



e-business software

The difference  
is WebSphere.



# The T&I Sales Tool

A graphic of a globe with a grid pattern, surrounded by several thin, grey, curved lines that suggest a network or data flow.

**WebSphere**  
The e-business software platform

# & the Software Platform



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The difference  
is WebSphere.

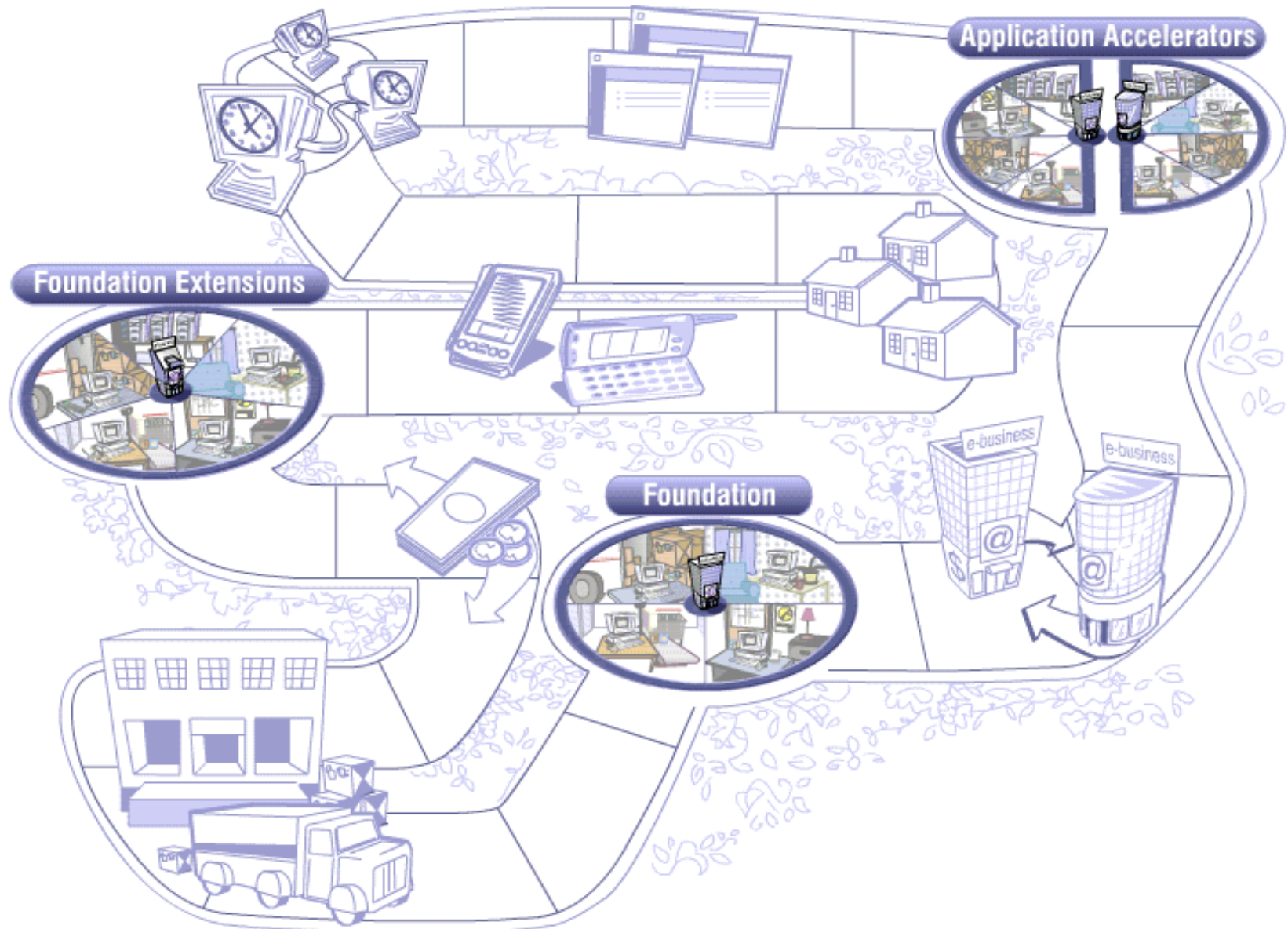
## The New T&I Sales Tool

- **Comprehensive demonstration of the IBM Software Platform:**
  - **Customer & Business Partner Applications, Application Accelerators, Foundation Extensions, Foundation**
  - **Solution Demonstrations, including CRM, B2B, SCM, E-Commerce and pervasive devices**
  - **Product Demonstrations coming soon including, Simple/advanced deployment, Personalization...**
- **Available on-line or as a small download**
  - **Live:**  
<http://websphere.dfw.ibm.com/roadmap>
  - **Download 2.5 Megabyte File (updated often):**  
<http://websphere.dfw.ibm.com/roadmap/download.html>



