



IBM Software Group

IBM Information Management Solutions

***Vous songez à l'avenir de votre IDS ? ...
IBM aussi !***

A horizontal bar containing a series of small, square icons. From left to right, the icons include: a green square, a yellow square, a red square, a purple square, a cyan square, a grayscale image of a building, a circular arrow icon, a grayscale image of a woman's face, a grayscale image of a hand holding a pen, a grayscale image of a person's torso, and a grayscale image of a person's face.

@business on demand software

Michel Granger
Manager of Software Group Marketing
EMEA West Region

Agenda

- 10h00 - 10h45 **e-business on demand : la vision**
Baba Zoumanigui
Vice President EMEA DB2 Information Management
- 10h45 - 11h 30 **Comment les produits SW améliore
votre environnement Informix ?**
Gary Proctor - IDS Senior Development Manager
- 11h30 - 12h15 **Mise à jour de la roadmap informix**
Aomar Bariz - Technical Sales, Informix and DB2 Products
- Pause déjeuner : Restaurant le Brantôme du Périgord
- 14:00 - 14:30 **Tivoli pour Informix**
José Faivre – Tivoli Market Manager
- 14:30 - 15:00 **Websphere Studio**
Serge Bonnaud – Rational Market Manager



IBM Software Group

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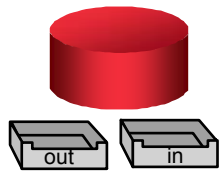
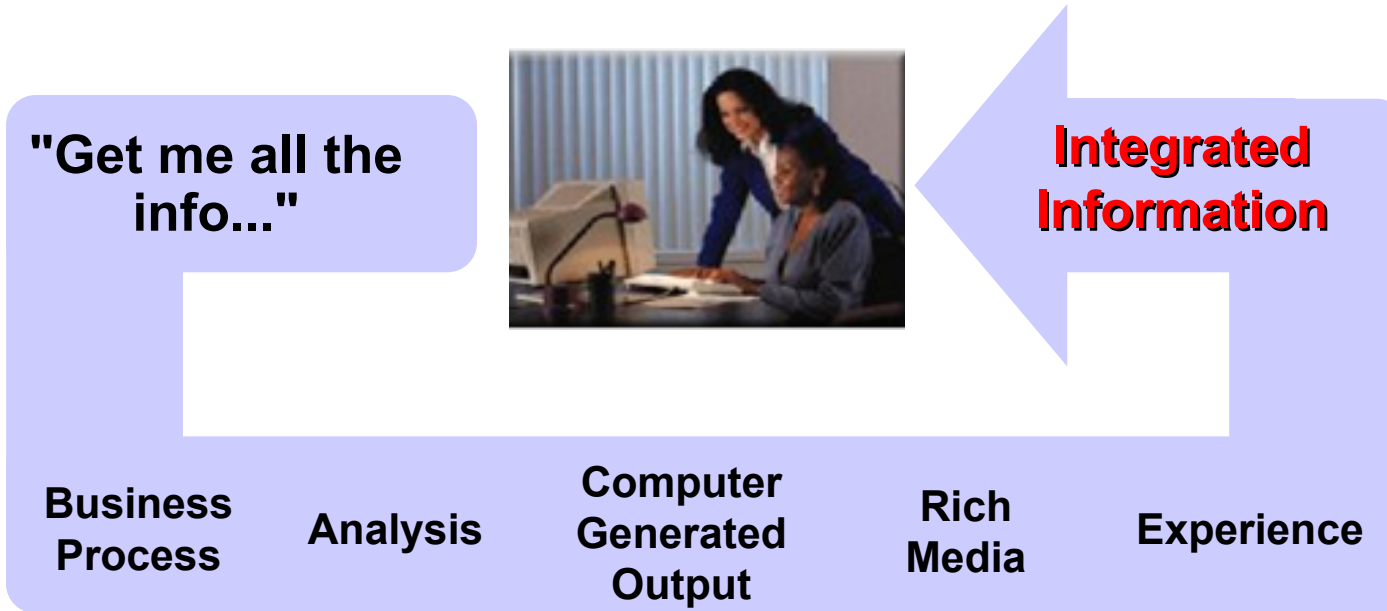
delivering information on demand...

A horizontal bar containing a series of small, square icons. From left to right, the icons include: a green square, a yellow square, a red square, a purple square, a cyan square, a grayscale image of a building, a circular arrow icon, a grayscale image of a woman's face, a grayscale image of a hand holding a pen, a grayscale image of a person's torso, and several grayscale squares of varying shades.

