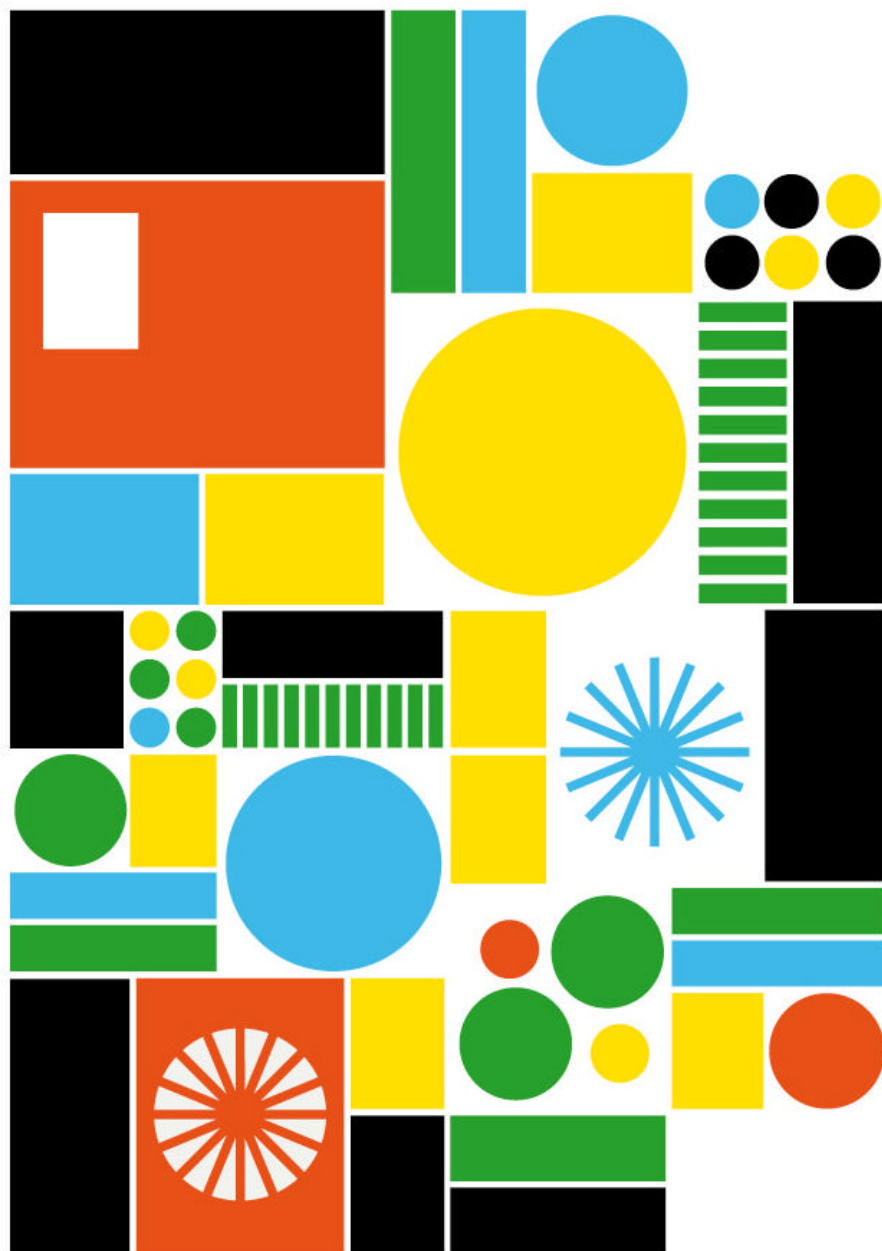# IBM System z: per un pianeta più intelligente

Agenda

- 9.30 IBM System z, the right platform - *Gianfranco Previtera*

- 9.50 The smarter planet and System z - *Alan Fellwock & Fabio Riva*

- 10.30 Smart work on System z - *Avijit Chatterje*

- 11.10 Coffee Break

- 11.30 Handling the information explosion to make smarter decisions

    Avijit Chatterjee

- 12.30 Dynamic infrastructure with System z - *Alan Fellwock*

- 13.10 Buffet Lunch

- 14.10 Enterprise systems management - *Jeff Miller*

- 14 50 The rule of three - *Alan Fellwock*

- 15.30 The Smart Platform & The IBM System z Strategy

    Avijit Chatterjee & Mario P. Santos

- 16.30 Chiusura della giornata

IBM System z
The right platform, now and for the future

Gianfranco Previtera,
VP Strategic Initiatives,
IBM Italy

IBM ITALIA aderisce al progetto
Impatto Zero® di LifeGate.