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# The Road To e-Business



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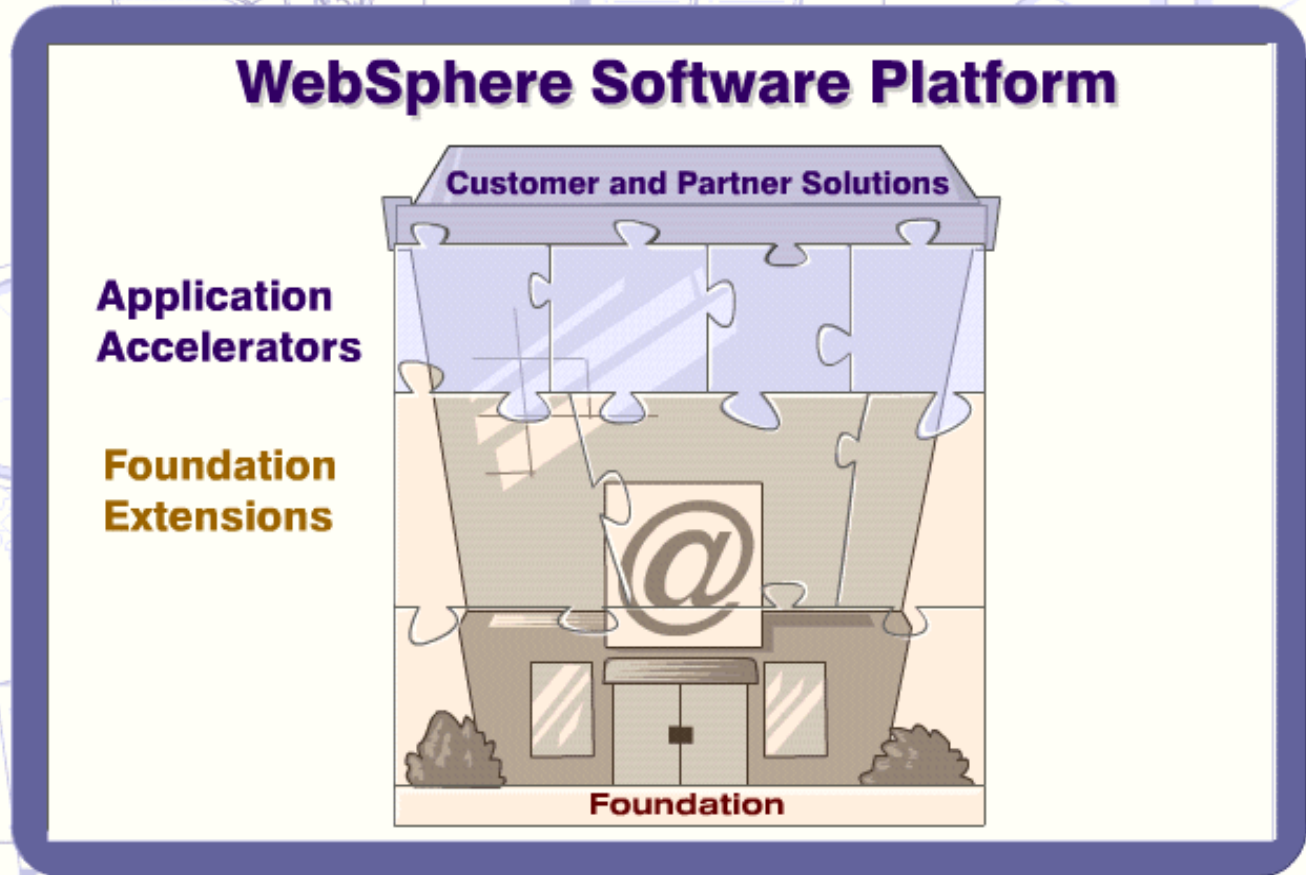




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# The WebSphere Software Platform

