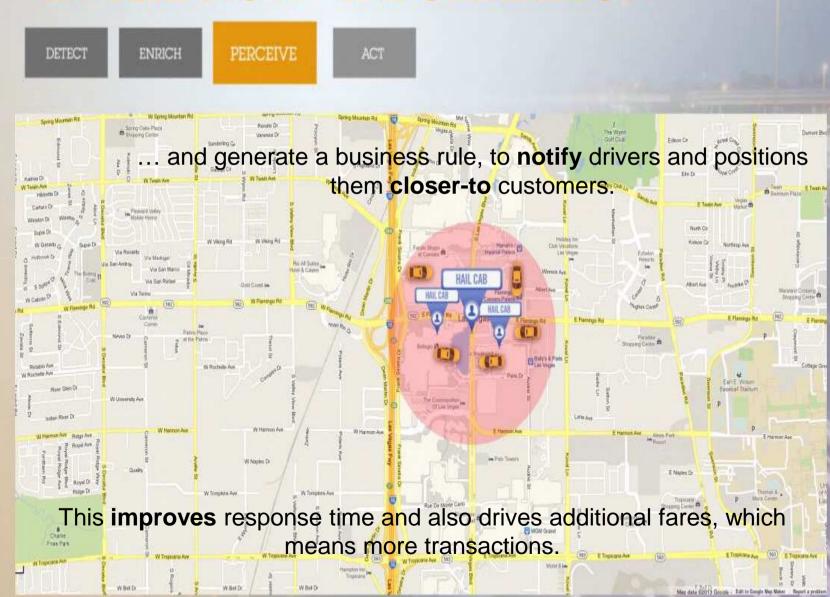
DETECT





Creating business rules that combine taxi location, with real-time data sources; such as traffic and weather





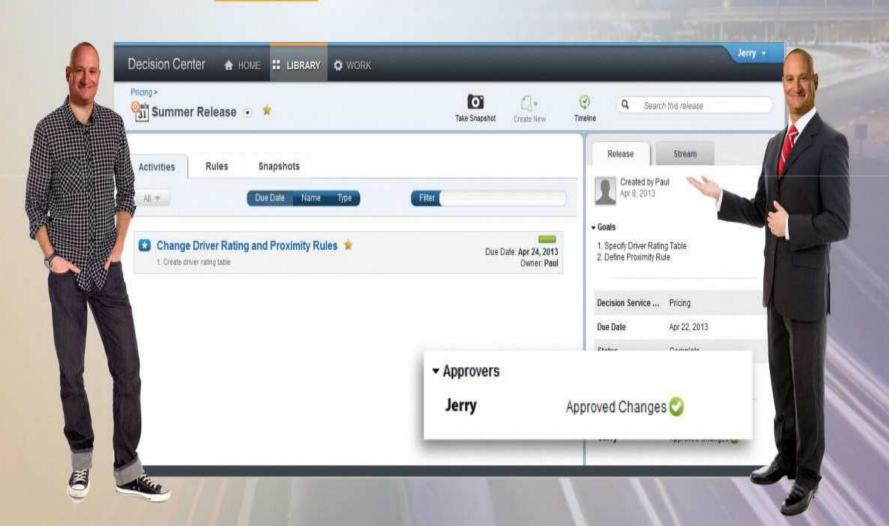








Decision Manager enables collaboration between developer and business



### ANALYZE USAGE DURING INTERACTION



### ANALYZE USAGE DURING INTERACTION



04/11

04/11

automatically process a payment, when the user reaches their destination...

## DESIGNING A SYSTEM OF INTERACTION

DETECT

**ENRICH** 

**PERCEIVE** 

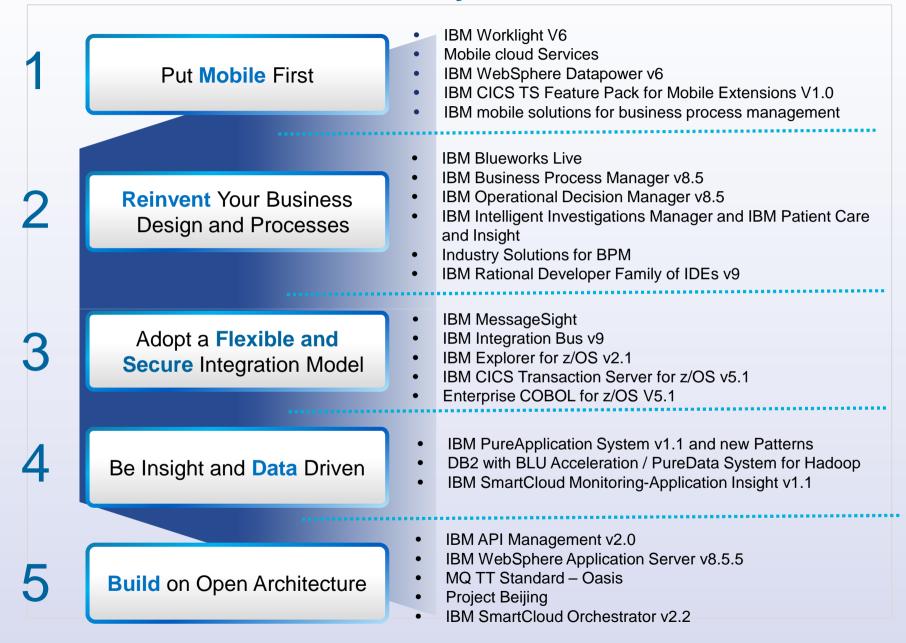
**ACT** 





Mobile re-inventing... everyday life

#### **New Announcements for Systems of Interaction**





### **Systems of Interaction**

Taking your business to the mobile era...
While making your information systems a source of innovation

– Part 2



Jerry Cuomo

IBM Fellow, VP, WebSphere CTO















"Sprint has been assembling a team of impressive technology partners to help build its Velocity connected car platform, but starting Wednesday it's **bringing in a ringer**... IBM MessageSight...

Leader quadrant in Business Process Management Suites "market share leader in application infrastructure and middleware software for 12 consecutive years." Worklight momentum moves IBM to leader quadrant

API management should be a key element of enterprises' social, mobile, and cloud strategy

IBM leads the pack in the Forrester Wave for Enterprise Mobility Five-Year Risk-Adjusted ROI of IBM Worklight is 363%! Leader in the Forrester Wave for BPM Suites BPM suites Take Center stage in The age of digital disruption

Best Mobile Development Solution 2013

Ranks Capital One **top mobile banking app** – built on Worklight

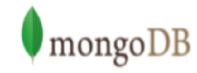
IBM Pure Application System v1.1 up to 2.6x lower cost/core, up to 6.6x better price performance, up to 4x less labor

- IBM Confidential -



#### "IBM Announces Platinum Sponsorship of the New OpenStack Foundation"

"IBM and 10gen Collaborate to Bring Mobile to the Enterprise."





