



Il Mondo dei Partner **2007**

L'INTEGRAZIONE DEL NOSTRO VALORE

Parma, 1-2 febbraio

Tivoli zSecurity news

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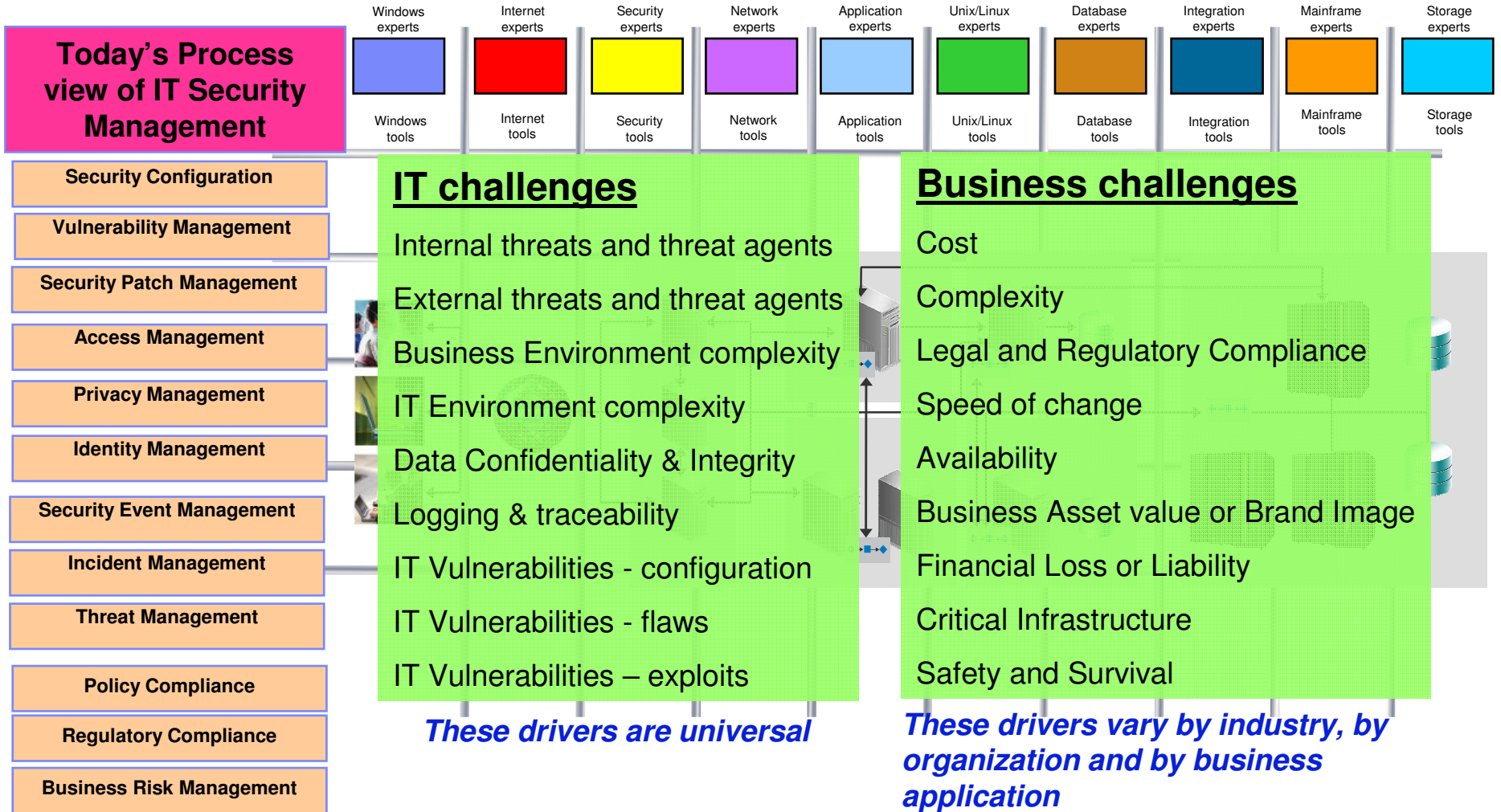
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Agenda

- Market challenges in Security and Compliance Management
- IBM finalizes acquisition of Consul
- IBM's strategy to address the market challenges
- Consul's distinctive capabilities
- Converged capabilities
- Product roadmap and integration plans
- Business Partner integration
- Questions and answers

IT Security Management is Complex



Security and compliance challenges

Increasing Requirements

- Hundreds of compliance initiatives
- Compliance requirements are increasing in many industries
- Improved monitoring and control are needed to manage risks and avoid penalties, and lost business

Increasing Complexity

- Disparate technologies and infrastructures fragment and hamper compliance efforts
- Linking infrastructure-level to business-level compliance is desirable, but challenging

