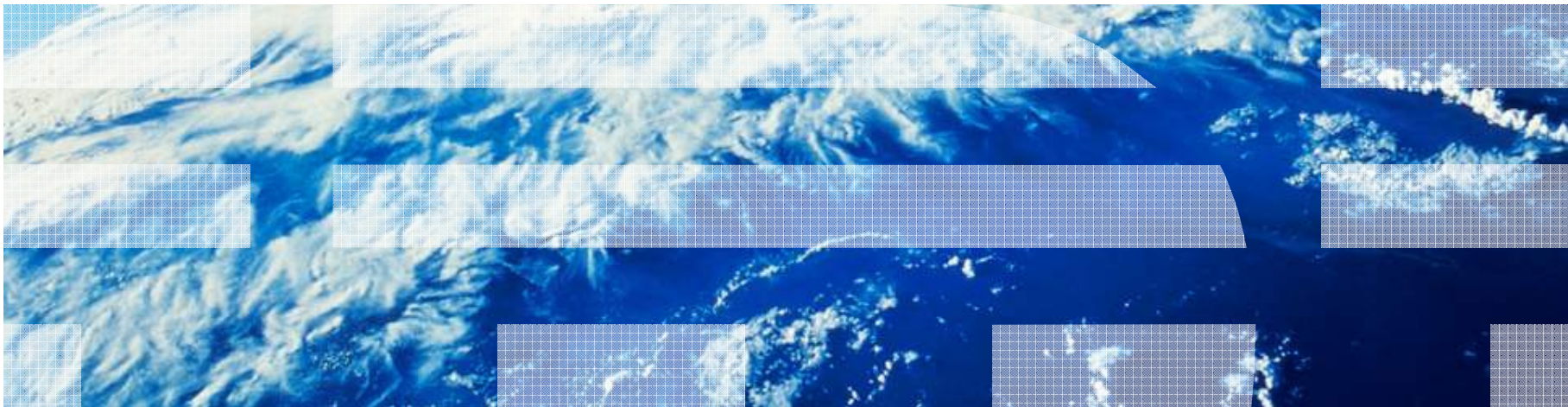


SMART Moldova

IBM way in a day, Chişinău 13. september 2011

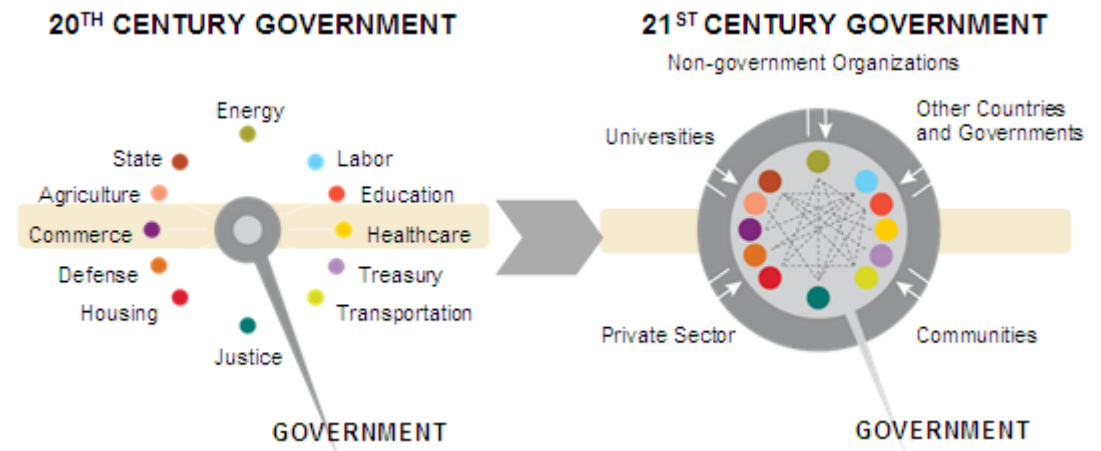


Gregor Lončar, IBM SWG Public Industry CEE
gregor.loncar@si.ibm.com

What should today Government solutions address !

What are today real problems Governments are facing ?

- Changing demographics
- Accelerating globalization
- Rising environmental concerns
- Evolving societal relationships
- Growing threats to social stability and order
- Expanding impact of technology



What is real situation with Government Solutions Today ?