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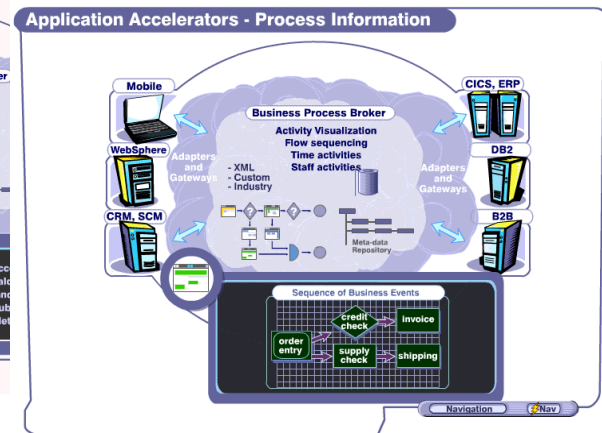
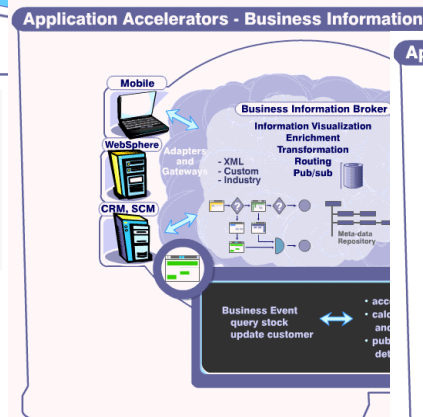
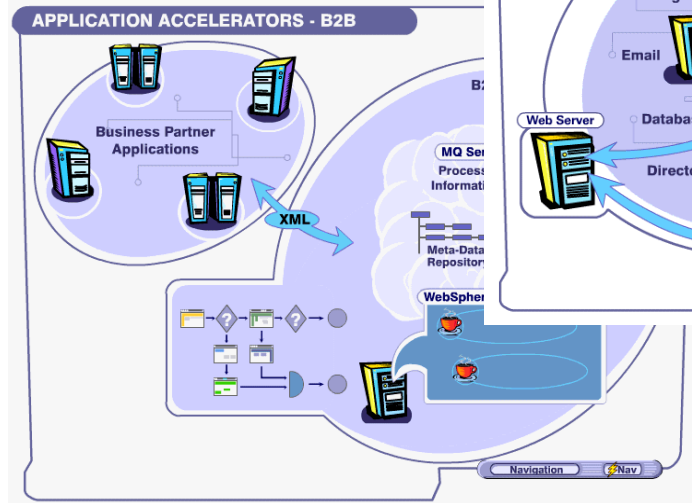
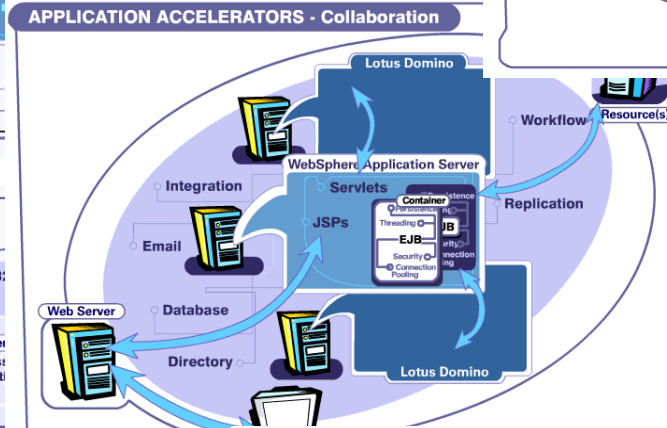
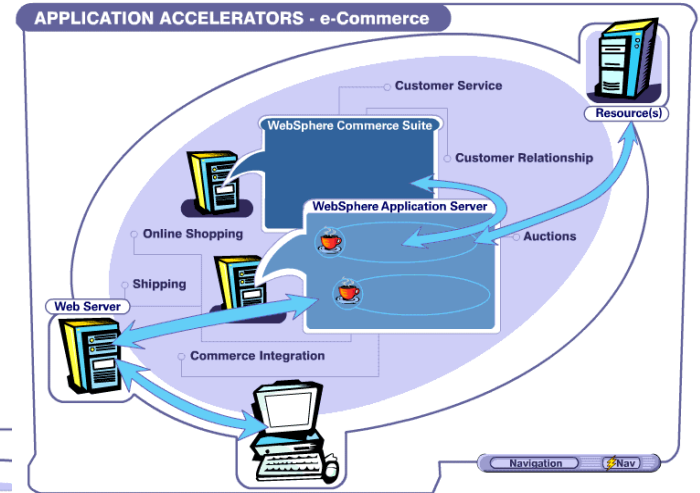
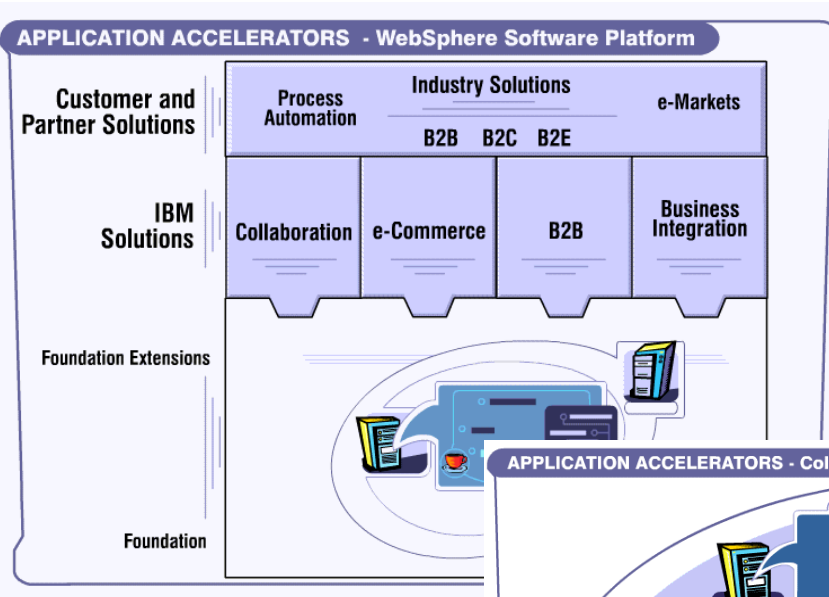
◀ Back