Increasing Cost

- Lack of predictability and visibility across complex infrastructures drives rapid cost inflation
- Failure to achieve compliance or to prevent security breaches can impose enormous costs

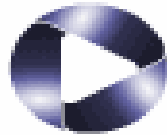


- **43% of CFOs think that improving governance, controls and risk management is their top challenge.**

*CFO Survey: Current state & future direction,
IBM Business Consulting Services*

Consul risk management international, B.V. overview

consul



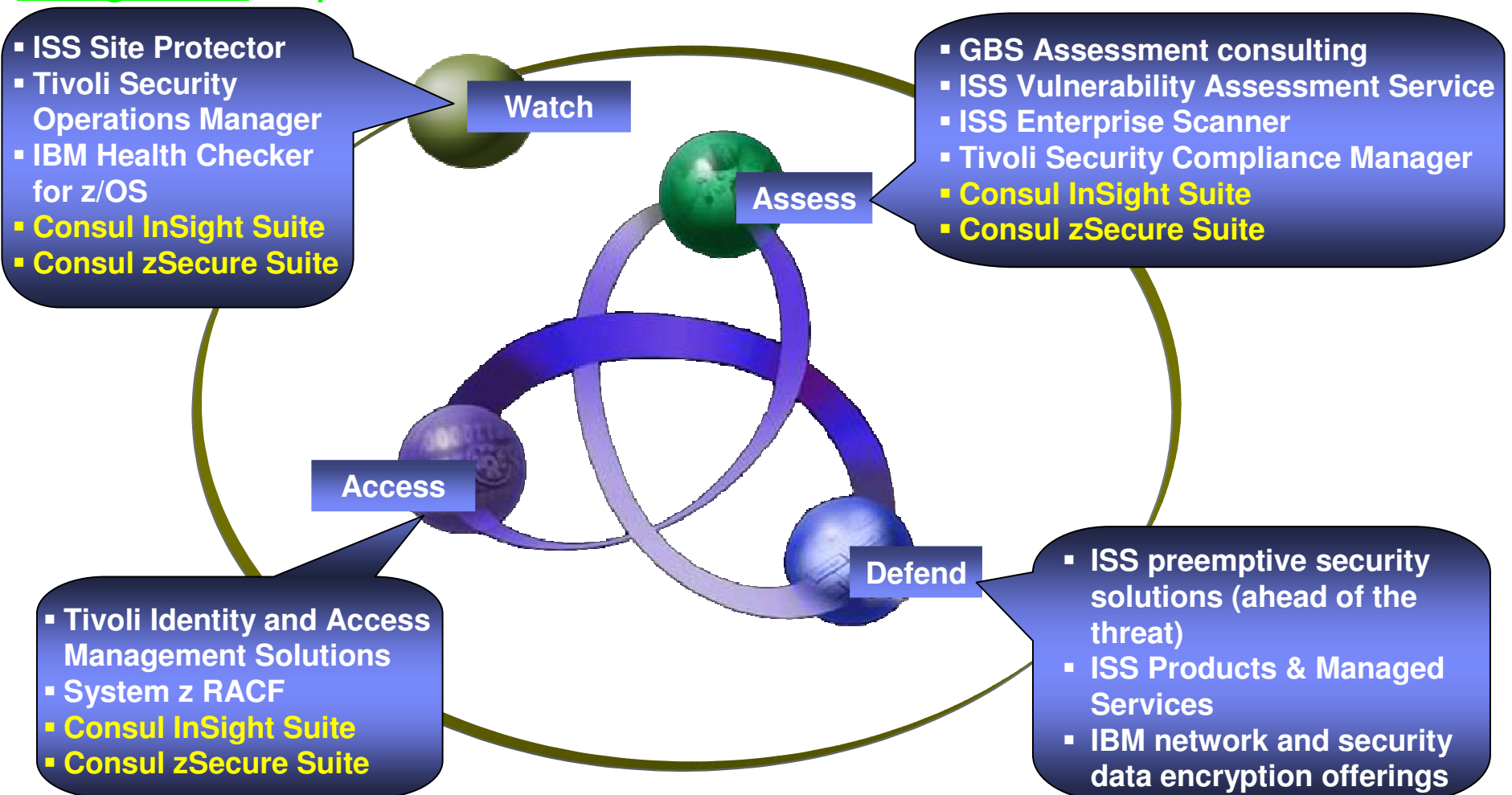
- Founded in 1986
- Privately held software company
- 89 employees in US and Europe
- Over 350 customers worldwide
- Patent pending W7 compliance methodology
- Parent company in Delft, Netherlands; US subsidiary in Herndon, VA