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Smarter planet: Thinking and acting in new ways to make our systems more efficient, productive and responsive.

"Our resources are limited"
I need efficiency

Green & Beyond

"Data is exploding and it's in silos"
I need Insight

New Intelligence

"My infrastructure is inflexible and costly"
I need to respond quickly

Dynamic Infrastructure

"New business & process demands"
I need to work smart

Smart Work

New Intelligence:

Leveraging the Business Value of Mainframe Information

Gain Insight

Move from Reactive to Predictive

Create Value Faster

Engage The Value Chain
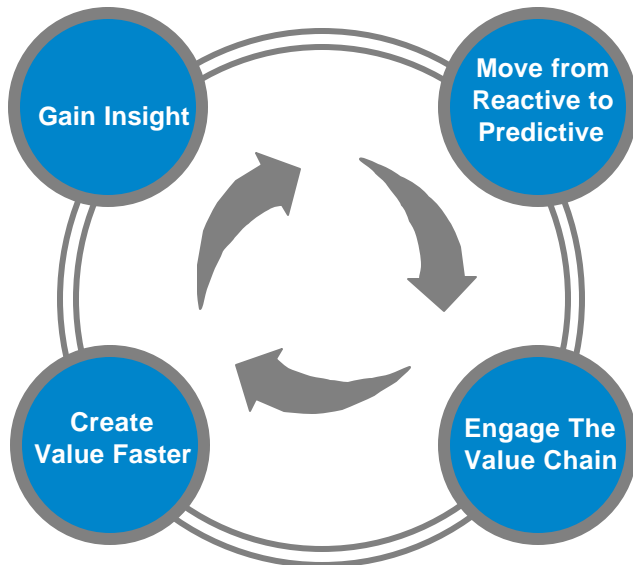
- **Delivering an information led transformation:**
  - Build an information agenda around centralized secure Data serving
  - Comprehensive business intelligence suite
  - Flexible information management platform

SMART IS: Improving patient experience

Aurora Health Care:
System z as the strategic platform for SOA hub extract data from approximately 1000 systems drive greater internal process efficiency, collaboration without the cost of rip and replace

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Smart Work:
A dynamic business model powered by System z

Dynamic Business Processes & Models

Smarter Collaboration

Information & Analytics

Flexible Infrastructure
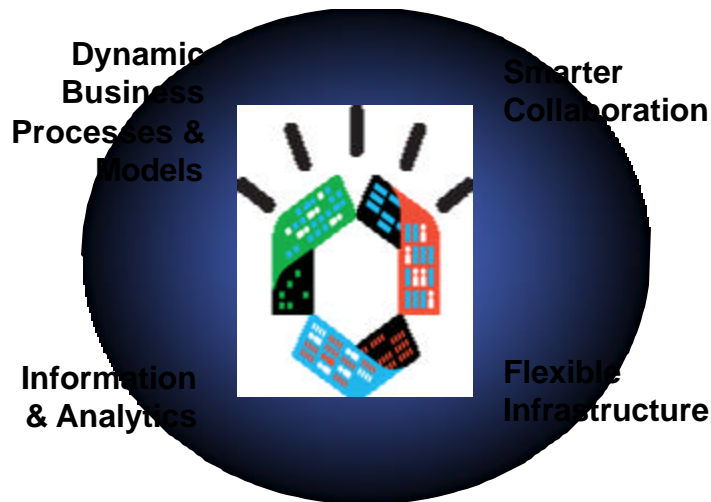
- **Delivering a foundation to enable smarter work:**
  - The ability to identify, capture and react on events
  - Comprehensive business analytics
  - Adaptive and agile infrastructure
  - A central focal point for integrated solutions

SMART IS: Transforming integrated systems to integrated services

NYS Department of Taxation and Finance:

Deployed an SOA solution that leveraged existing assets

Delivers faster execution

Easily adaptable and fast to implement

Open to new technologies

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Green and Beyond:
Innovative technology for a green infrastructure

Lower costs while overcoming operational barriers.

Strengthen reputations while meeting regulations.

Create products and services that give rise to new markets.