Siloed , Complex and Unfocused solution & services

- Departments and other branches of local government are disconnected with manual processes
 - Public Services are fragmented and co-ordination and sharing of resources and information inconsistent
- Government mandated change can be costly, and time consuming
 - Inability to offer new services as required
- Focus on service provision
 - Services and applications not designed for citizen needs but based around service provision
- Concerns over value for money and trust
 - Reluctance to spend on enhancing infrastructure and delivering a better service and can lead to damaging failures in security and practices



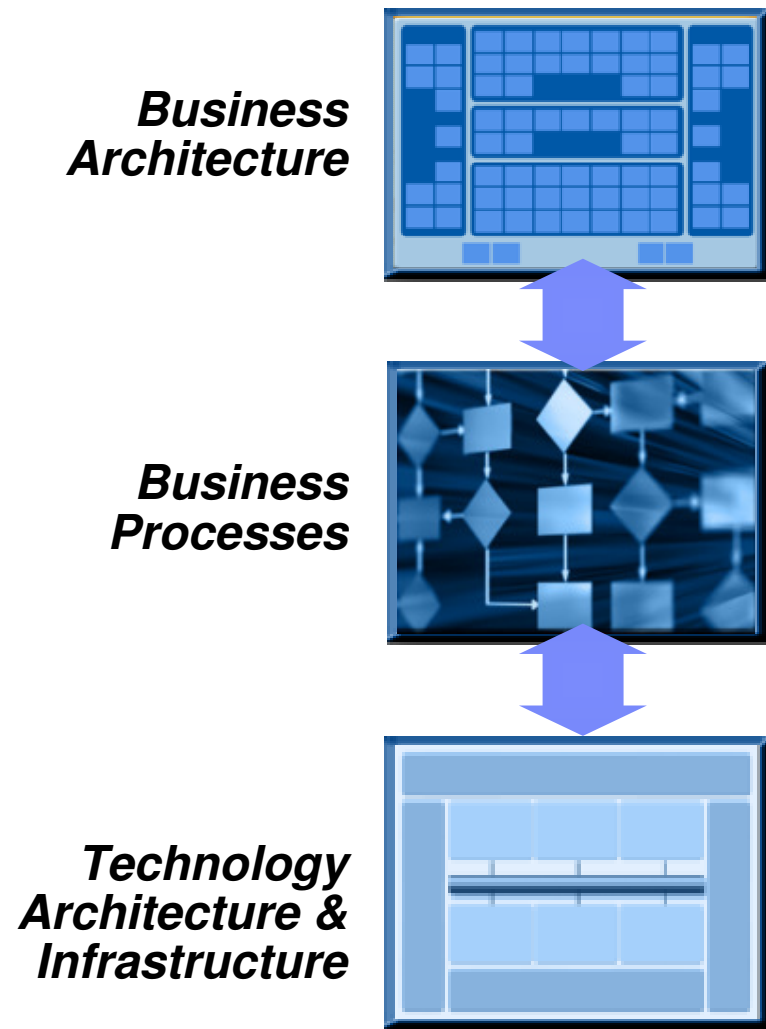
How to approach for new Government Solutions ? Answer : To align Business and IT Objectives

How do I...

...speed the deployment of government/public sector solutions to meet business objectives?

*...get the **flexibility** to re-use existing resources and IT systems while enabling new process capabilities?*

*...ensure there is a **choice** of technologies for Government projects that best support our strategy and deliver a quick ROI?*