**Acquisition has closed
effective January 22, 2007**

**Consul executive team will
report into IBM Tivoli brand**

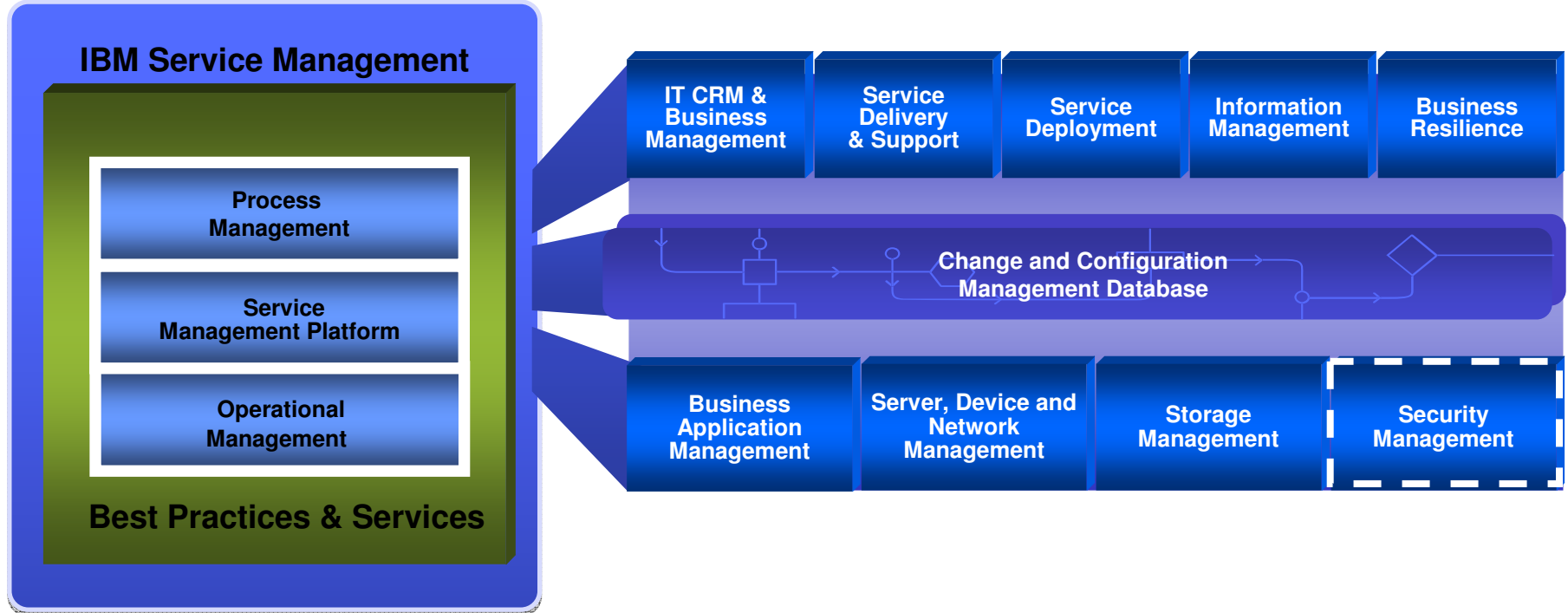
**IBM will leverage Consul,
Tivoli, ISS, STG and IBM
Global Services security /
compliance expertise in
Security Management**

IBM's security management vision and strategy: *Integrated capabilities from Tivoli, Consul, ISS, STG and IGS*



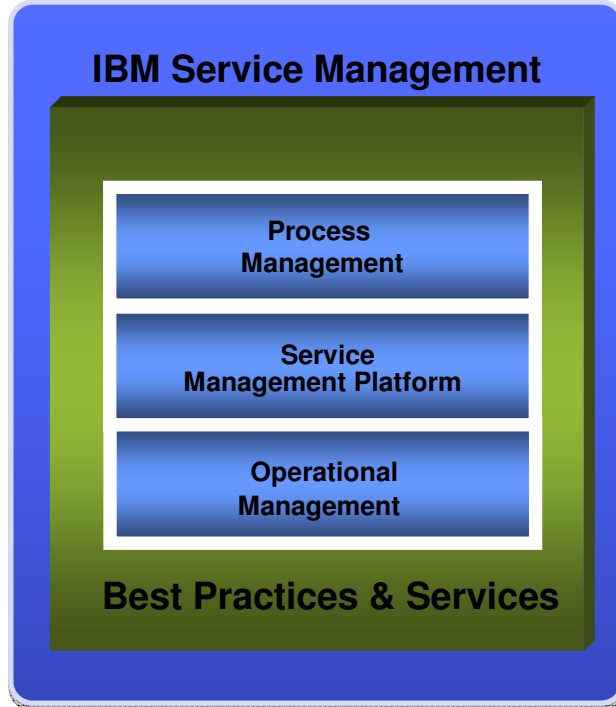
Consul extends IBM Service Management

Consul strengthens Tivoli portfolio to offer comprehensive security and compliance management for heterogeneous environments