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# Application Accelerators

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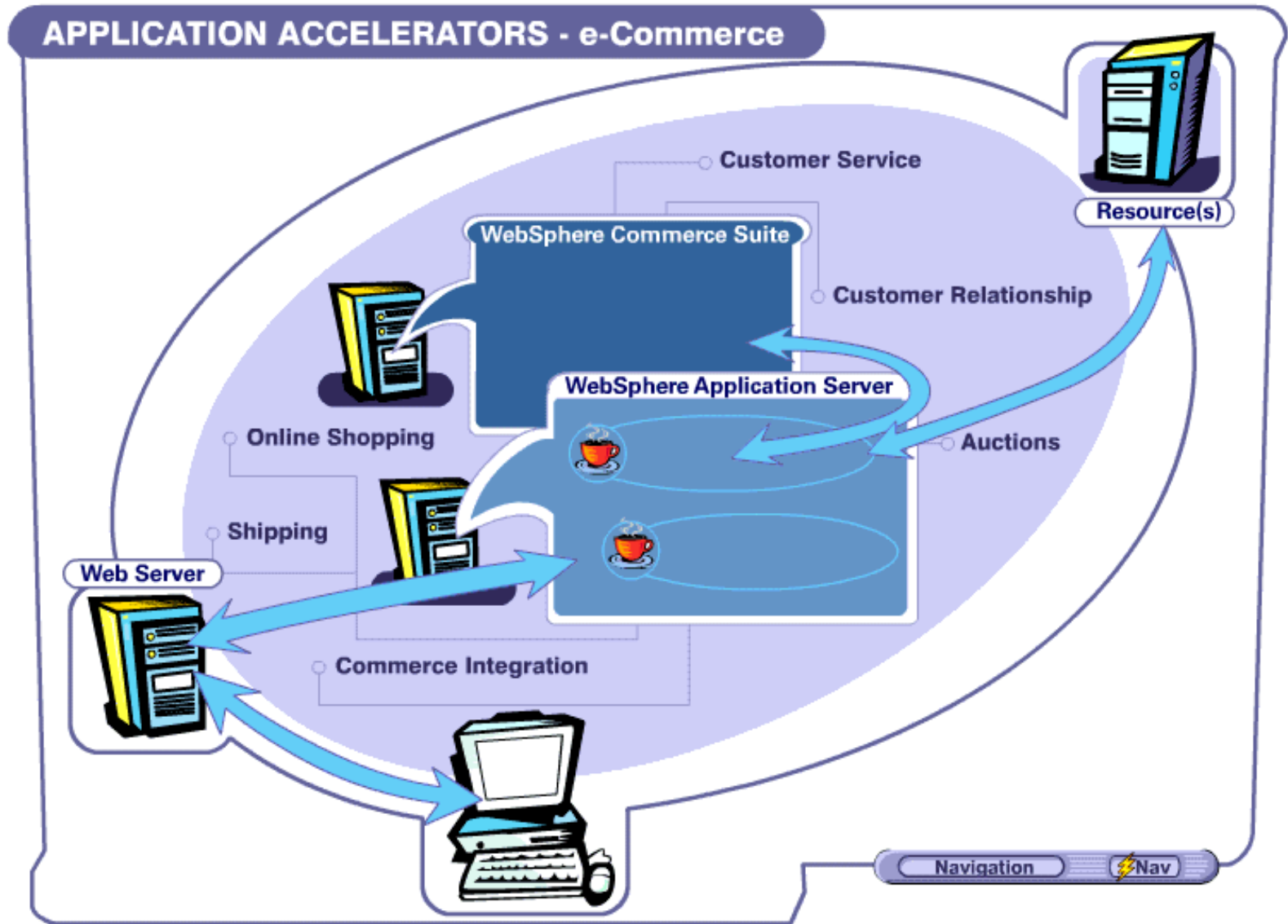




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# Application Accelerators

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# Solutions Demo: Commerce

The difference is WebSphere.



**JK Toys** Welcome, Jane Doe  
The *coolest* toystore around!

**Home** 1

Shopping	Auction	Buyer's Club	Shopping Cart	My Account
----------	---------	--------------	---------------	------------

0 Items Total: \$ 0

**Search**


**Quick Catalog**

- Board Games
- Dolls
- Electronic Games
- Stuffed Toys
- Action Figures
- Outside Toys
- Model Kits
- Puzzles
- Bath Toys
- Construction
- Dress-Up
- Planes & Rockets
- Playscenes
- Radio Control


**Quick Order**

- All-Star Mitt
- Humongous RC!
- Dingz Helmet


**Featured Products**

 Mountain Pass TR-X4

**Hot News**



**Hot Products**

 All-Star First Base Mitt

**JK Toys** Welcome, Jane Doe  
The *coolest* toystore around!

**Home** 2

Shopping	Auction	Buyer's Club	Shopping Cart	My Account
----------	---------	--------------	---------------	------------

1 Items Total: \$1299.99

**Your JK Toys Shopping Cart**

**Search**

**Quick Catalog**

- Board Games
- Dolls
- Electronic Games
- Stuffed Toys
- Action Figures
- Outside Toys
- Model Kits
- Puzzles
- Bath Toys
- Construction
- Dress-Up
- Planes & Rockets
- Playscenes
- Radio Control

**Quick Order**

- All-Star Mitt
- Humongous RC!
- Dingz Helmet

**Sierra 7**

Price: 1299.99 USD

Color:  White  Red  Black

Quantity:

**Hey, Check Out These!**

 **Dingz Helmet**  
Designed for enthusiast mountain bikers looking for the ultimate in high end performance.

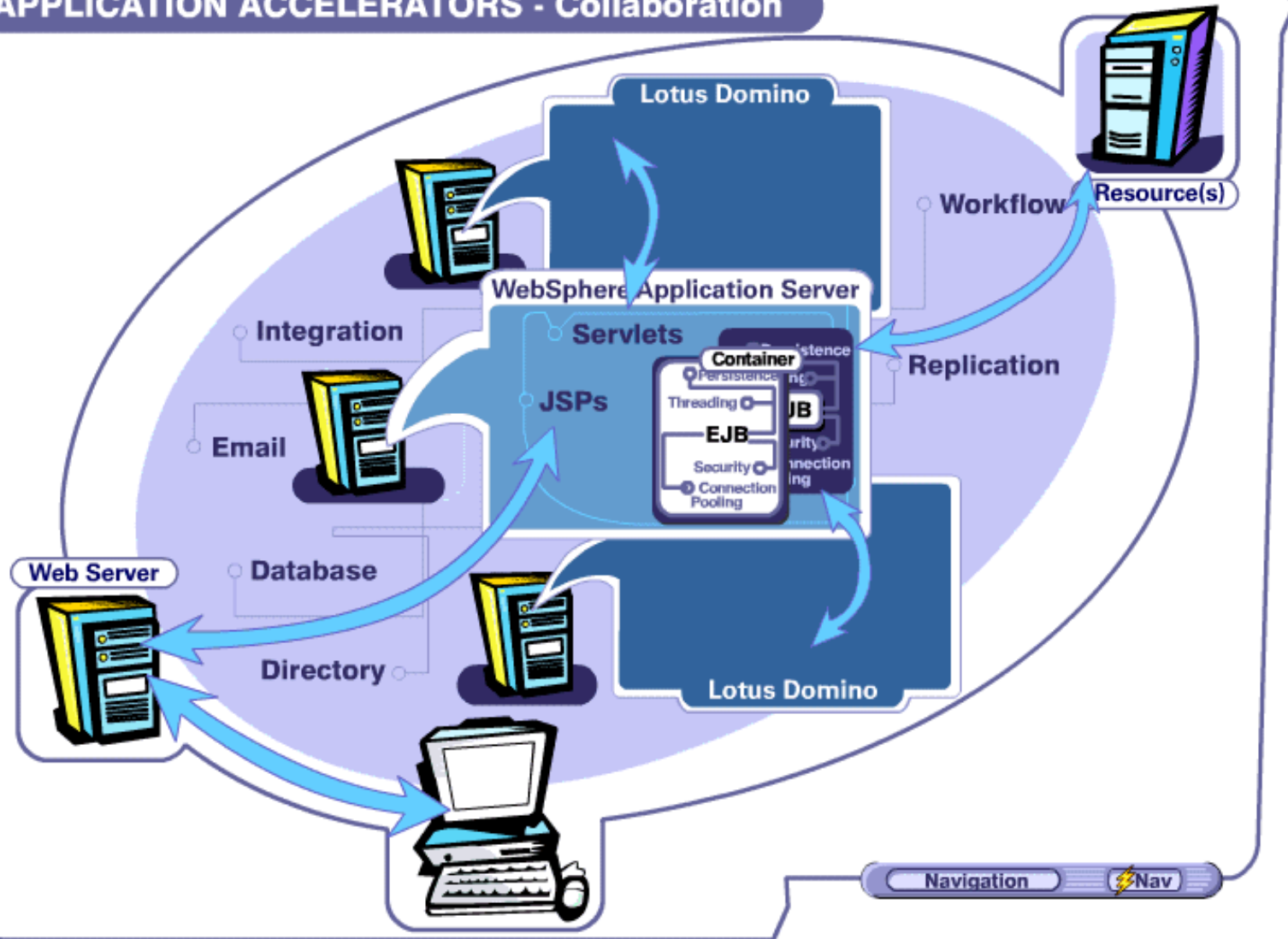


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# Application Accelerators

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## APPLICATION ACCELERATORS - Collaboration







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# Solutions Demo: Collaboration

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**JK Toys** The *coolest* toystore around! Home **1**

Shopping Music Baby Books Customer Service

quicksearch  go

**What's Hot**  
 Dolls Fluffy Baga  
 Soldier People T-Men  
 Fantasy Land Crystal  
 Jokemon Playsets  
 Far Wars Space Ball

**Companies**  
 Toyhouse Funny Friends  
 Playland Play Moore  
 Madlib Friendly Toys  
 Basbro Rock-a-bye

**Special Orders**  
 Place a special order?  
 Shipping your order?

**Problem with an order?**  
 Please fill out the form below and click the "Send us your problem" button when are you finished.

Name	Jane Doe
Email	jane@bm.net
Order number	1947204
Name of item(s)	Sierra 7
Item number	S7092
Description of problem	Chain was broken when unpacked from box. Need to have it replace

**2**

**JKToys Customer Service Requests Lotus Notes**

File Edit View Create Actions Help

Workspace JKToys - Customer Service Requests

Status	Created	Name	Order #	Description
Open	05/15/2000	Jane Doe	19472	Chair was broken when unpacked from box.
Open	05/23/2000	Sue wro	23459	I cannot assemble the pedals.
Closed	05/17/2000	John Web	12970	The directions are wrong