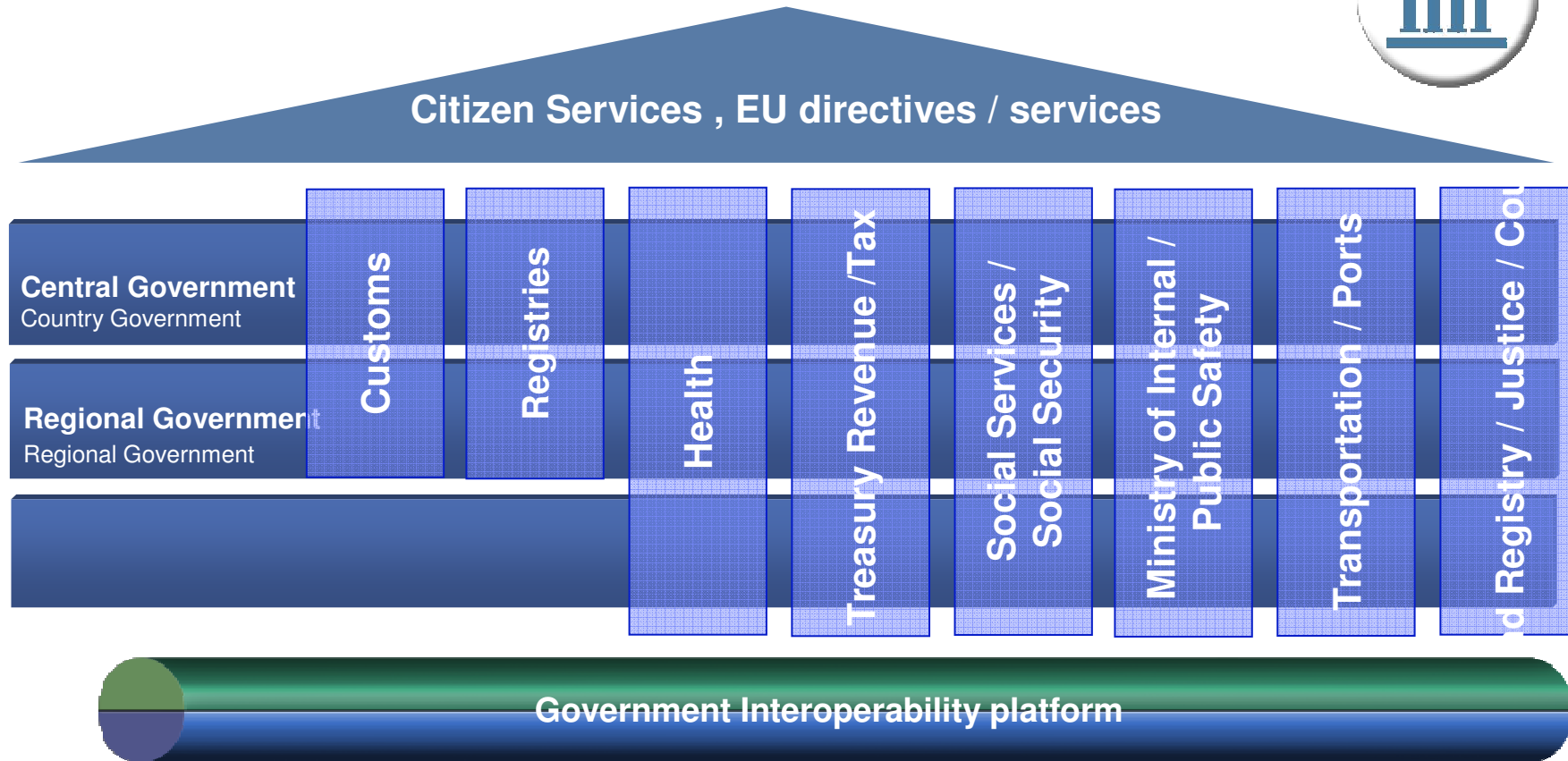
Government Organizations Must Innovate and Be Agile *To Respond to a World of Constant Change*

- **Agility** - deliver rapid and dynamic response capability
- **Scalability** – flexibility in the operational environment
- **Interoperability** – within and across forces, between coalition members
- **Resilience** – improve mobility, autonomy, and robustness