@business on demand software

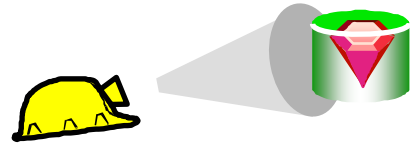
Baba Zoumanigui
Vice President EMEA Software Group
IBM DB2 Information Management Solutions

What Users Demand



Inventory

Claims



Orders

Bills

Purchase Orders



e-mails

Statements Reports

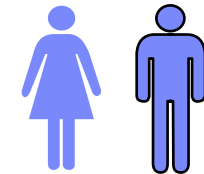


Loan Applications



Resumes

Correspondence



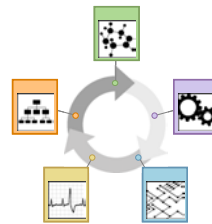
Archives

Integration : The efficient and flexible combination of resources to optimize operations across and beyond the enterprise



People

- Standardized access to applications
- Access anytime, anyplace
- Dynamically adaptive role-based workplaces



Processes

- Model processes
- Integrate applications
- Connect externally
- Monitor processes
- Manage business results



Information

- Leverage data and content resources
- Access data in place
- Consolidate data
- Transform data
- Manage data placement

With Security and Integrity

To respond with speed to changing environment, Governments need to move into the On Demand era

CHALLENGES

Reshape citizen/bus services

Customer issues

- Managing citizens' expectations
- Improve democracy/ economic development
- Security & Data protection

Organisational effectiveness

Customer issues

- Addressing skills shortage (massive retirement waves)
- Attract/train and maintain skills

Financial performance

Customer issues

- Providing more with less
- Dealing with a deficit budget
- Dealing with fraud

HOW



Become an On Demand Government

Through

Process Transformation

- From silos to integrated
- Cross-agency, cross-government processes

Cultural change

- Supporting the citizen focus vision

IT infrastructure

- Integrated, Open, Virtual, Autonomic
- Security and Data protection

To respond with speed to changing environment, bank need to move into the on demand era

CHALLENGES

Efficiency

- Fundamentally change cost structures by digitizing and eliminating process

Resilience

- Ensure earnings stability and reduce capital requirements associated with all forms of risk

Differentiation

- Grow revenues by becoming a customer-centric enterprise

HOW

Become an on demand bank

Through

- Enterprise integration
- Consolidation
- Open Standards
- Flexible infrastructure
- Internal utilities, out-tasking

- Risk supervision control
- Monitoring and surveillance
- Integrated processes
- Resilient infrastructure
- Protection and contingency

- Consolidated client view
- Client profitability
- Data Mining and analytics
- Knowledge management