"IBM to Acquire SoftLayer to Accelerate Adoption of Cloud Computing in the Enterprise"

"IBM and Pivotal to Accelerate Open Cloud Innovation with Cloud Foundry"

...Including WebSphere Liberty buildpack





LOE



#### **Angela – Business User**

Responding immediately to changing business Shift away from IT to self-reliant Business organization



#### **Dave – Business Developer / Data Analyst**

Responsiveness to Angela by rapidly composing business apps Shift towards minimal coding with domain specific services



#### Jane - Domain Specialized Developer

Rapidly construct reusable domain vertical function Shifts towards domain specialization, producing SOE apps leveraging Backend Services



#### **Bob** – Backend Service Developer

Needs a platform to create and operate standardized, scalable SOE and SOR services Shifts from creating & configuring middleware services to composing frameworks with DevOps



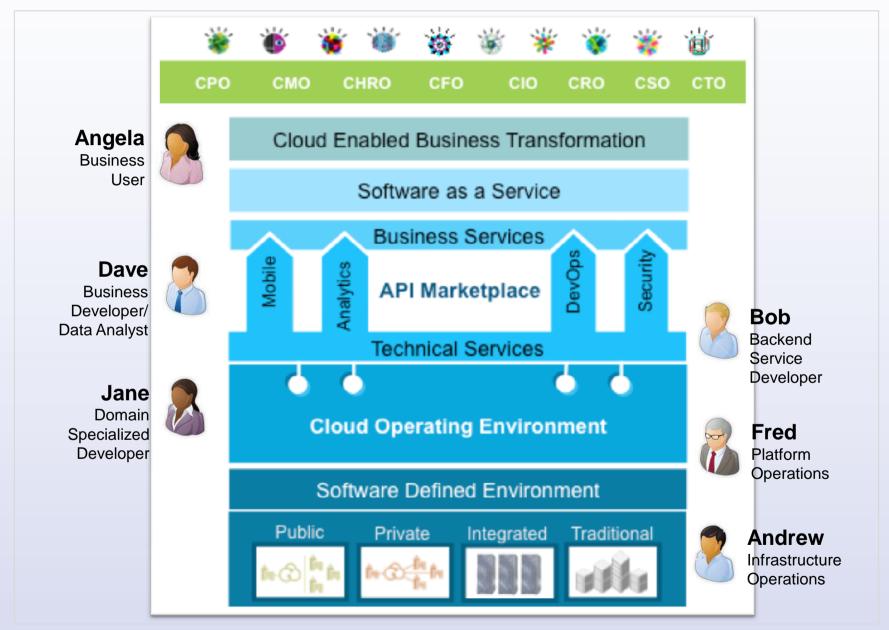
#### **Fred** – Platform Operations

Needs software defined infrastructure to provide and manage the platform (on or off premise) Shifts from traditional IT operation to creating orchestration and automation services



#### **Andrew** – Infrastructure Operations

Needs cross infrastructure management and administration tools. Ability to expose standardized laaS Shifts from server consolidation and virtualization to exposing standardized infrastructure services



#### **Key concepts**

#### **Cloud enabled Business Transformation**

Enterprise business transformation by adoption of Social, Mobile, Analytics and Cloud

#### **API Marketplace**

API-accessible business services made available to third-party innovators composing solutions

#### **Cloud Operating Environment**

Fabric, composition, marketplace & services for born-on-the-cloud solutions and integration to traditional middleware

#### **Software Defined Environment**

Dynamic next generation infrastructure for deploying cloud service & enterprise data centers

#### IaaS+PaaS

- Enterprise-class set of Platform Services
- Flexible Infrastructure-as-a-Service based on SoftLayer
- Integrated Systems Based on Pure Application System



















































### **Business and BPM cloud services**









## **IBM BPM on Cloud**

Get up and running with BPM quickly for enhanced time to value with a managed, secure BPM environment in the cloud



## BlueworksLive

Discover, document, automate critical business processes collaboratively and securely



## **API Marketplace**





Dave
Business
Developer/ Data
Analyst



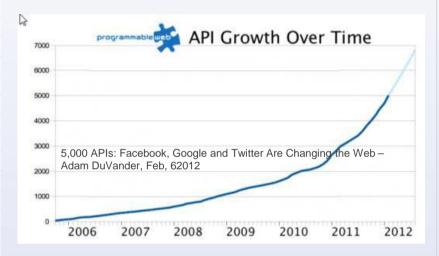








Company	APIs	Most Popular
Twitter	3 + <u>101</u>	Twitter API
Google	96	Google Maps API
Yahoo	51	Flickr API
XIgnite	43	XIgnite Realtime Stock Quotes API
Microsoft	33	Microsoft Bing Maps
AOL	30	MapQuest API
Amazon	23	Amazon Product Advertising API
<u>Orange</u>	19	Orange Location
eBay	18	eBay API
Ericsson	16	Ericsson Web Maps
New York Times	14	New York Times Article Search
Yandex	10	Yandex Search API
<u>AT&amp;T</u>	9	US Yellow Pages API
Salesforce.com	8	Salesforce.com CRM API
USA Today	8	USA Today News API
Facebook	8	Facebook API
Rackspace	6	RackSpace Cloud Servers API
Telenor	6	<u>Telenor Payment</u>
<u>InfoChimps</u>	5	InfoChimps Twitter
Deutsche Telekom	5	Deutsche Telekom Send SMS API
SingTel	5	SingTel Messaging API
T-Mobile	5	Developer Garden API
Telefonica	5	BlueVia Location API
Pearson	3	Longman Dictionary API
Vodafone	3	Vodafone Geolocation
Verizon	2	Verizon NavBuilder LocationKit



http://www.programmableweb.com/

## **IBM WebSphere Cast Iron Live – Web API Services**



#### Application Developer Portal

with Self-Service registration and with hooks into social communities



### **Mobile cloud services**







### **Mobile**



Mobile Application Management



App Distribution



Push, geo-triggers, passes, encrypted storage, offline synch accelerate mobile construction



**Application Container** 



Feedback management



Crash analysis & performance



Quality assurance

### **Development**



Client SDK SDK for omni-channel



Cross platform application tools

### **Management**



Integrated development dashboard



Analytics



Security

### APIs & Data



Domain specific database schemas



API management



Connectivity



Location

### **Cloud Code**



Scripted Logic
Elastic execution



**Extension Mechanism** 



Marketplace

## **Expanding our mobile portfolio with new capabilities**

125+ patents for wireless inventions in 2012, bringing the total to 270

1H 2012

1H 2013



IBM acquired: IBM Worklight



Emptoris Rivermine Telecom Expense Management



Named leader in interactive design



IBM announced:
IBM Endpoint Manager
for mobile devices



IBM acquired:
Urban Code DevOps Platform



Worklight named 'Best Mobile Development Solution'



IBM announced: IBM MessageSight



developerWorks Lass

IBM announced:

IBM mobile cloud services



IBM acquired: Tealeaf CX Mobile



IBM announced:
Managed Mobility and MAPM Services



IBM announced:
IBM Security Access
Manager for Cloud
and Mobile



IBM announced:
IBM Connections Mobile

### **IBM Worklight: A mobile application platform**

Speeding the development, integration and management of mobile applications and infrastructure

#### **Accelerate Development**

- Web, hybrid, and native development: open, flexible, standard-based, multi-screen/omni-channel
- Functional testing
- Development lifecycle tools and integration

#### **Facilitate App Security and Trust**

- Server-enforced authentication
- App authenticity and user-app-device binding
- Secure and syncable on-device storage
- App version enforcement

#### **Enable User Engagement**

- Unified push and SMS notifications
- Geolocation and context collections and intelligence
- Mobile-friendly integration

### **Support Mobile Analytics**

- Efficient acquisition of analytics data
- Development, operational, and business analytics
- Offline and online event management integration



"Best Mobile Development Solution" voted by SIIA members, 2013 CODiE Awards



### IBM MessageSight appliance for Mobile and M2M

### Simplifies "Internet of things", connected car, and mobile

Designed for millions things, millions of events, very dense, very green technology m2m engineered for wireless, with low latency, reliable delivery and quality of service 93x faster, 10x less battery, 8x lower bandwidth versus HTTPS