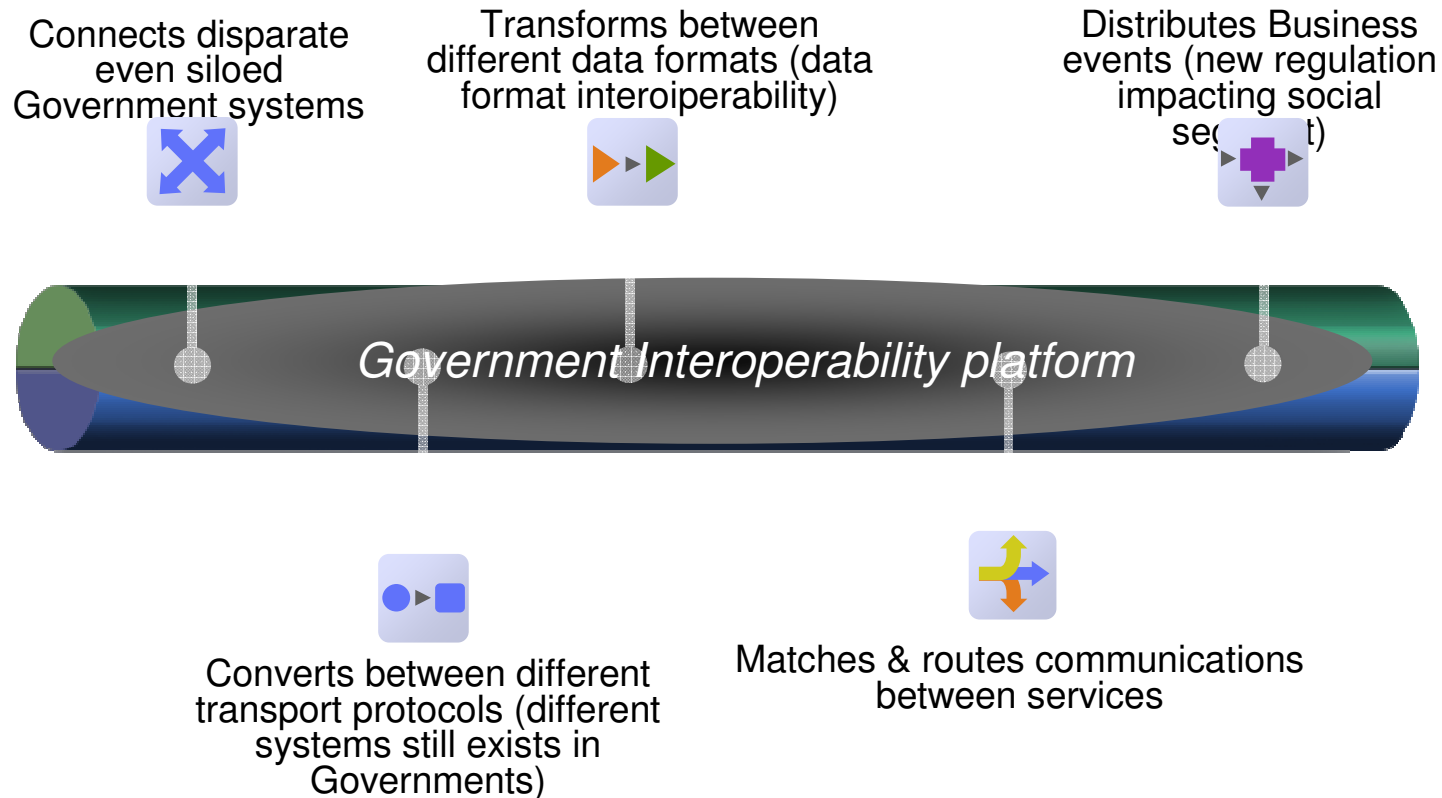
The Levels & Business Segments of Government solutions

IBM Industry approach applies at all levels





Government Interoperability platform – IBM Value proposition



Optimizing Costs

- Integrate new and existing Ministries & Solutions very efficiently and faster
- Improve performance more than 10x, with lower costs
- Achieve full ROI within as few as 6 months

Traditional Custom Builds



Assembly Method: Custom Build
Cost: Best Estimate/No Guarantee
Payment: Throughout the Build
Delivery Risk: Dependent on Skills
Quality: Dependent on skills
Maintenance: Custom
Availability: Check the Project Plan

vs.

IBM Government Interoperability platform



Pre-Packaged Product
Fixed (and < than sum of parts)
Only when it arrives
Comes “in a box”
Commercial Product
Commercial Product
Today

Government Interoperability platform – What’s in the Box?

“The IBM Government Interoperability platform ” is a product that provides:

- A common, re-useable and interoperable Government Interoperability Environment
- Systems integrators and developers a Full Lifecycle Management Platform
- Tooling to build new, or integrate existing, government applications