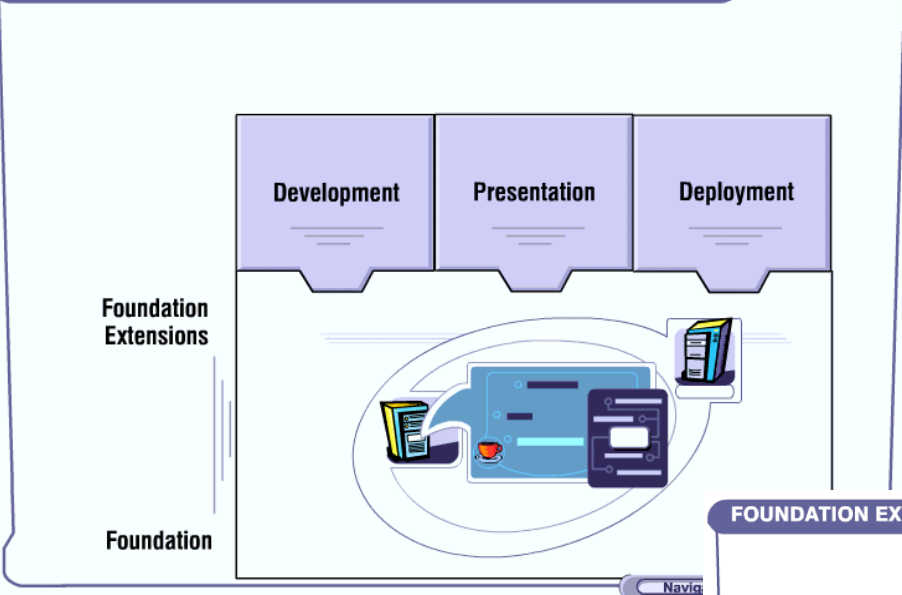


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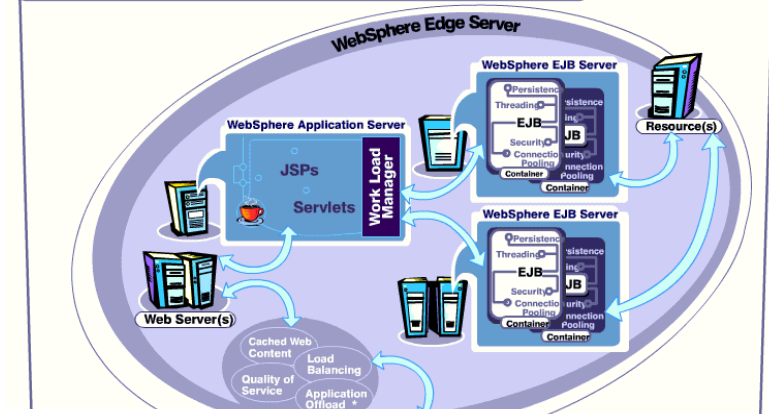
# Foundation Extensions

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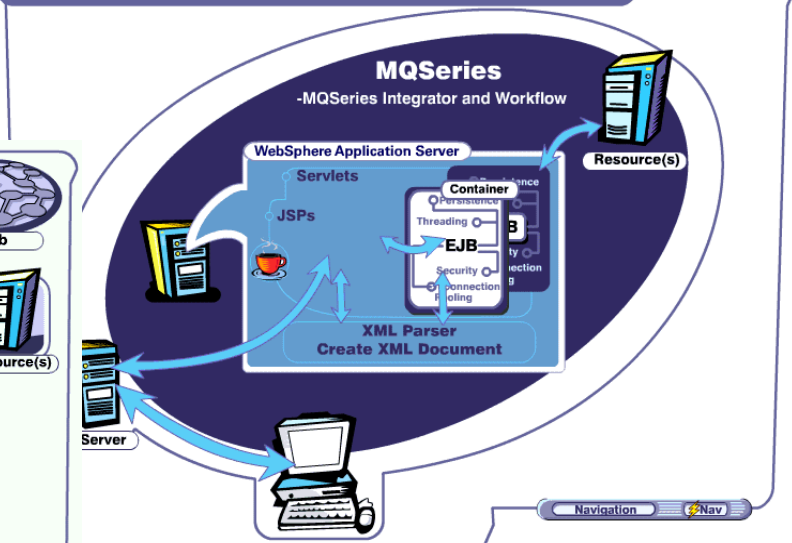
## FOUNDATION EXTENSIONS - WebSphere Software Platform



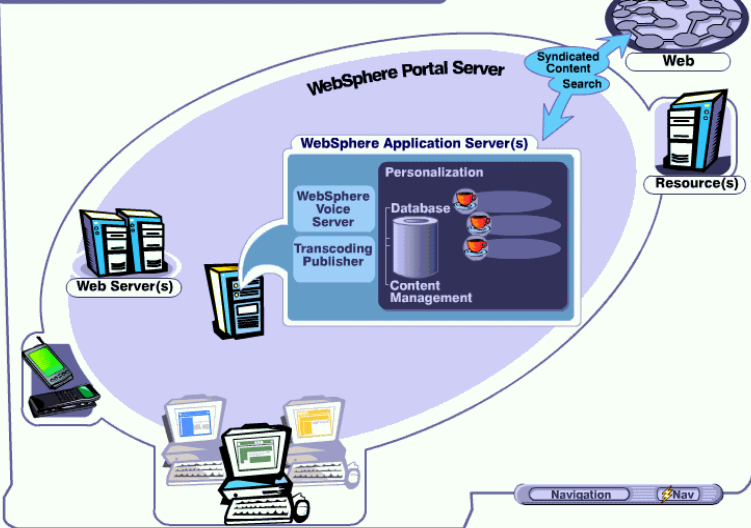
## FOUNDATION EXTENSIONS - Scalability/High Availability



## FOUNDATION EXTENSIONS - Development Technologies



## FOUNDATION EXTENSIONS - Presentation



\*Statement of Direction





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# Solutions Demo: Pervasive

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**JK Toys** 1

Your company access to what you need! June 1, 2000

Home  
Human Resources  
My Tools: meetings, teamwork, travel

**Executive Words of the Week**  
Carrie A. Toy  
Chief Executive Officer  
JK Toys

*It is with great excitement that I welcome, BIGToy Co. to our family!*

**Last Week's executive words**  
Vice President, John Doe, speaks on quality and timely delivery.

news Today  
Industry News: What's new in the industry? The toy industry is focused on building...