The Promise of e-business on demand

Responsive

Open

Variable

Integrated

Focused

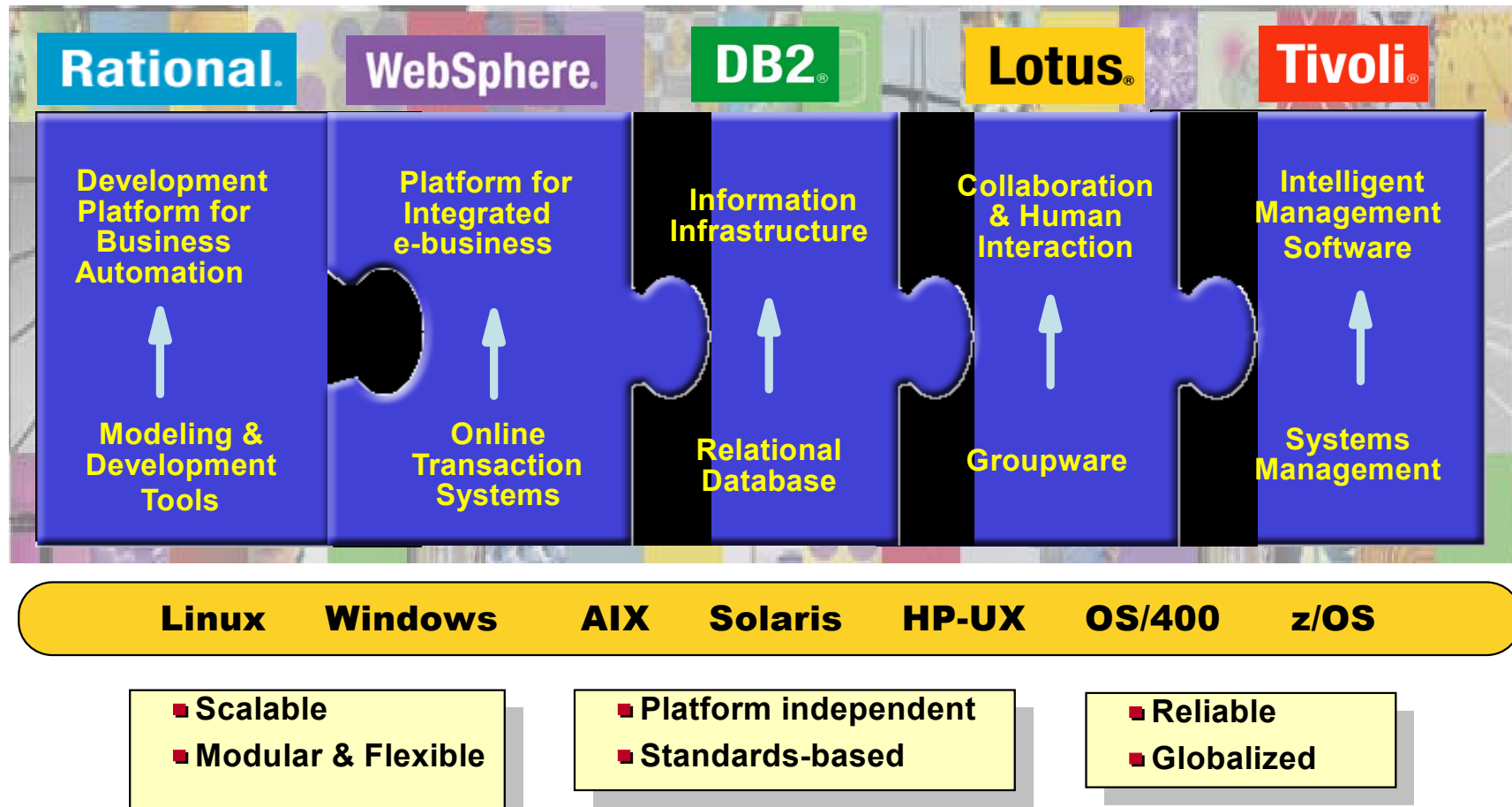
Virtual

Resilient

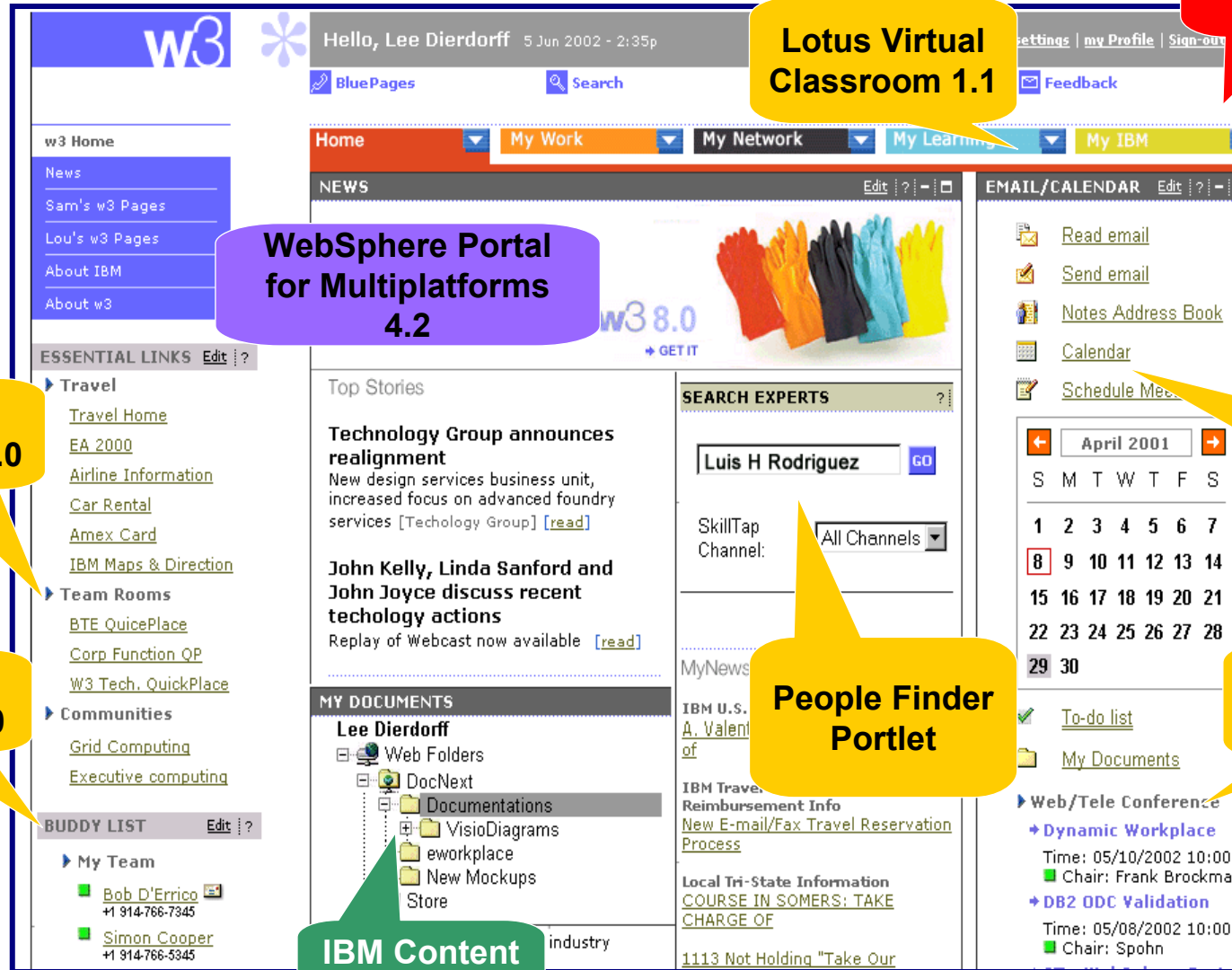
Autonomic

An enterprise whose business processes -- integrated end-to-end across the company and with key partners, suppliers and customers -- can respond with speed to any customer demand, market opportunity or external threat

Delivering Business Capabilities via Leadership Brands



Exemple : Middleware integration



Tivoli Access Manager

Lotus Virtual Classroom 1.1

WebSphere Portal for Multiplatforms 4.2

Lotus Quickplace 3.0

Lotus Workplace Messaging

Lotus Sametime 3.0

People Finder Portlet

Lotus Sametime 3.0

IBM Content Manager

WebSphere Application Server 5.0