Consul extends IBM Service Management

Consul strengthens Tivoli portfolio to offer comprehensive security and compliance management for heterogeneous environments



- Delivers best practices based security policy standards to assist in implementing procedures as well as measuring them.
- Offers end-to-end compliance reporting modules to help address compliance initiatives such as those related to SOX, GLBA, Basel II and HIPAA
- Utilizes patent pending W7 methodology to help put compliance event data into business context
- Extends mainframe security management with innovative administration coupled with audit, alert and monitoring capabilities for z/OS Resource Access Control Facility (RACF)
- Strengthens security with dashboard, reporting and investigative analysis capabilities that offer a laser focus on user activity, a leading cause of security incidents

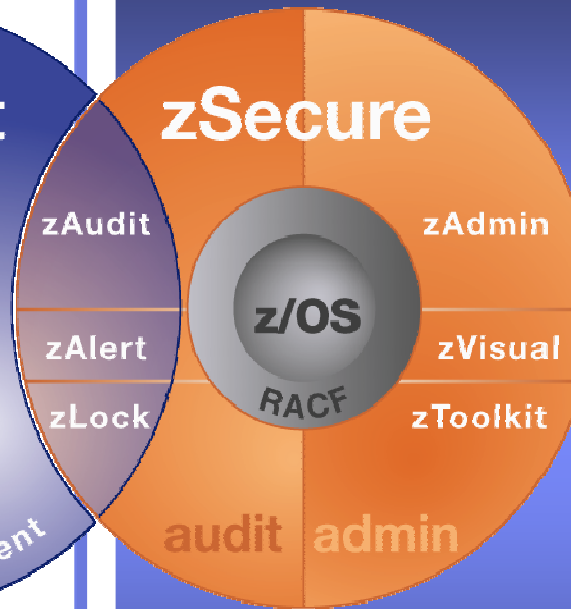
Consul portfolio overview

Comprehensive, distributed log management, access monitoring and compliance reporting



- Addresses buying occasions for:
- Security compliance dashboard
- User activity monitoring
- Coupled with Tivoli Security Operations Manager for SIEM

Consul **zSecure**™ Suite



Superior administration coupled with audit, alert and monitoring capabilities for z/OS Resource Access Control Facility (RACF)

- Addresses buying occasions for:
- Mainframe monitoring and audit
- RACF user & security administration

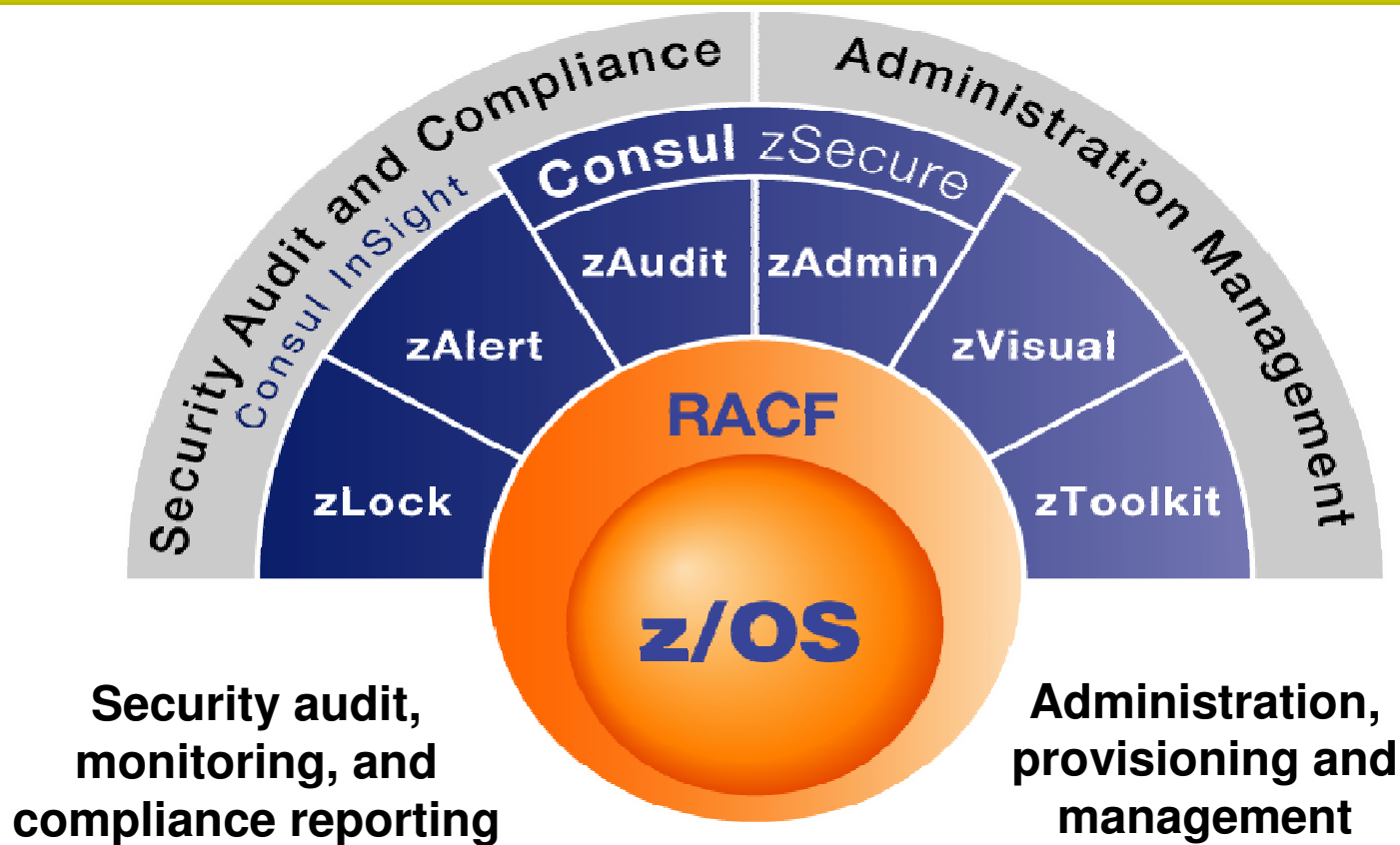
Consul's distinctive capabilities: *Compliance monitoring, auditing, and reporting*