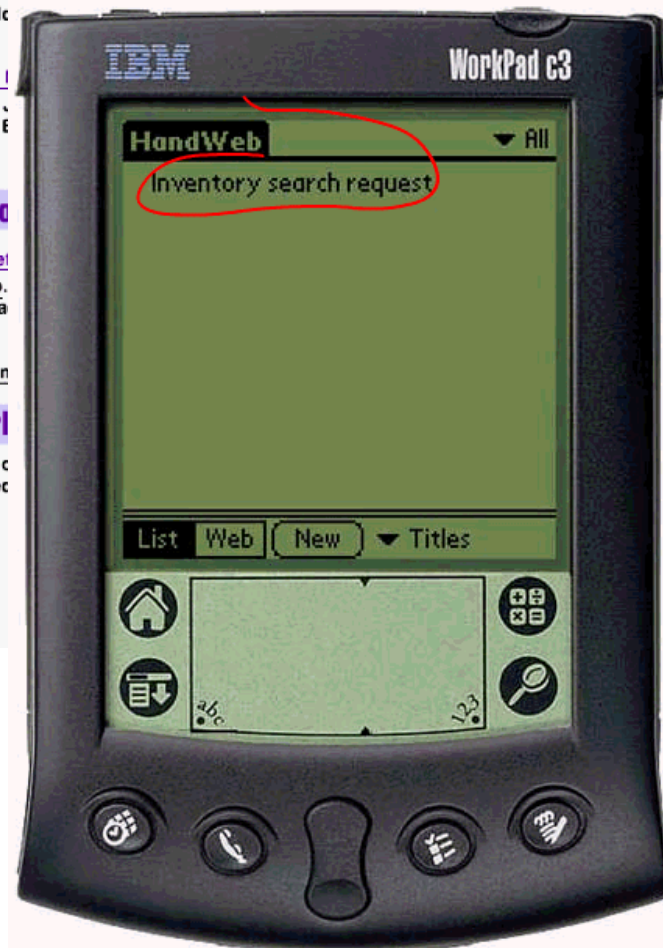
Directory Search  
Inventory levels/store

HandWeb  
Inventory search request

Personal  
Competitor  
Toy Co. manufactures...