Middleware Enables e-business on demand

Information Management: Store, Search, Analyze, Integrate, Distribute

Processes

Dynamic, Demand-to-deliver Business Models

Applications



Middleware Environment

Human Interaction & Collaboration

Transactions & Messaging

Information Management

Systems Management & Security

Software Development



Systems Environment

Linux

Unix

Windows

OS/400

z/OS

Servers

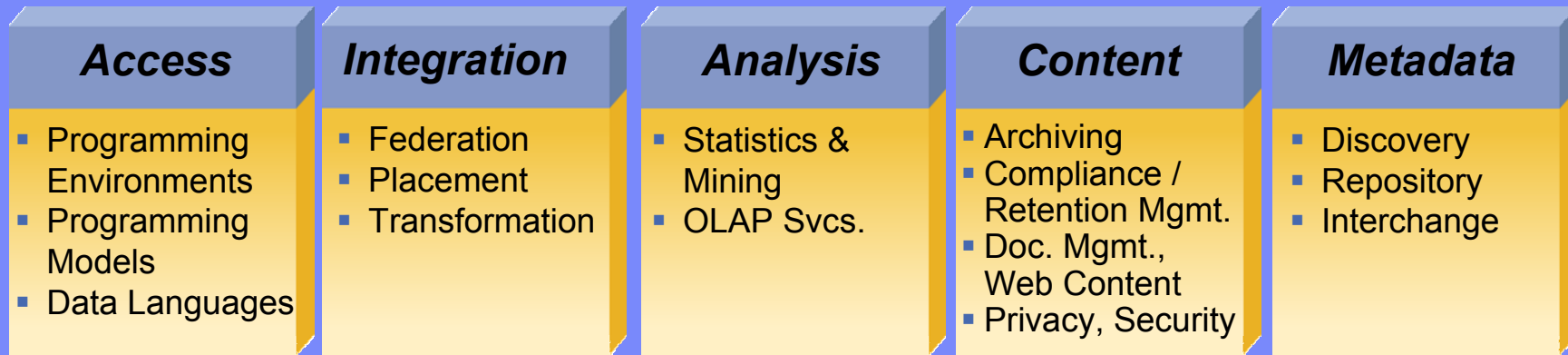
Storage

Information Infrastructure

... an integrated set of services for managing and leveraging diverse information assets to improve business performance....

Information Services

Key Capability: Services that provide extended capabilities in support of applications or different information types.