Patent-pending W7 methodology and out-of-the box compliance support modules to help accelerate clients' policy, and compliance initiatives



Consul's distinctive capabilities: *Security management and administration for the mainframe*

Comprehensive toolset enabling RACF administration and enhancing overall mainframe security



IBM and Consul combined drive value for customers *Broad portfolio for security and compliance management*

Enhanced security and compliance for heterogeneous environments

- Enable information protection efforts
- Accelerate audit and compliance activities
- Establish access accountability
- Help reduce cost of security operations and addressing compliance initiatives

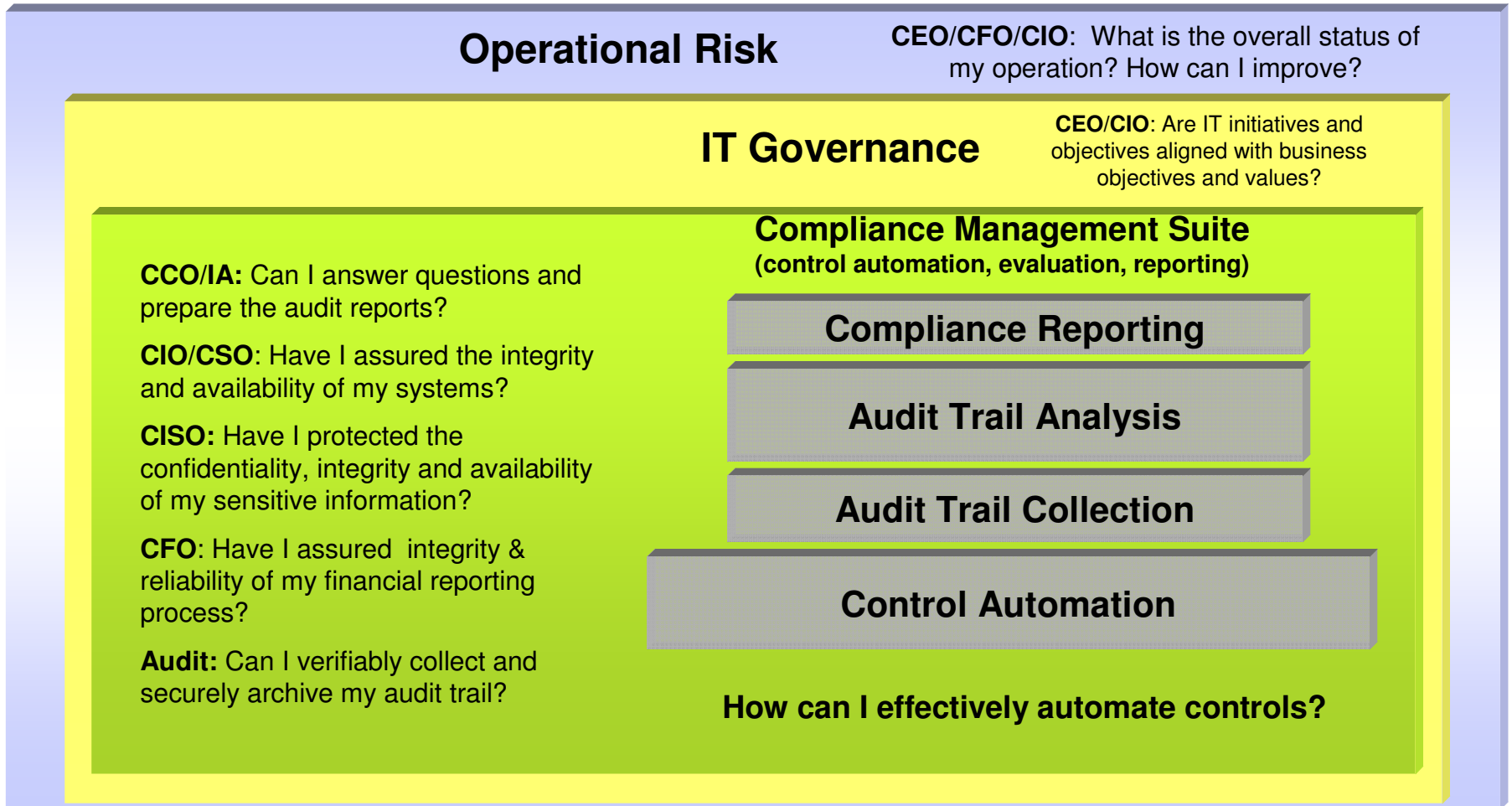
Comprehensive end-to-end security management