1 rack does 273M messages/sec, 21M concurrent connections (like 1,000 web servers)



## **Introducing IBM BlueMix**







IBM and partner cloud services

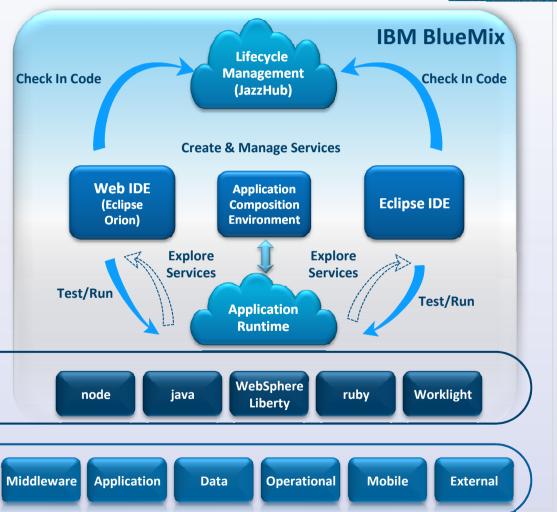
Integrated DevOps with both Browser and Eclipse-based tools

Come, experiment with Beta at http://bluemix.net

**Runtimes &** 

**Frameworks** 

**Services** 



## **Patterns and the PureSystems**



Andrew Infrastructure Operations



Fred
Platform
Operations















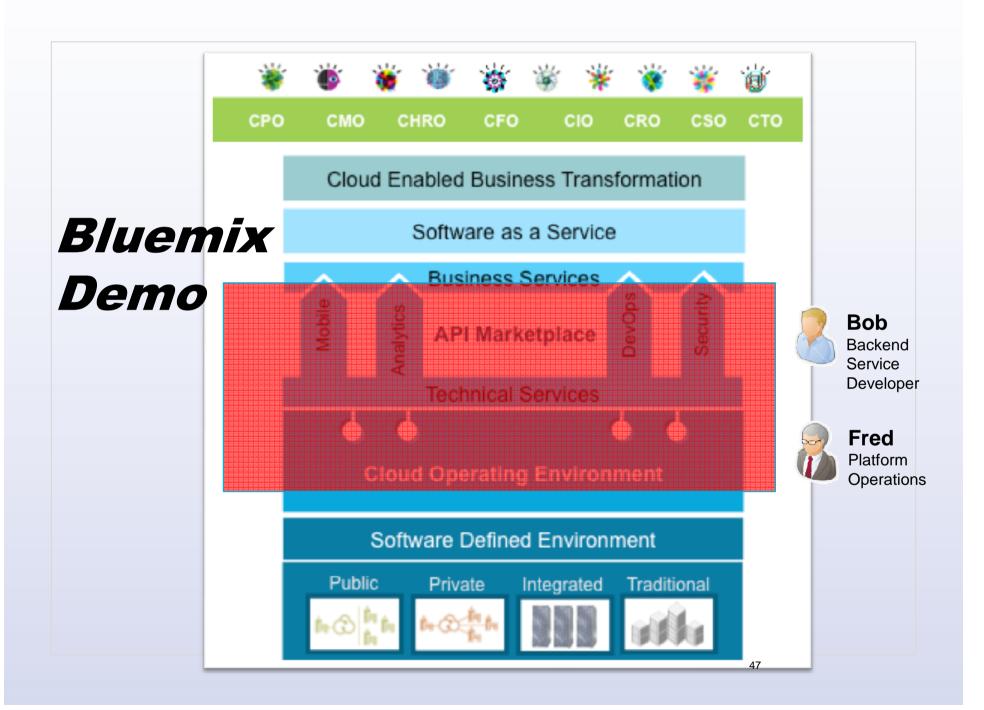
Andrew Infrastructure Operations

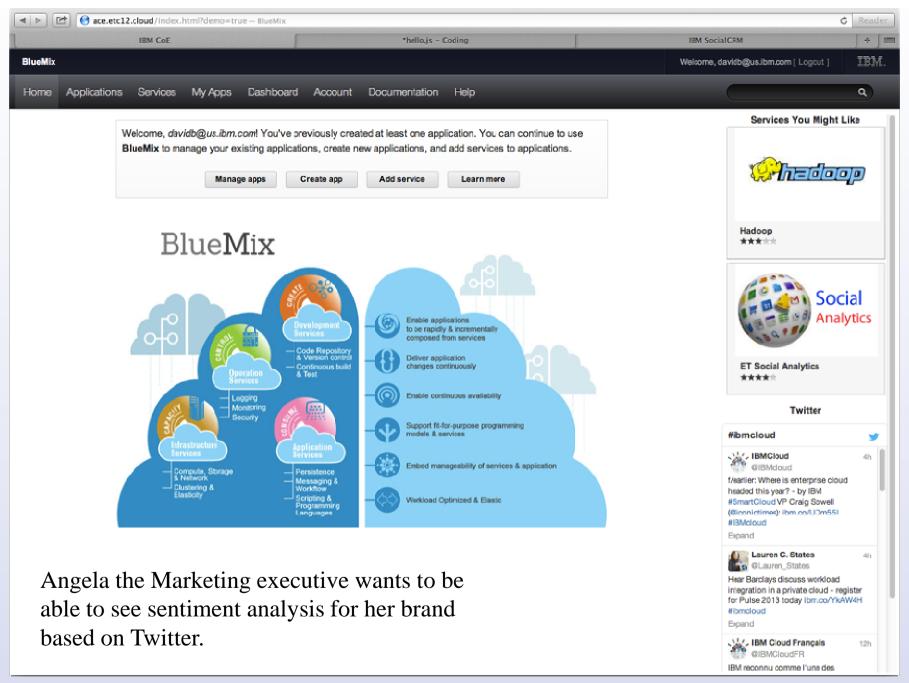


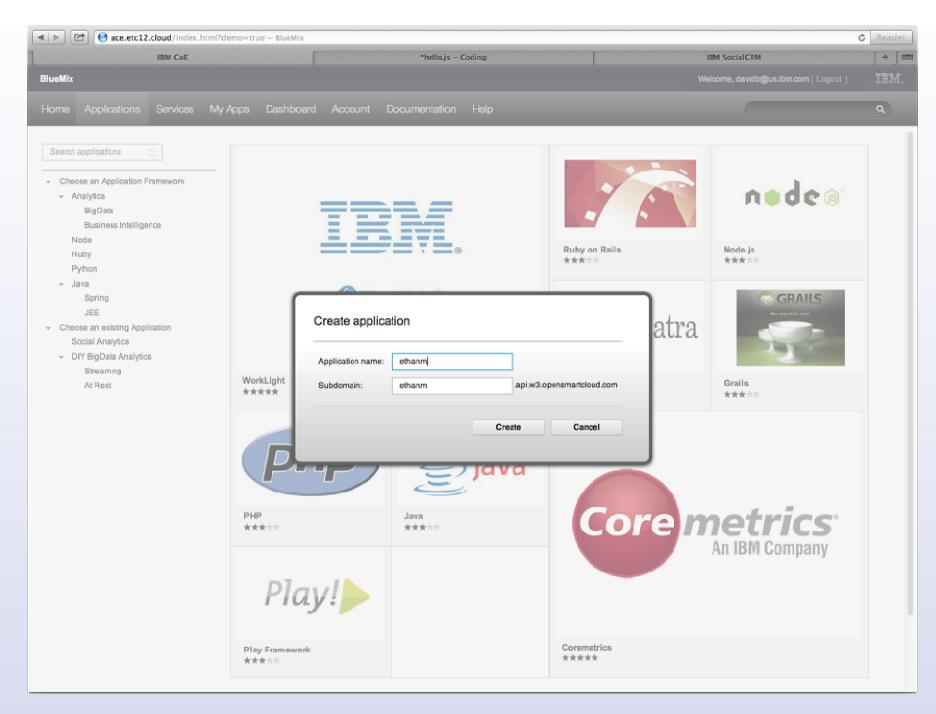
Fred
Platform