Information Assets

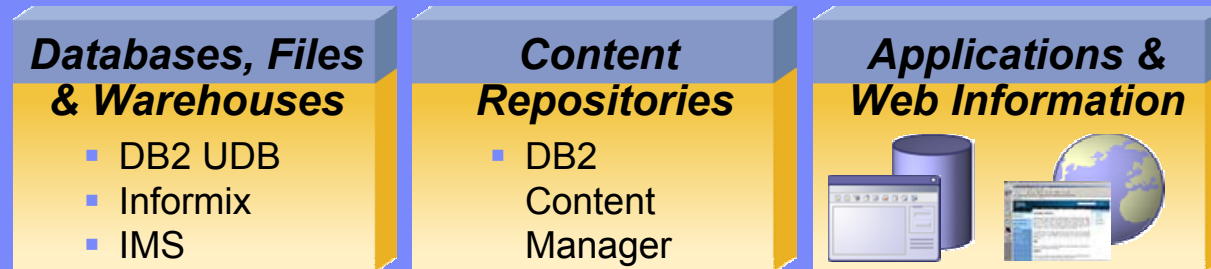
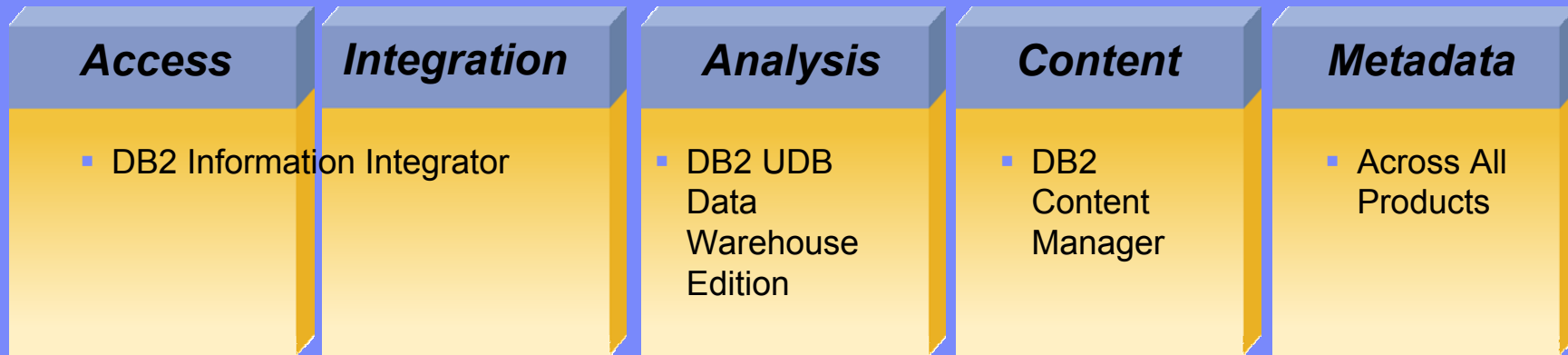
Key Capability: Storage of information providing sharing, integrity, performance, scale, availability and security.

Information Infrastructure

... an integrated set of services for managing and leveraging diverse information assets to improve business performance....

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Information Assets

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IBM DB2 Information Management Portfolio Investments...

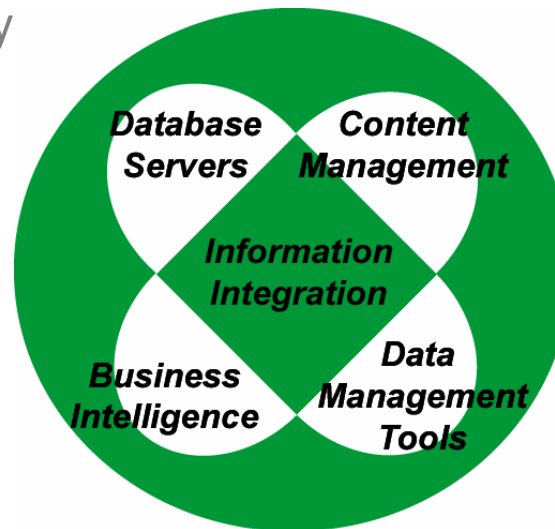
Access, store, manage, analyze, integrate & distribute

Database Server

- High Performance & Scale
- High Availability, Security

Enterprise Content Mgmt.