- **System z can help deliver these benefits through:**

  – Large scale consolidation to create Green Infrastructures

  – Investment protection and resiliency for sustainable solutions

  – Leadership in smart technologies to deliver intelligent systems

SMART IS: Consolidating hundreds of servers

Bank of New Zealand:
Reducing its footprint by 30 percent
Reduces power consumption by nearly 40 percent
Reduces carbon dioxide emissions by 39 percent.
Anticipated 20% ROI over the life of the platform

Dynamic Infrastructure:
Addressing today's challenges and tomorrow's opportunities

IMPROVE SERVICE
REDUCE COST
MANAGE RISK

Virtualization
Security
Energy Efficiency
Service Management
Business Resiliency
Asset Management
Information Infrastructure

System z can help deliver systems for a smarter planet:

– Leadership in workload optimized technology

– industry's leadership capabilities for management, audit, automation and control across the enterprise

– flexible delivery choices for client workloads to match their unique business requirements

The result: lower cost, lower risk and improved service

SMART IS: Keeping up with growth while keeping markets on firm ground

Depository Trust and Clearing Corporation:
77% increase in transaction processing capacity handling 3x the highest volume ever recorded
100% rate of reliability
the lowest cost per transaction in the world

Many clients are reducing cost with System z today by consolidating existing workloads

IBM System z: per un pianeta più intelligente

Why are clients consolidating to System z?

Real customers. Real workloads.

Customer	Distributed Cores	IBM System z Cores	Ratio of Distributed to System z cores*
Nationwide	450	21 IFLs on z9	21 to 1
Large bank	111	4 IFLs on z10	27 to 1
Government Agency	292	5 IFLs on z10	58 to 1

- Unique value of System z Virtualization
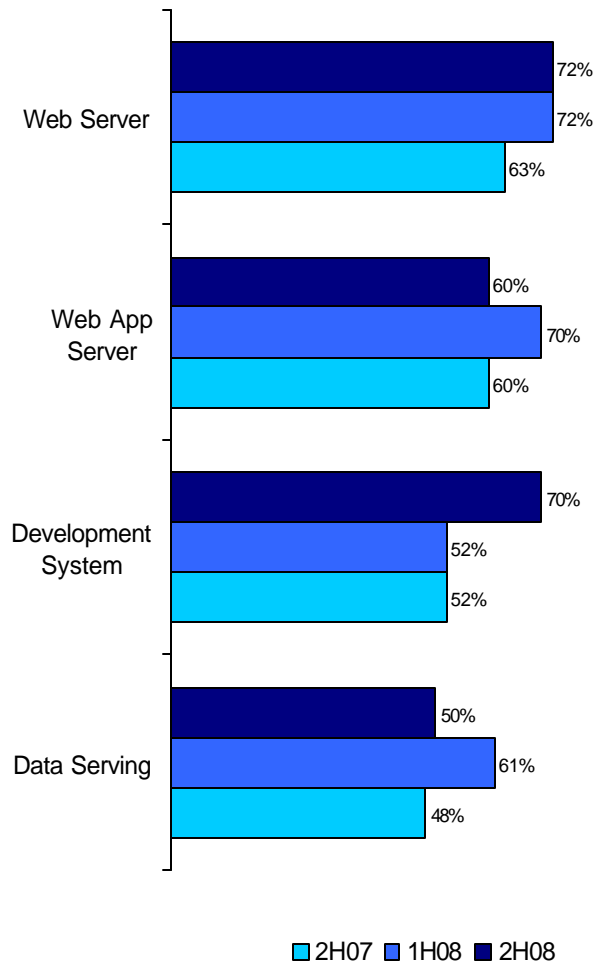- Extremely efficient
- Superior availability and security

* Client results will vary based on each specific customer environment including types of workloads, utilization levels, target consolidation hardware, and other implementation requirements.

Source: zCPO

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What are clients consolidating to System z?

Legend: 2H07 1H08 2H08

Web Server: 72% (2H08), 72% (1H08), 63% (2H07)

Web App Server: 60% (2H08), 70% (1H08), 60% (2H07)

Development System: 70% (2H08), 52% (1H08), 52% (2H07)

Data Serving: 50% (2H08), 61% (1H08), 48% (2H07)

Source: IBM Market Intelligence

Surveys indicate IBM System z® customers use Linux for:

- Web Serving
- Web Application Serving
- Data Services
- Systems Development

"Best Fit" Workloads for Linux on System z:

- **Business connectors**: WebSphere® MQSeries®, DB2® Connect, CICS® Transaction Gateway, IMS™ Connect for Java®
- **Business critical applications**: e.g. SAP
- **Development** of WebSphere and Java™ applications
- **WebSphere Application Server** (WAS)
- **Email & collaboration**: Domino™, Web 2.0
- **Network Infrastructure**: FTP, NFS, DNS, etc. and Comm Server and Communications Controller for Linux, CommuniGate Pro (VoIP)
- **Data services**: Cognos®, Oracle, Informix®, Information Builders WebFOCUS
- **Applications requiring top end disaster recovery model**
- **Virtualization and Security Services**

Many clients are also choosing System z for deploying new applications

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System z Solution Editions:
Unmatched value, competitive cost

- *Data Warehousing*
- *SAP*
- *ACI*
- *WebSphere*
- *Security*
- *GDPS*
- *Application Development*

- Building on the popularity of the Solution Edition for SAP

- Special package pricing for our most popular solutions
    - z10 HW (standalone footprint or isolated LPAR)
    - Prepaid HW maintenance
    - Comprehensive middleware stack (including S&S)
    - Services and Storage (as needed)

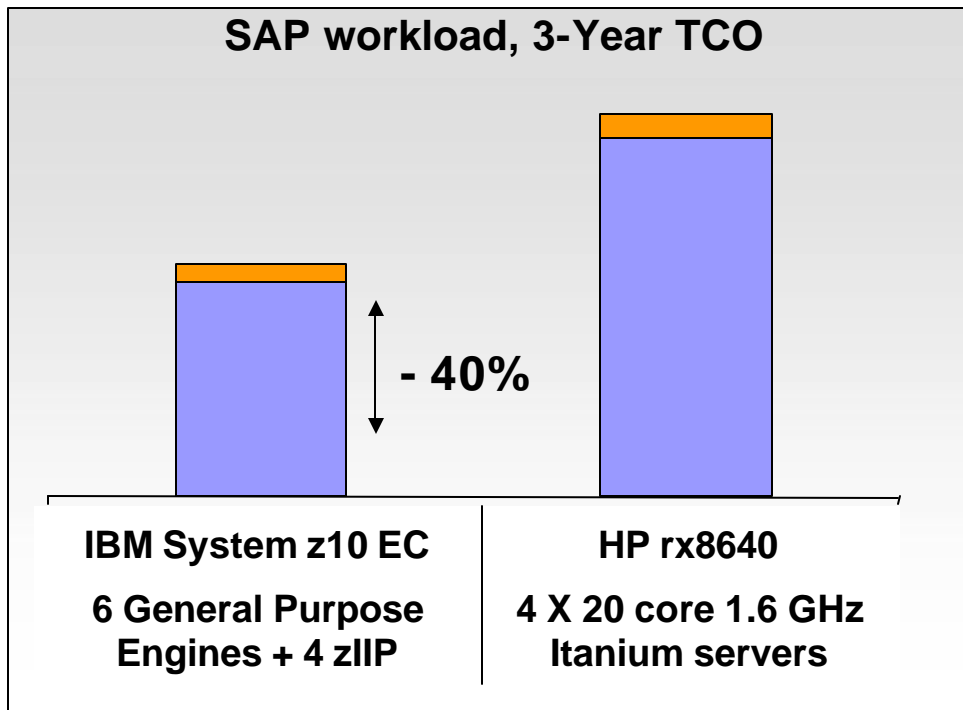- Competitive acquisition prices, leadership TCO

Competitive cost, plus the legendary value of the mainframe

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System z Solution Edition for SAP

Save 40% when compared to HP with the System z Solution Edition for SAP

SAP workload, 3-Year TCO

- 40%

IBM System z10 EC	HP rx8640
6 General Purpose Engines + 4 zIIP	4 X 20 core 1.6 GHz Itanium servers

- **Lower cost of ownership, plus:**

  - Unmatched resiliency for mission critical applications

  - Industry leadership in large scale secure data serving

  - Huge scalability and low cost for future growth

  - Centralized management and automation to deliver better control and efficiency

Smart is: Reducing cost within one year.

GELSENKIRCHEN **RUHR.2010** Kulturhauptstadt Europas

Prices are in USD. Prices may vary in other countries.

Data is based on real client opportunity and on internal standardized costing tools and methodologies.

GKD-EL:

Migrated SAP solutions to a z10 EC

Improved their SAP System throughput by 70%

Cut their costs by 30%

Client results will vary by types of workloads, technology level of consolidated servers, utilization factor, and other implementation requirements. Savings will vary by client.

And what of the future…