Operations

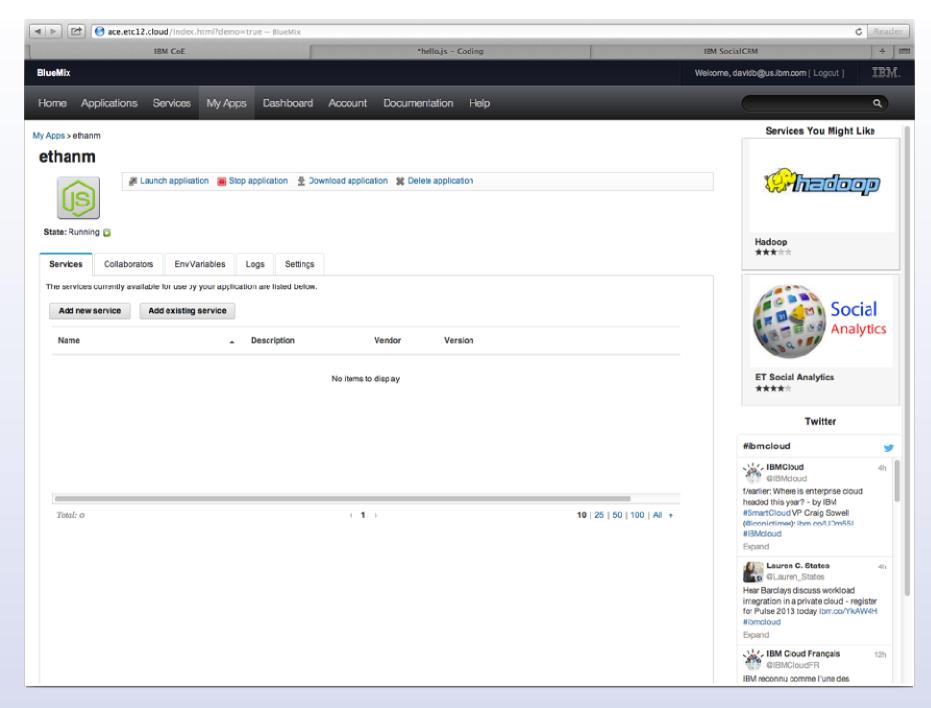


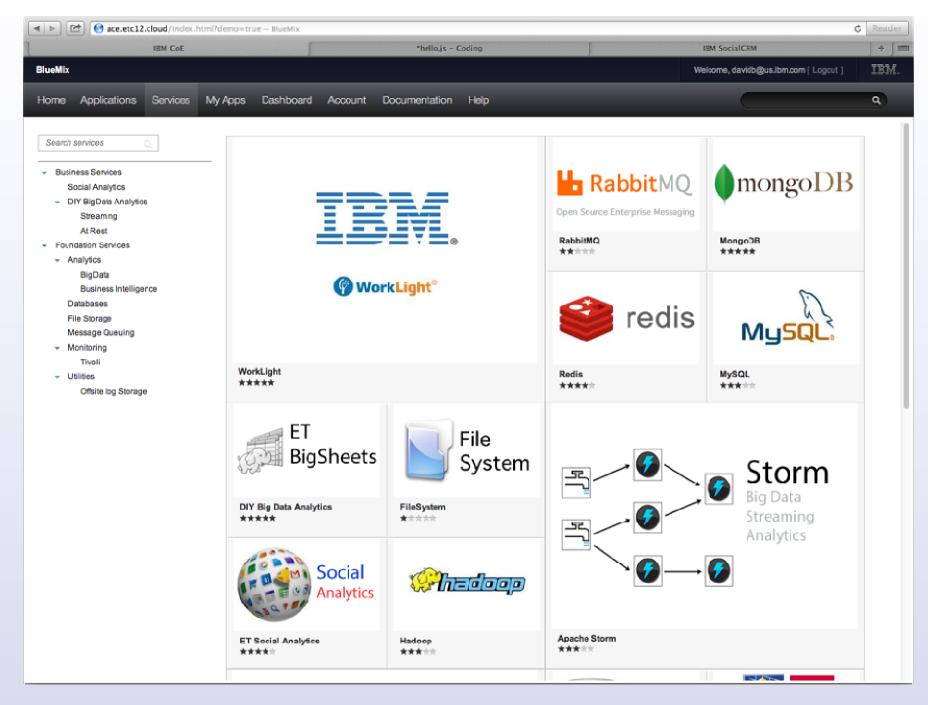


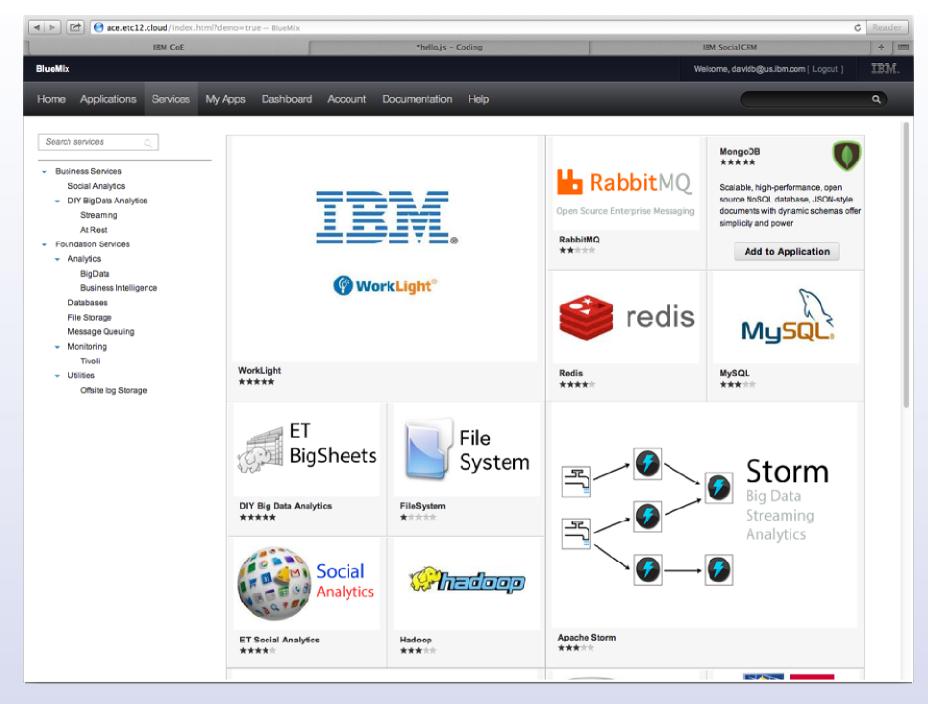


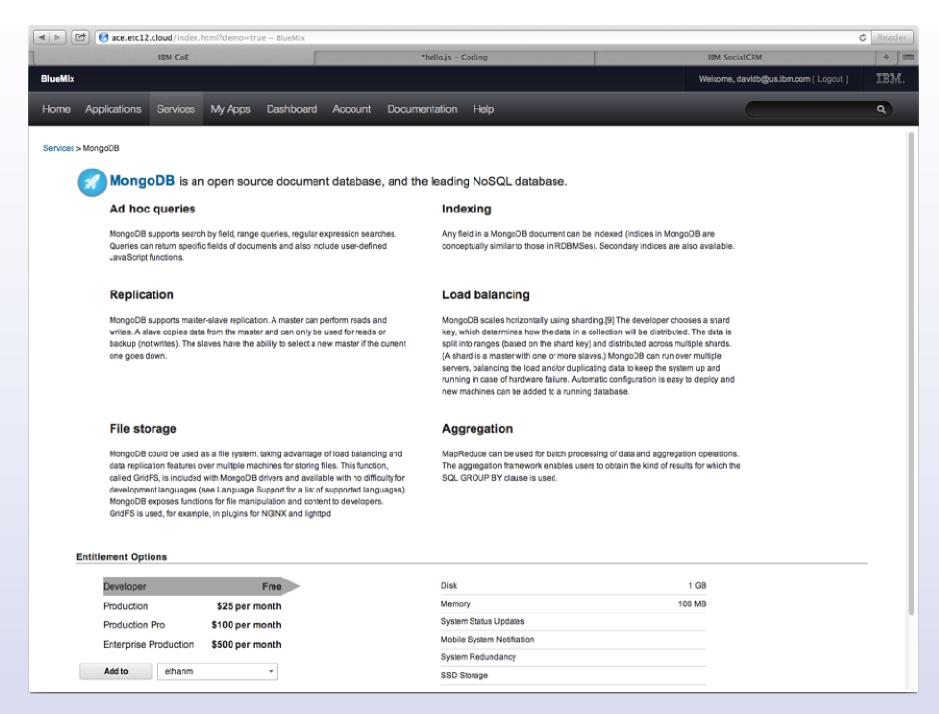


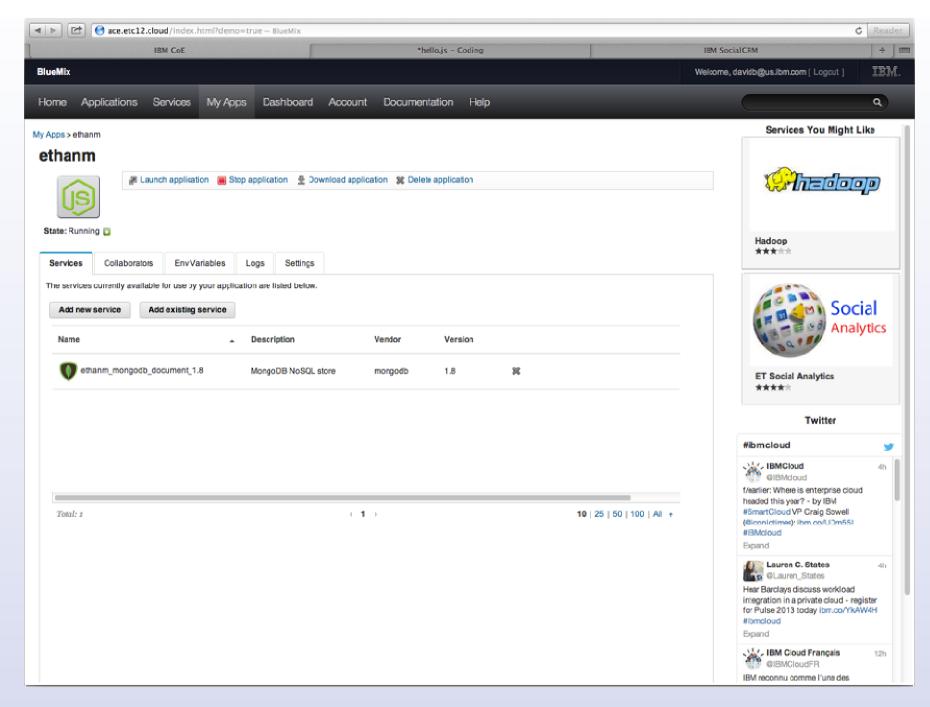


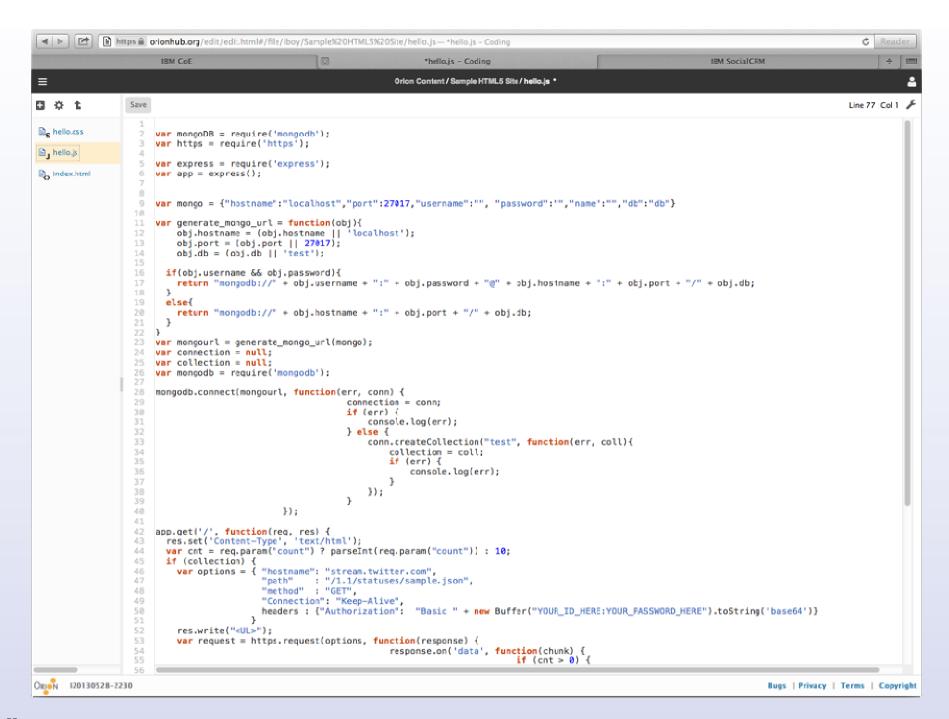


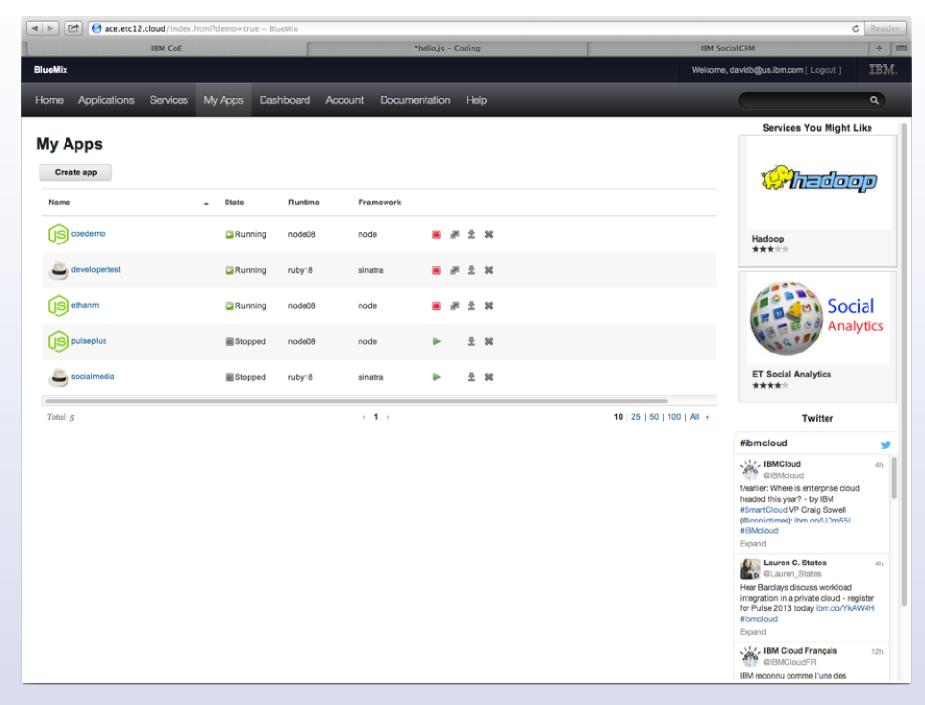