- Manage all type of non structured information



Business Intelligence

- Customer insight for good business decision

Data Management Tools

- Reduced Administration Costs Through Automation & Tools

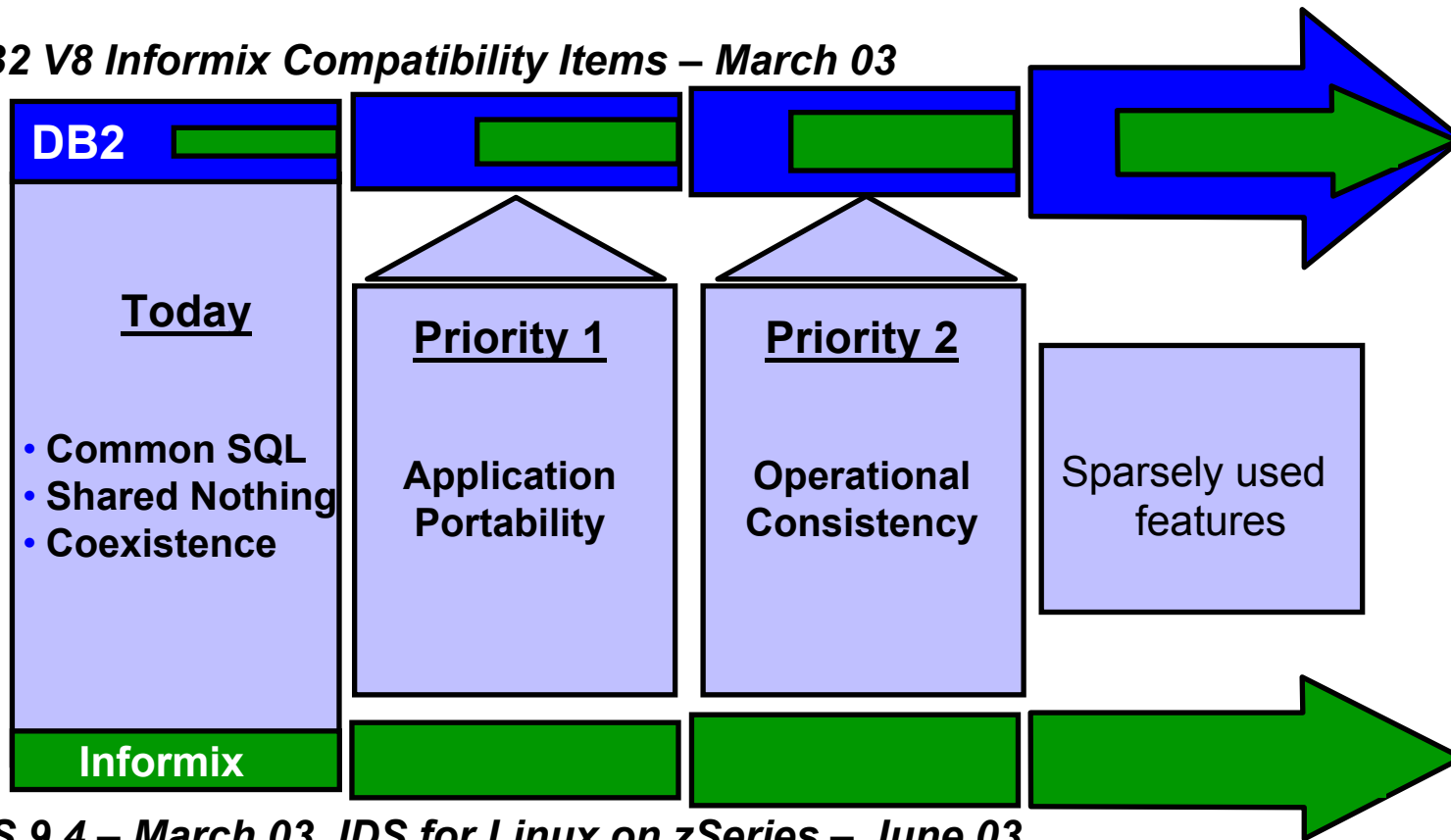
Information Integration

- Virtualizes information

Informix Database Servers

**Increasing Function & Compatibility in DB2 UDB
Continuing Investment In Informix Support & Enhancements**

DB2 V8 Informix Compatibility Items – March 03



IDS 9.4 – March 03, IDS for Linux on zSeries – June 03

IBM Software Strategy is Winning in the Marketplace

Rational.

Over 600,000 users of Rational Software

WebSphere®

- 50,000 WebSphere customers, +1 M WebSphere Developers
- More than 6.9 million Eclipse download requests

DB2®

- Over 425,000 data management customers
- 13,000 business partners; 40,000 ISV applications

Lotus®

- Messaging - +105M seats, 61,000 customer sites
- Instant Messaging - + 8M Corporate users, 5,000 customers
- e-learning - +3.5M LearningSpace seats

Tivoli®

- Over 22,000 worldwide Tivoli Systems Management customers
- 60 million user licenses of IBM Tivoli Access Manager

IBM Information Management Leads in Key Segments



- **META Group places IBM Business Intelligence in leadership position**
 - Strong Vision
 - Solid Technology
 - Experience
 - ▶ Estimate \$4B Market Today Growing to \$10B by 2008
- **IBM Business Intelligence Solutions**
 - ▶ Comprehensive Portfolio
 - IBM DB2 Family
 - IBM eServer, IBM Total Storage
 - Strong Partnerships
 - ▶ 2,000+ Experienced Consultants
 - ▶ \$1B R&D Investment Annually



- **Wintergreen Research estimates that IBM surpassed competition in 2003**
 - ▶ New license revenues Lead Documentum & OpenText through 1st 3Q 2003
 - ▶ Re-enforces IDC, META Group & Gartner findings published in 2003
- **IBM Content Management Solutions**
 - ▶ Solutions span all CM Segments
 - Document, Web Content Mgmt.
 - Archiving
 - Compliance / Retention
 - ▶ Comprehensive Portfolio
 - DB2 Content Manager, Lotus, WebSphere, Tivoli
 - ▶ Over 10,000+ Customers

IBM: Providing the Best Customer Value...