- One of the leaders in comprehensive security and compliance management for heterogeneous environments
- Integrated feeds from Consul zSecure into Consul Insight to provide end-to-end compliance reporting

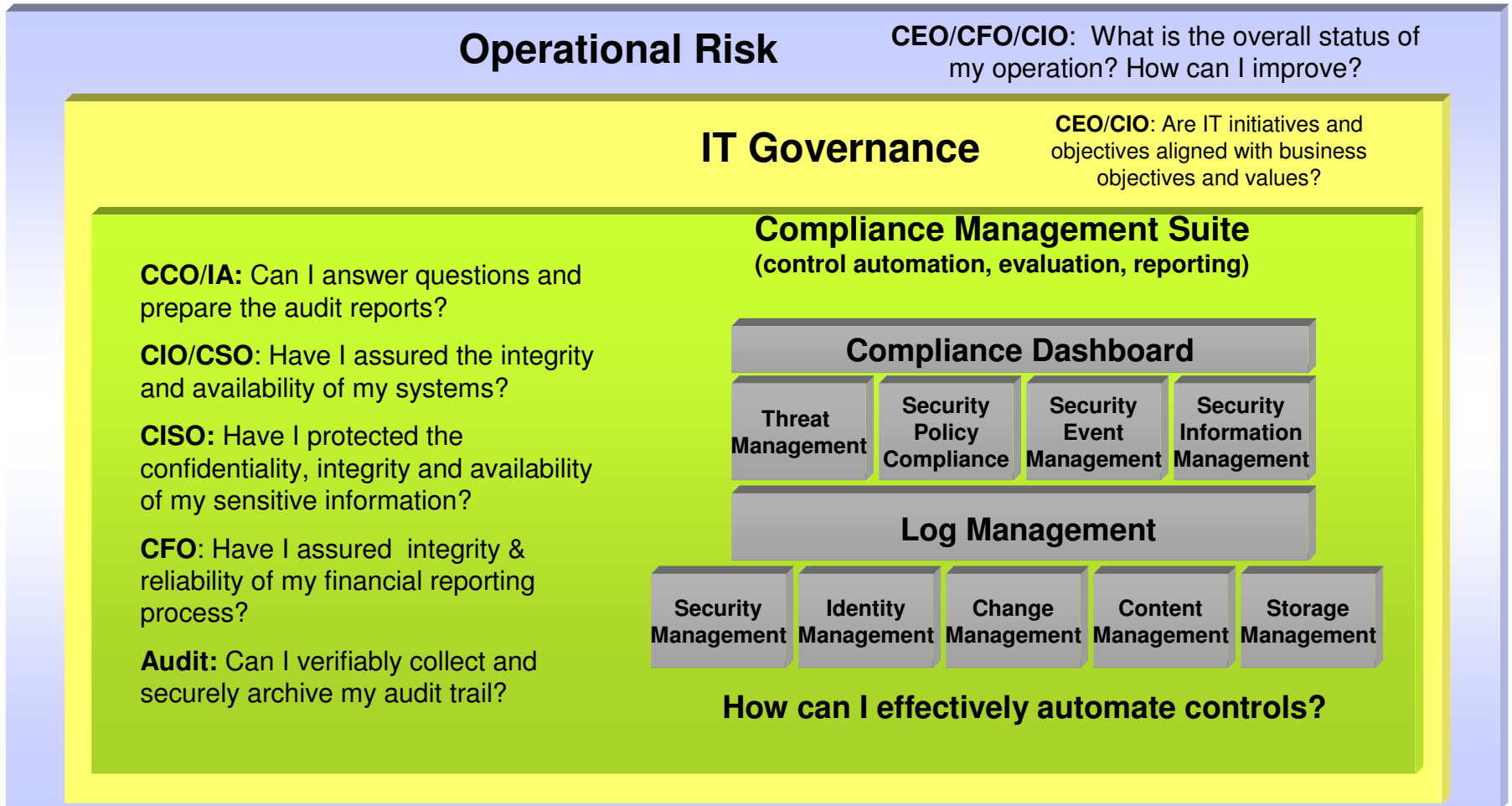
Mainframe enabled as the hub for enterprise security management