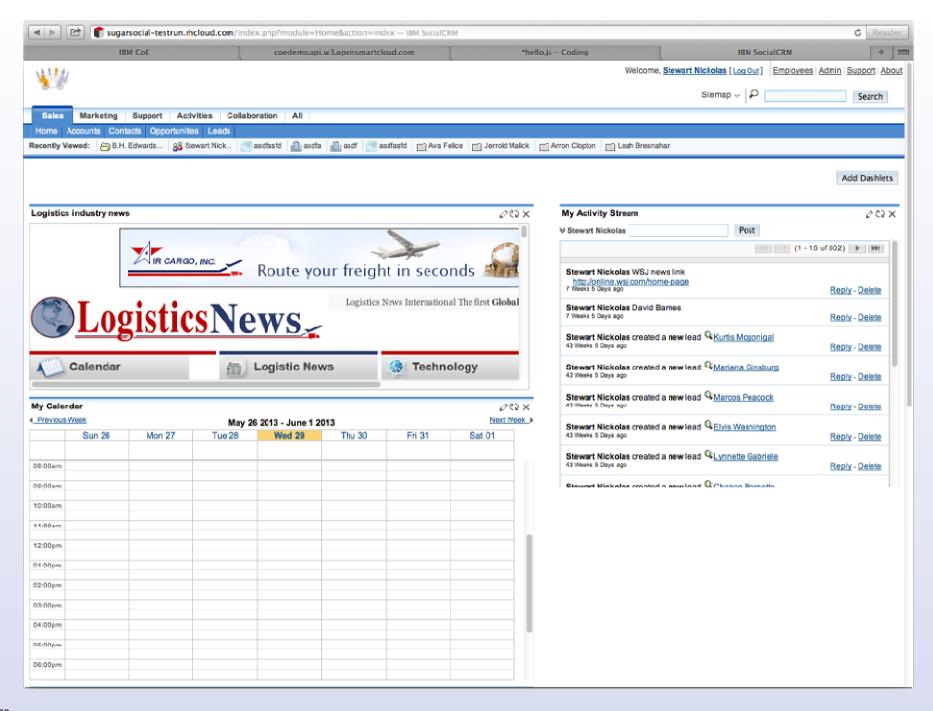


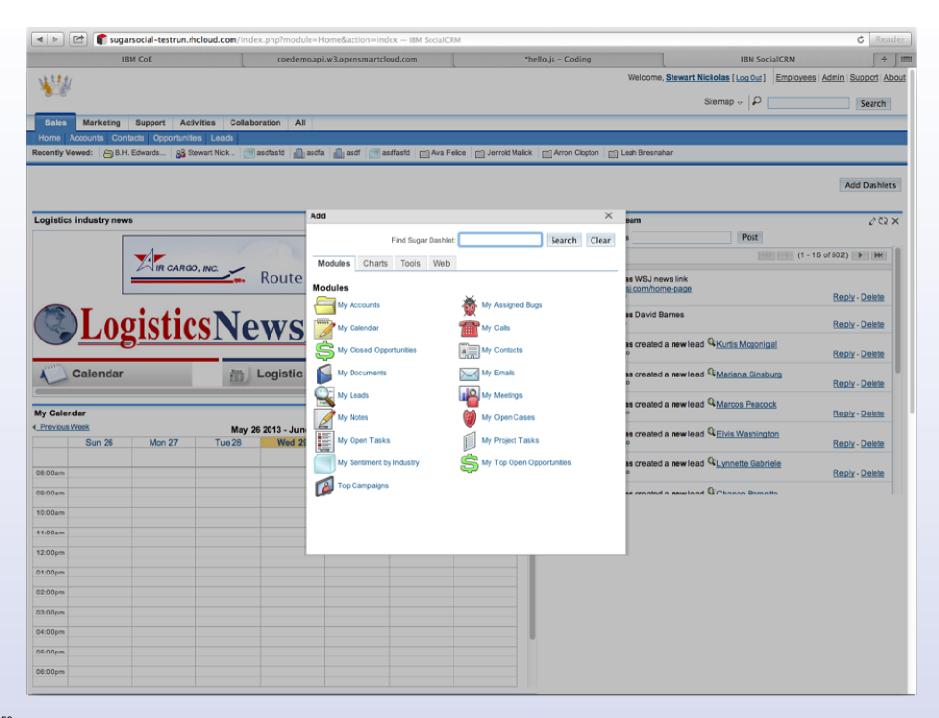


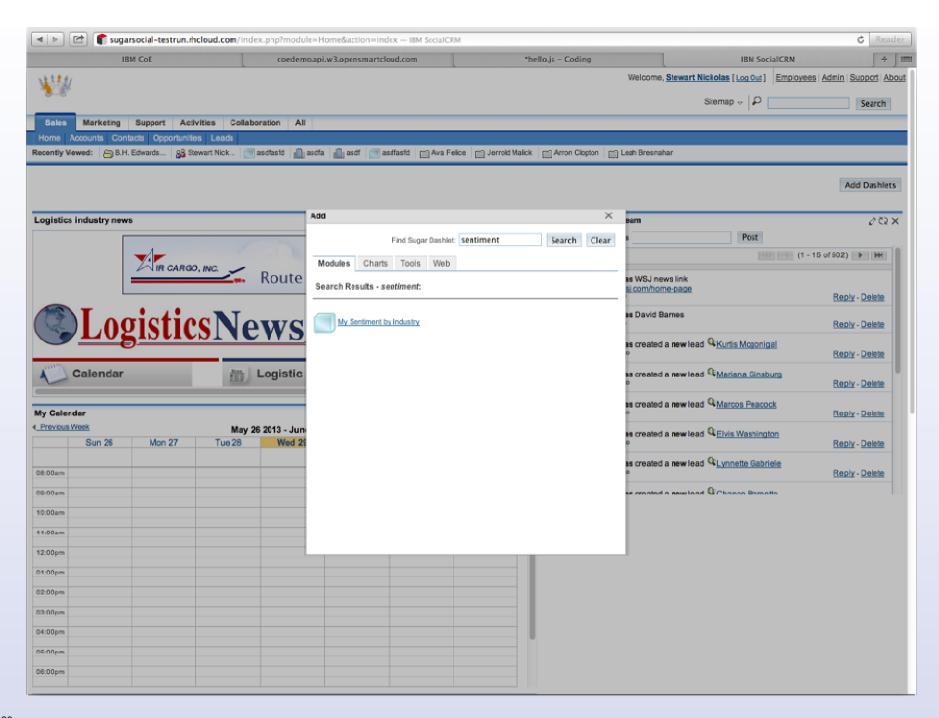


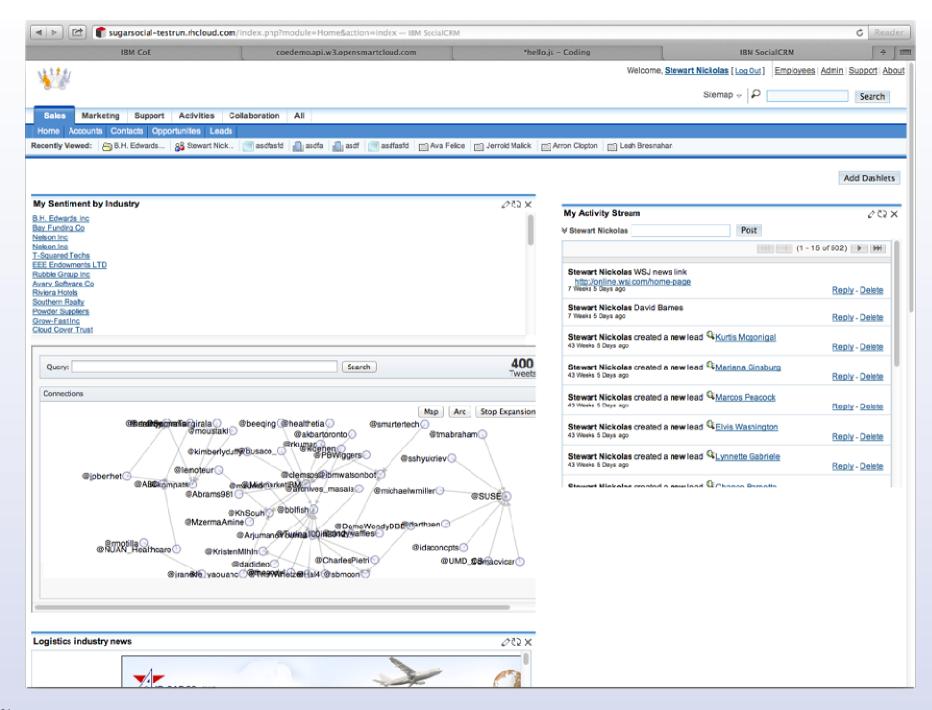




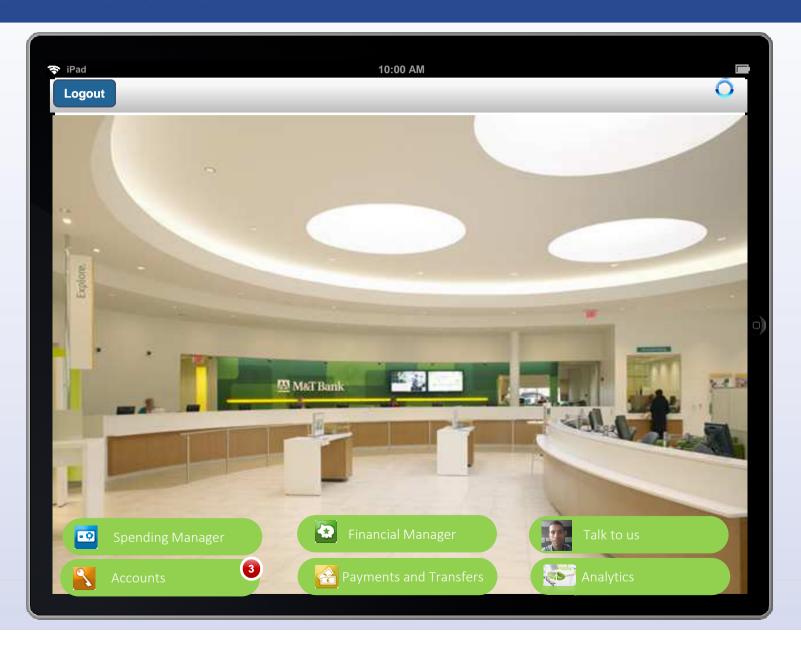








## The Mobile Device is The Bank



## Proactive Banking



Pass



Checking

01-234532-1

**Current Balance** 

CA\$1,000.23