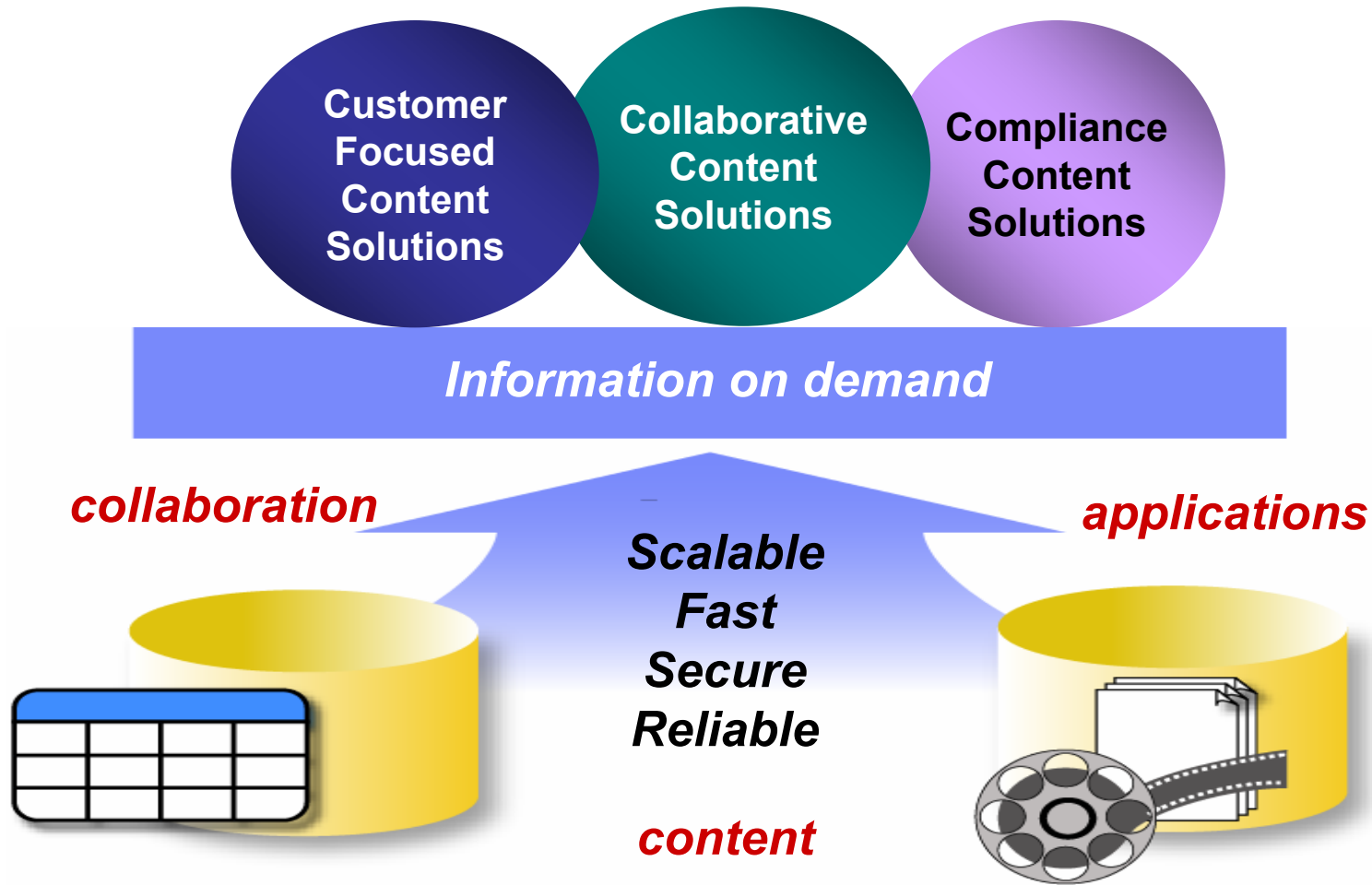
- ***Innovative Technology***
- ***Strong Partnerships***
- ***IBM Support, Service & Relationship***
- ***Lowest Total Cost of Ownership***



Thank
YOU

Content Management Solutions

increase profit and decrease cost



Information Integration Drives Customer Value

**Integrating diverse business information
across and beyond the enterprise**



IBM Differentiators

- Access to a Wide Range of Sources
- Federated vs. Centralized Approach
- Dynamic, Optimized Data Placement
- Part of IBM's Business Integration Portfolio

IBM Momentum is Building...

- ABN Amro, Acuity, Aventis, Cellway, Central Bank, Cytogen, Galeria Kaufhof, HMV Media, Indiana University, Itergo, Mazda, Merrill Lynch, Ministry of Railways (China), Quad Graphics, Unisinos, Verizon... + + +
- Brio, Business Objects, Cognos, Crystal Decisions, Informatica, Ascential, Neon, SAS, Siperian, Microstrategy.... + + +

"A crucial technology... this will become a no-brainer for those in need of real-time access to real-time data..."