- Improved RACF administration for mainframe security
- Extended ease of administration
- Enhanced value for compliance

IT Governance Compliance Big Picture



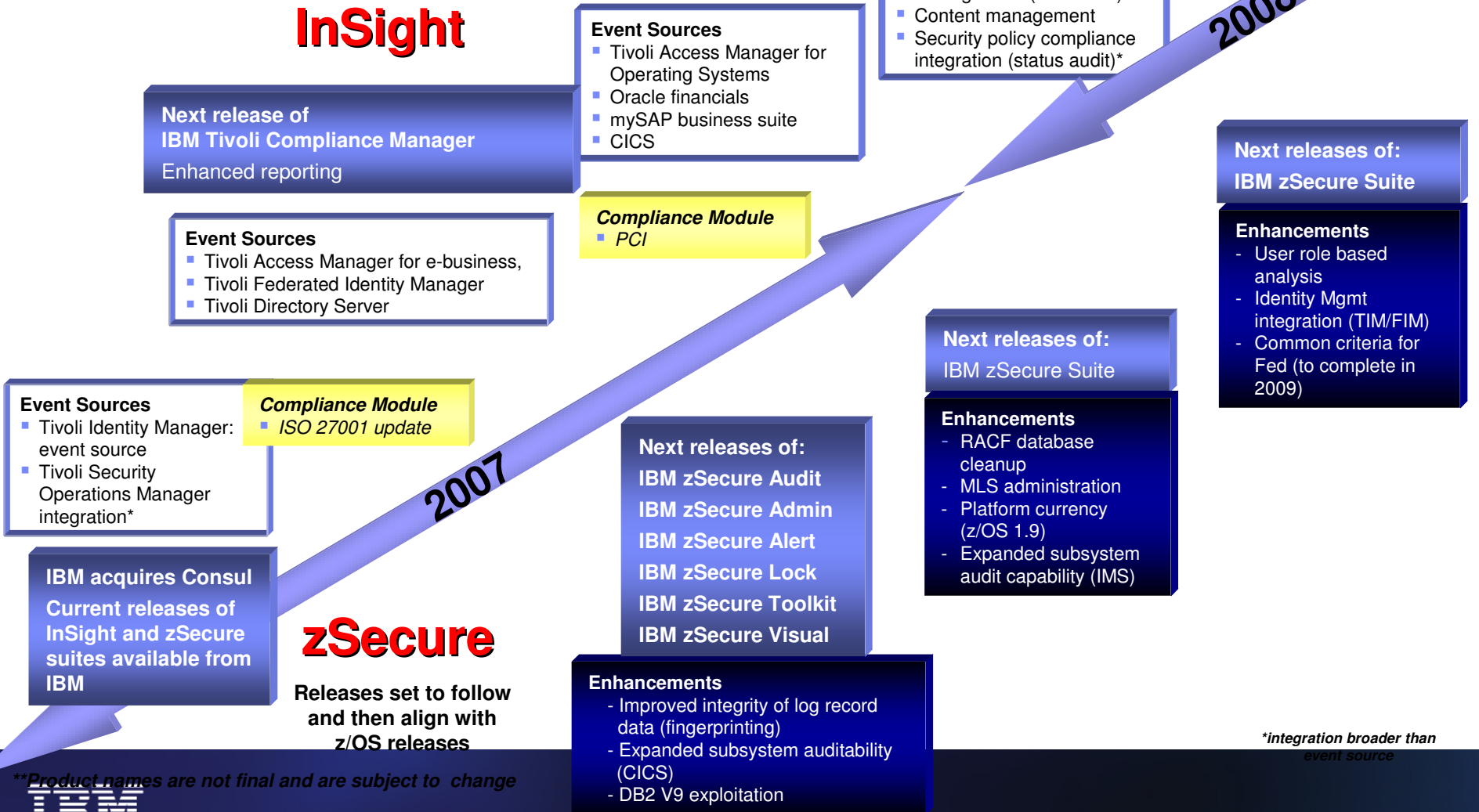
IT Governance Compliance Big Picture



Converged product roadmap and integration plans: *Integration focus areas*

- Security Information and Event Management (SIEM) integration:
 - Through integration of InSight with TSOM, IBM will be able to deliver one of the most comprehensive security information and event management offerings in the industry spanning both external threats and internal threats
- Identity and Access Management integration:
 - By integrating InSight and zSecure with Tivoli security solutions, IBM will deliver a strong end-to-end solution for security and compliance management in heterogeneous environments linking powerful user behavior auditing capabilities and superior RACF administration with enterprise identity and access management
- Storage integration:
 - Through integration of Consul with Storage Manager, IBM will be able to offer long-term storage for audit trail data as well as information management process monitoring and audit
- CCMDB and Change Management integration:
 - Address key compliance monitoring requirements for storage, information and change management processes by extending compliance analysis beyond events to processes

Converged roadmap mapping



**Product names are not final and are subject to change



System Z becomes the security enterprise focal point

- **Expand Consul capabilities in compliance management**
 - Incorporate IBM & third party event source coverage
 - Address additional compliance regulations and frameworks
- **Strengthen system Z capability as the security hub for the enterprise**
 - End to end security system for mainframe environments
 - Superior RACF administration integrated with enterprise identity & access management