Last Transaction

Tim Horton's Coffee

Date / Time

8/8/13

Amount

CA\$12.34



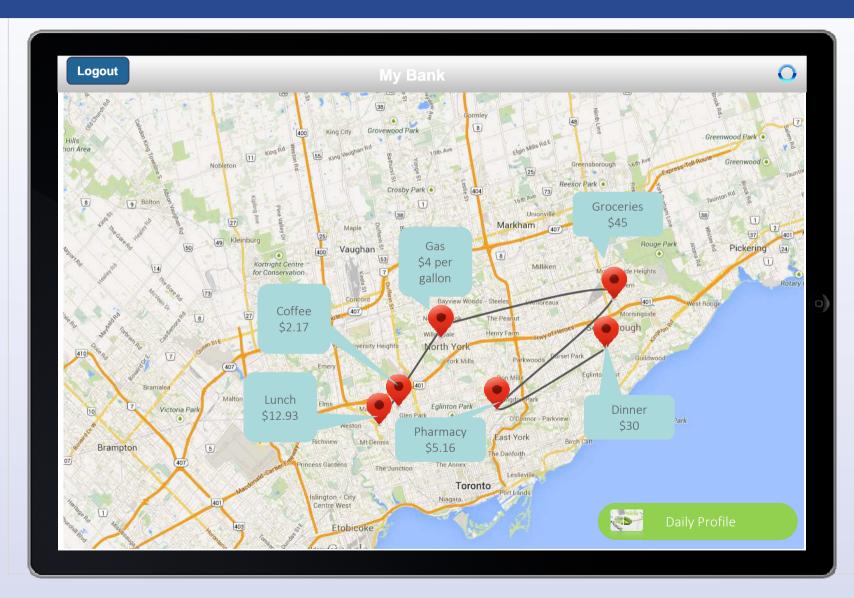
Created by IBM - Sample

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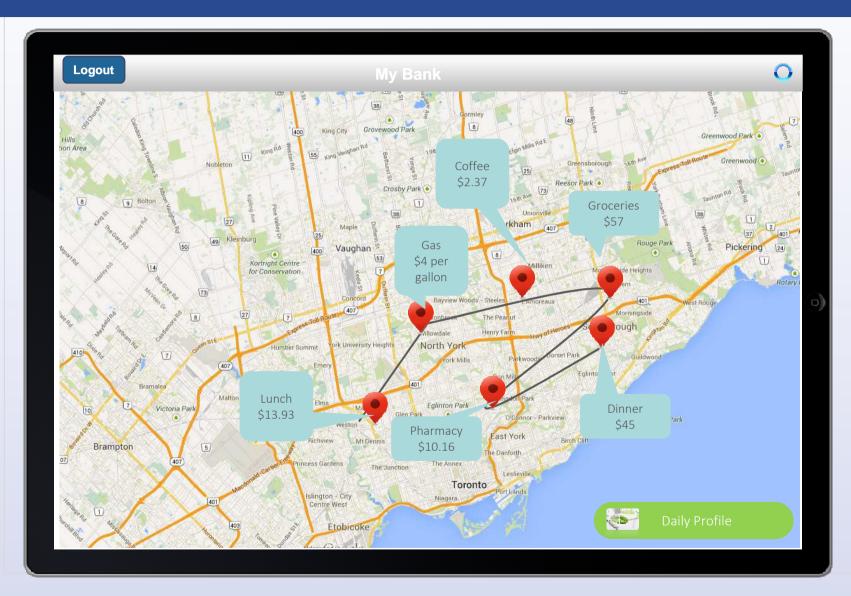
Passbook requires iCloud and an iPhone or iPod touch with iOS 6 or later.