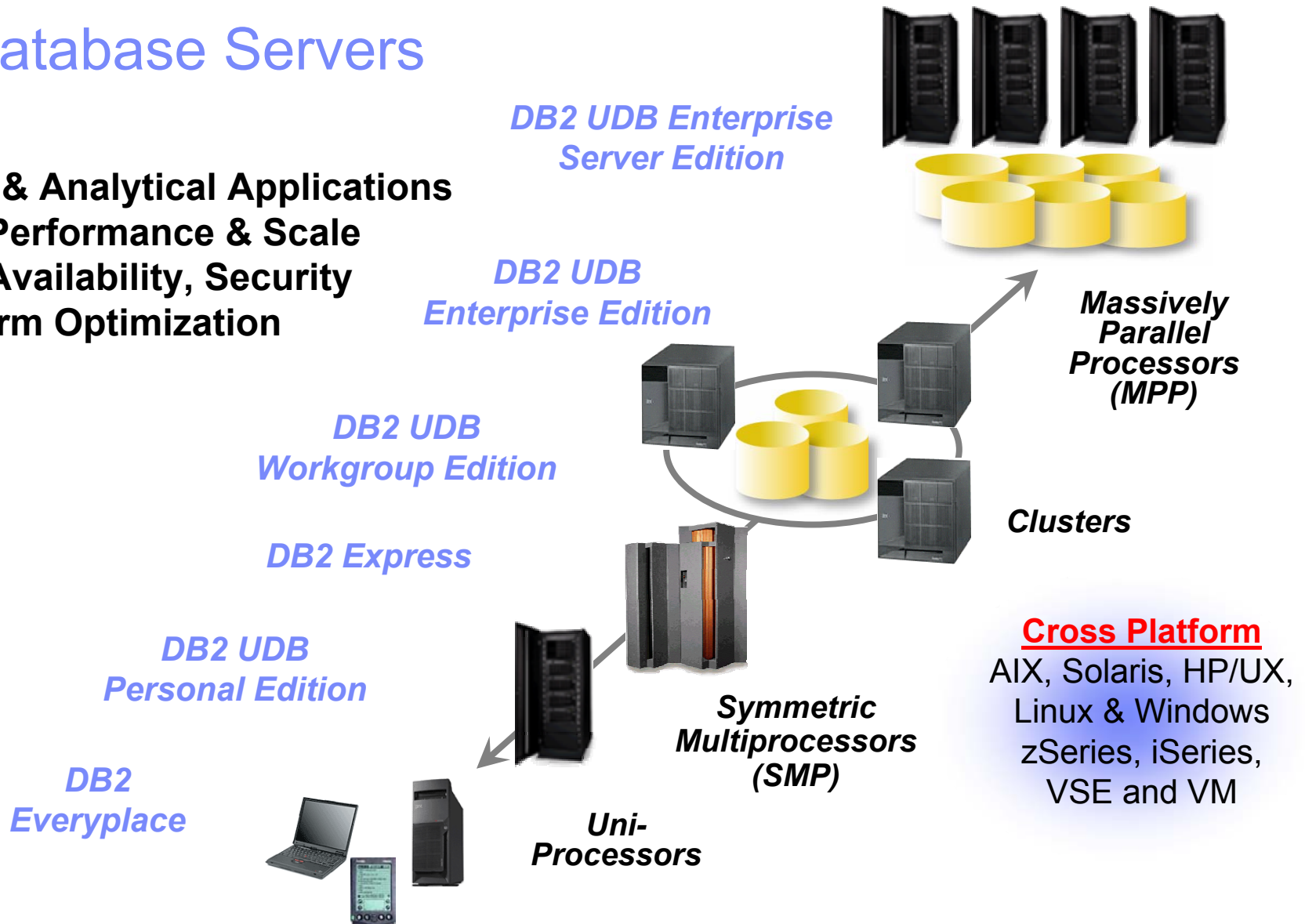
RedMonk, 2003

"the idea nicely aligns with its on-demand concept and it will make sense to a lot of users..."

Bloor Research, 2003

DB2 Database Servers

- OLTP & Analytical Applications
- High Performance & Scale
- High Availability, Security
- Platform Optimization



IBM Informix IDS & IBM Middleware Integration...

WebSphere	<i>WebSphere & IDS 9.4 Bundle</i>
	<i>WebSphere Application Server</i>
	<i>WebSphere Portal Server</i>
	<i>WebSphere Studio Application Developer</i>
	<i>WebSphere Studio Enterprise Developer</i>
Tivoli	<i>Tivoli Monitoring for Databases</i>
	<i>Tivoli Data Protection for Informix</i>
Lotus	<i>Lotus Enterprise Integration for Domino</i>
DB2	<i>Informix / DB2 Gold Bundles</i>
	<i>DB2 Compatibility Items – Appl. Portability & Operations</i>
	<i>DB2 Content Manager → Informix Repository</i>
	<i>DB2 Information Integrator</i>