Hourly  
Check updates

2



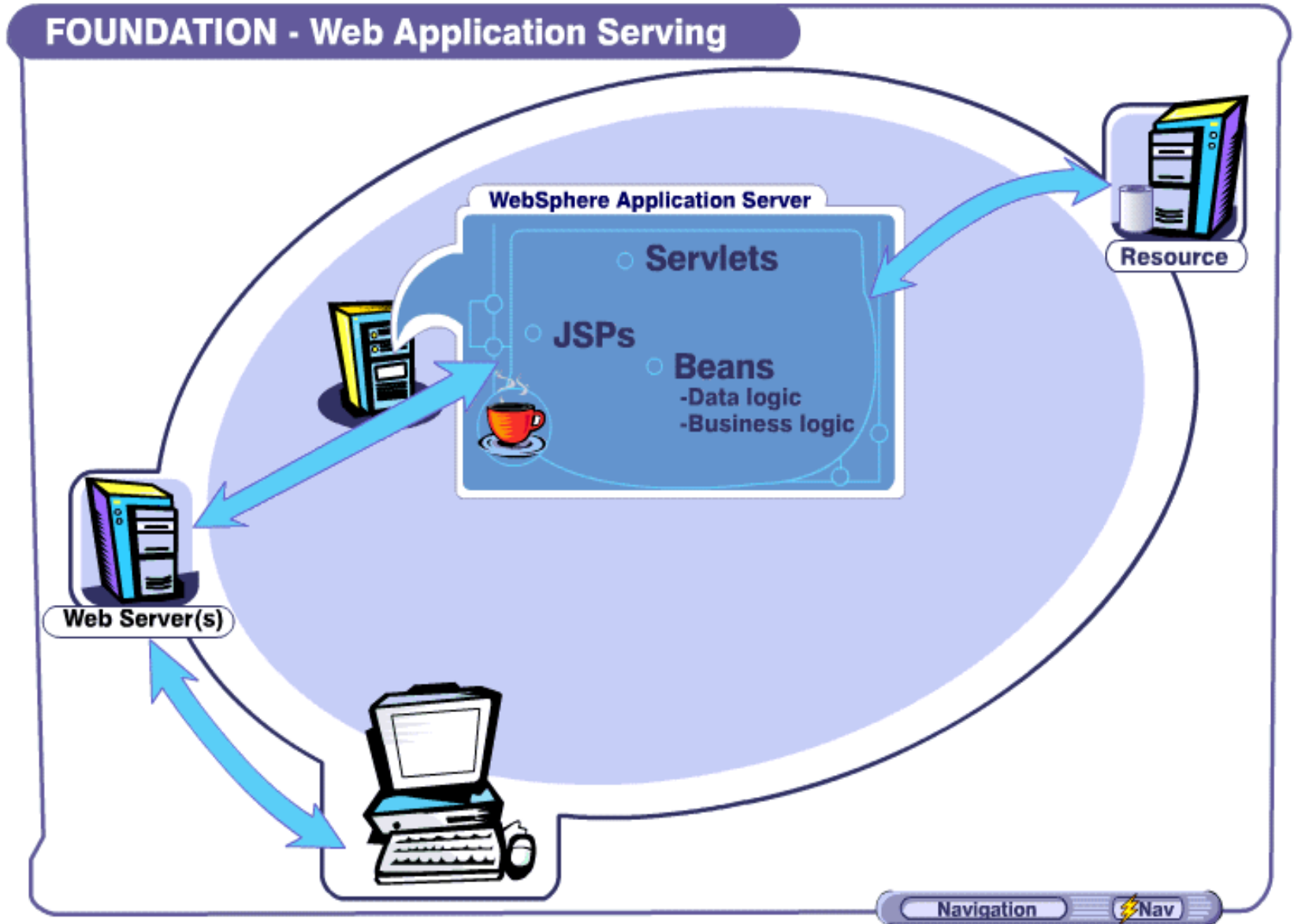
not actual product



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# Foundation

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# Foundation Demo: Store Locator

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1

**JK Toys**  
The *coolest* toystore around!

Store Locator

Toys...Toys...Toys   Music   Baby   Books   Video Games

quicksearch  go

**classic toys** **kid tested**

Welcome to JK Toys! Here you will find the coolest toys for all ages, including collectibles, video games, and top sellers!

**rebate savings** Visit this section for product rebates. It's easy to save big!

**safety recalls** Infant recalls, Toddler recalls, Brands, Categories

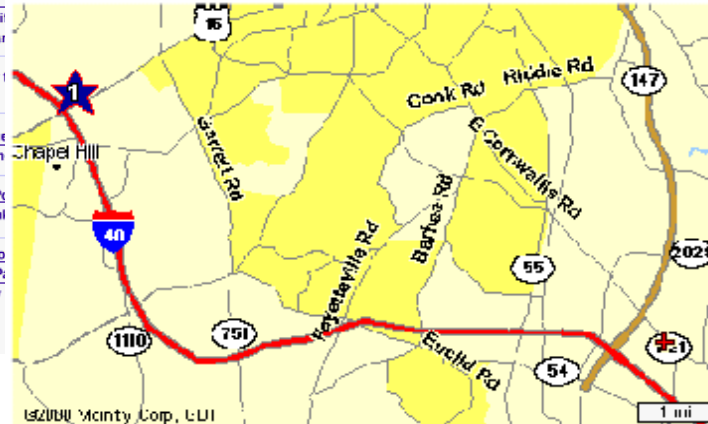
**store specials** Don't miss these special deals. Save up to 25% on many popular items including: Play-Doll, Playset, Cheer 'N' Wiggle Bear

2

## Store Locator

### Store search results

Here are some JK Toy stores that match your search criteria. To see a map of the area around a particular store, click on the button that says VIEW MAP. To get door-to-door driving directions to a store, click on the button that says DRIVE.



View map

Drive

3

## Store Locator

### Store driving instructions

HOPEFUL COMMONS  
2845 COMMONS  
YOURTOWN, HX 19282

Phone: (333) 123-1827

**Driving directions:** From Happy take I40 West. Take the Sam Freeway exit and follow for three miles. At Exit 204 (Taylor St) take a right and follow until you reach Main Street. Take a left on Main Street and follow for two blocks. Turn Right onto Commons Rd. and the store is on the left.







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The IBM logo, consisting of the letters 'IBM' in a bold, sans-serif font, enclosed in a black rectangular border.

## Roadmap Demo

### Where can I find the demo?

- Run the demo live from the Internet  
<http://websphere.dfw.ibm.com/roadmap>
- Download the demo to your hard drive  
<http://websphere.dfw.ibm.com/roadmap/download.html>

### What are the system requirements?

- A browser— NetScape 4.7 or higher or Explorer 5.01 or higher
- Earlier versions may require the Flash plug-in. Your browser prompts you and downloads plug-in



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## Technical Support

Who can I contact for help or support?

- For technical or connectivity, message or presentation questions issues contact DEMONet at:  
<http://demonetweb.demopkg.ibm.com/support/support.html>
- Consult the upcoming comprehensive on-line demo FAQs.



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## Training

**OK, this will definitely help me sell WebSphere and the Software Platform. But, how do I get trained?**

- *Self-Paced Training*
  - *Download the demo and follow along from the detailed scripts which are provided.*
- *For IBM Technical & Field Force*
  - *AIM Advanced University*
  - *Two e-Meetings Sessions in the third quarter*
  - *Solutions 2000*
  - *EBU & EBU Online*
- *For IBM Business Partners*
  - *Solutions 2000*
  - *PartnerWorld 2001*
  - *With other opportunities coming*