- **Extend compliance analysis beyond events to processes via integration with IBM Service Management portfolio**
 - Offer “closed loop” change management through InSight’s ability to be verify and enforce the integrity of the change management process.

Playing to win

IBM continues to make significant investments to enhance customer value and deliver comprehensive end-to-end security and compliance management solutions

Fast start

- Current releases of Consul InSight and zSecure products available from IBM today
- Planned enhancements and new features for InSight and zSecure delivered in 2007
- PoCs and demos available now
- Established IBM Global Services practices aligned with the new solution enables clients to leverage the combined platform capabilities

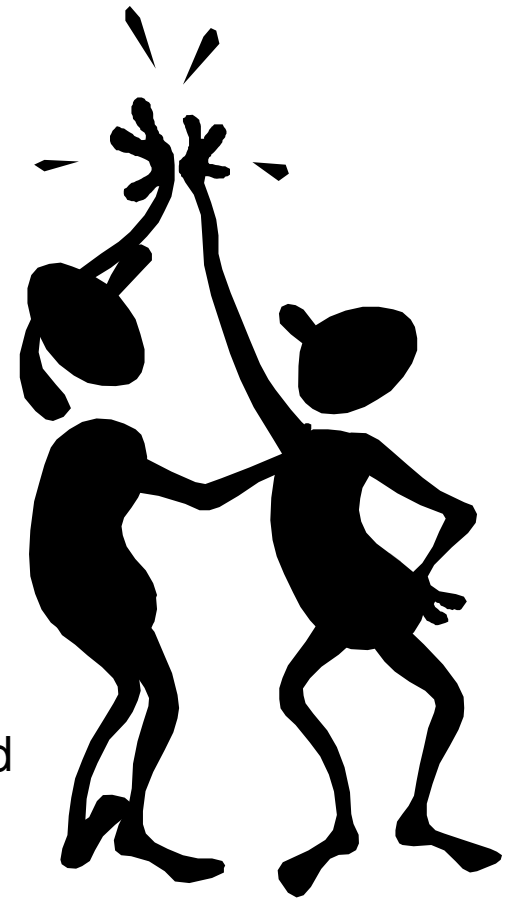


64% of CIOs feel that the most significant challenge facing IT organizations is Security, Compliance and Data Protection

- IBM Service Management Market Needs Study, March 2006

Business Partner integration

- Finalized on January 22nd
- Consul Channel Partners will have the opportunity to join IBM Business Partner Program
- Existing IBM System Z partners can extend their selling capabilities
- Existing IBM Tivoli security partners can exploit Consul E2E capabilities to offer full security solutions
- All BPs can increase their visibility by joining some of the many security and IT Governance compliance projects
- IBM will offer to BPs all expertise sources like specialists and architects to favourite technical integration
- <http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/index.html>



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धन्यवाद

Hindi

多謝

Traditional Chinese

ขอบคุน

Thai

Спасибо

Russian

Gracias

Spanish

شكراً

Arabic

Grazie

Italian

Obrigado

Brazilian Portuguese

Danke

German

Thank you

English

多谢

Simplified Chinese

Merci

French

நன்றி

Tamil

ありがとうございました

Japanese

감사합니다

Korean