About Passbook

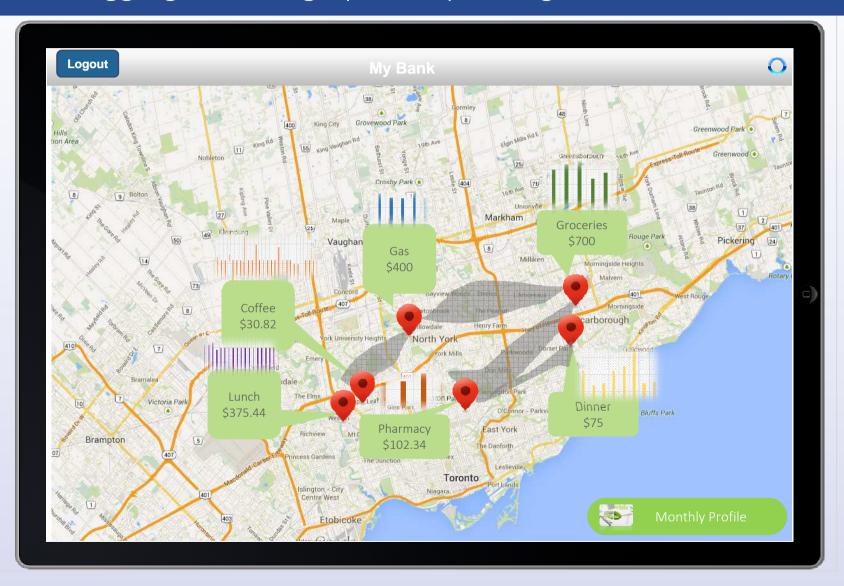
## Customer Geographical Spending Profile Day 1



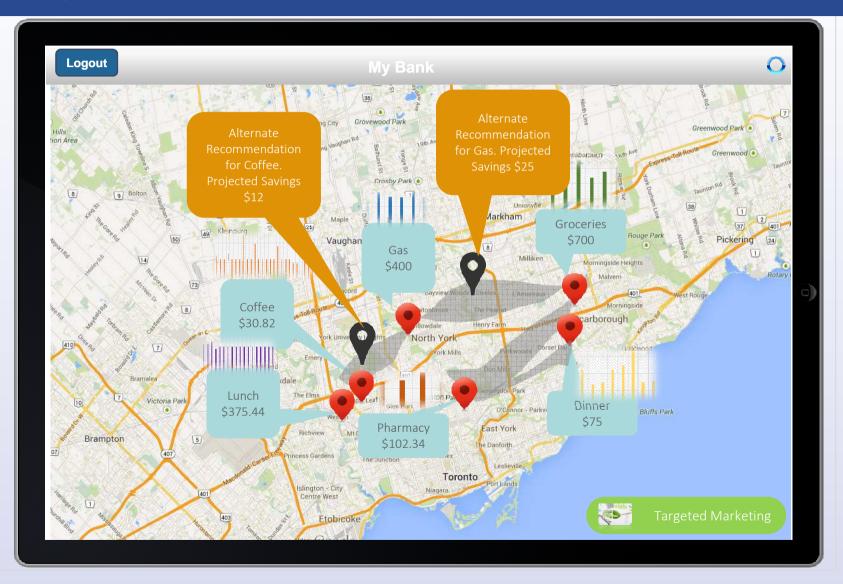
## Customer Geographical Spending Profile Day 2



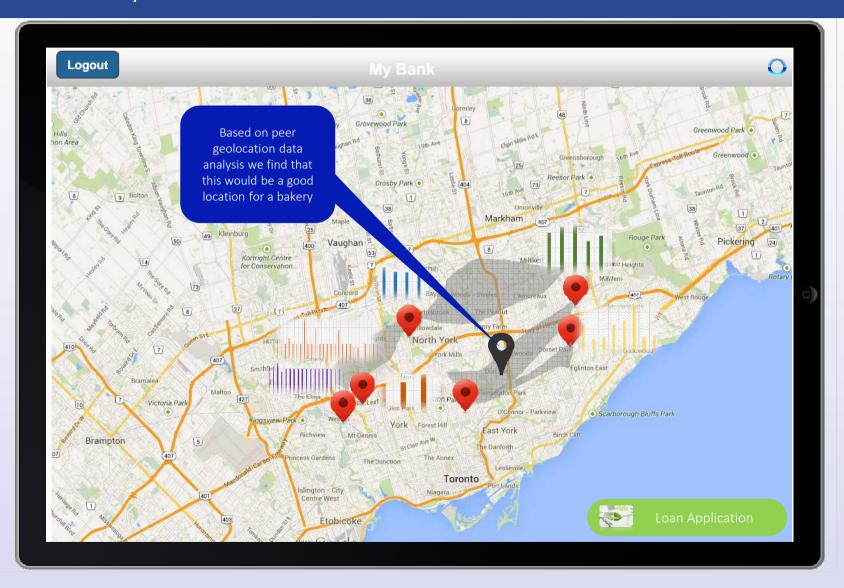
# Customer Aggregated Geographical Spending Profile: Month



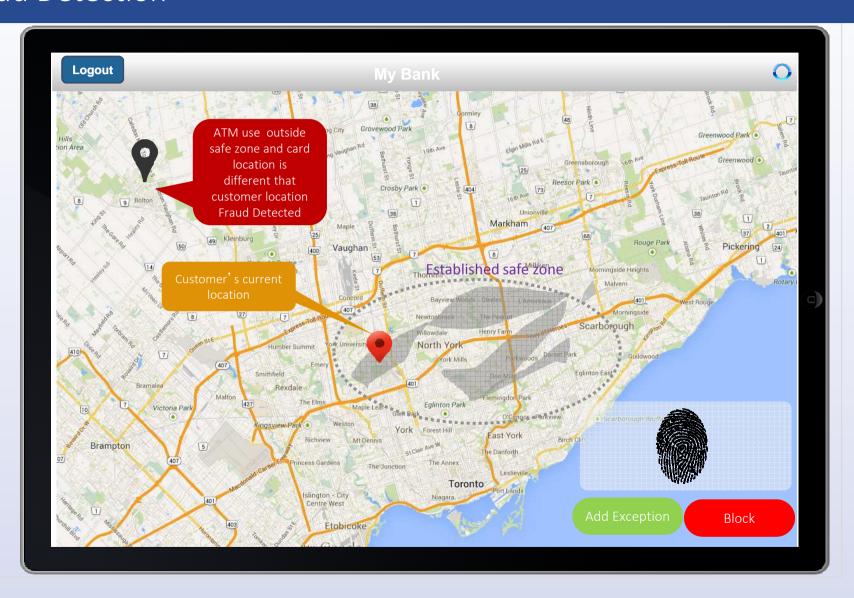
## GeoAnalytics Based Recommendations



## Peer GeoAnalytics Based Business Recommendations



## Fraud Detection



## Peer GeoAnalytics Recommendations