Platform is virtualized & deploys in 1 day



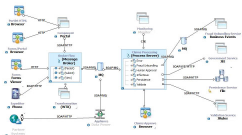
D1 Platform Run Time

Designed for Government Centers



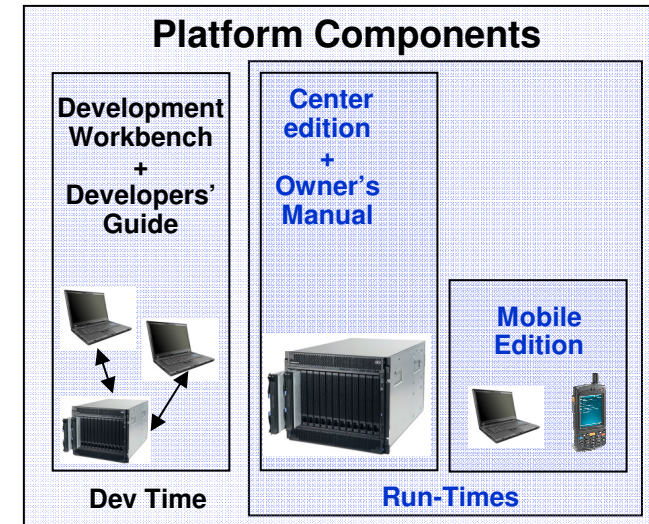
D3 Mobile Run Time

Designed for mobile devices, Laptops and PDAs.



Workbench Dev Time

Full lifecycle build tools deploy to all runtime environments



Product Components Defined

- **Media, Scripts and Configuration Instructions for (Center edition), and (Mobile) Run-Times**
 - Scripted low touch Installations
 - Well Defined Capabilities

- **Developers Workbench**
 - Integrated Architecture, Engineering, Development, Testing platform
 - Detailed Examples

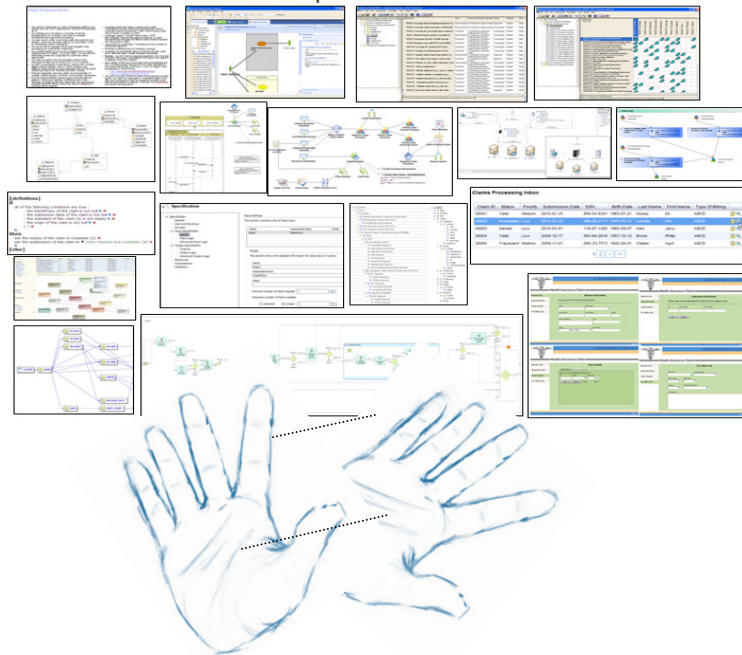
- **Developers Handbook**
 - Best practices and guidance on how to architect, design, develop, and test on the DOP platform

- **Owners Manual**
 - Enabling the owner to install, operate and maintain the Platform

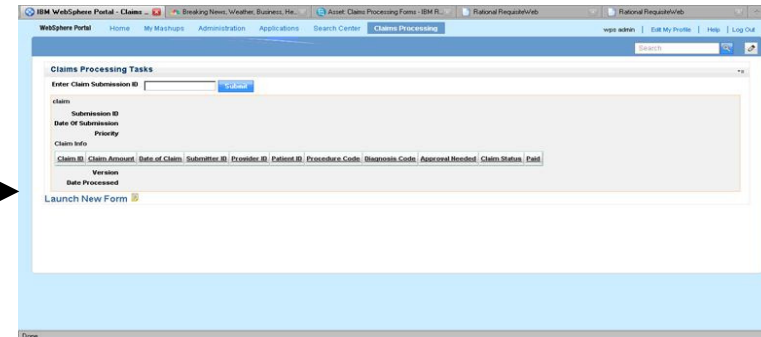
- **Integrated Support - In-Country Customer Interface**
 - The Customer Interface Manager/Accelerated Value Leader (AVL) provides on-site support assistance to platform Customers

Workbench Value

Turn a variety of tools, diagrams, pictures, hand waving, etc. ...



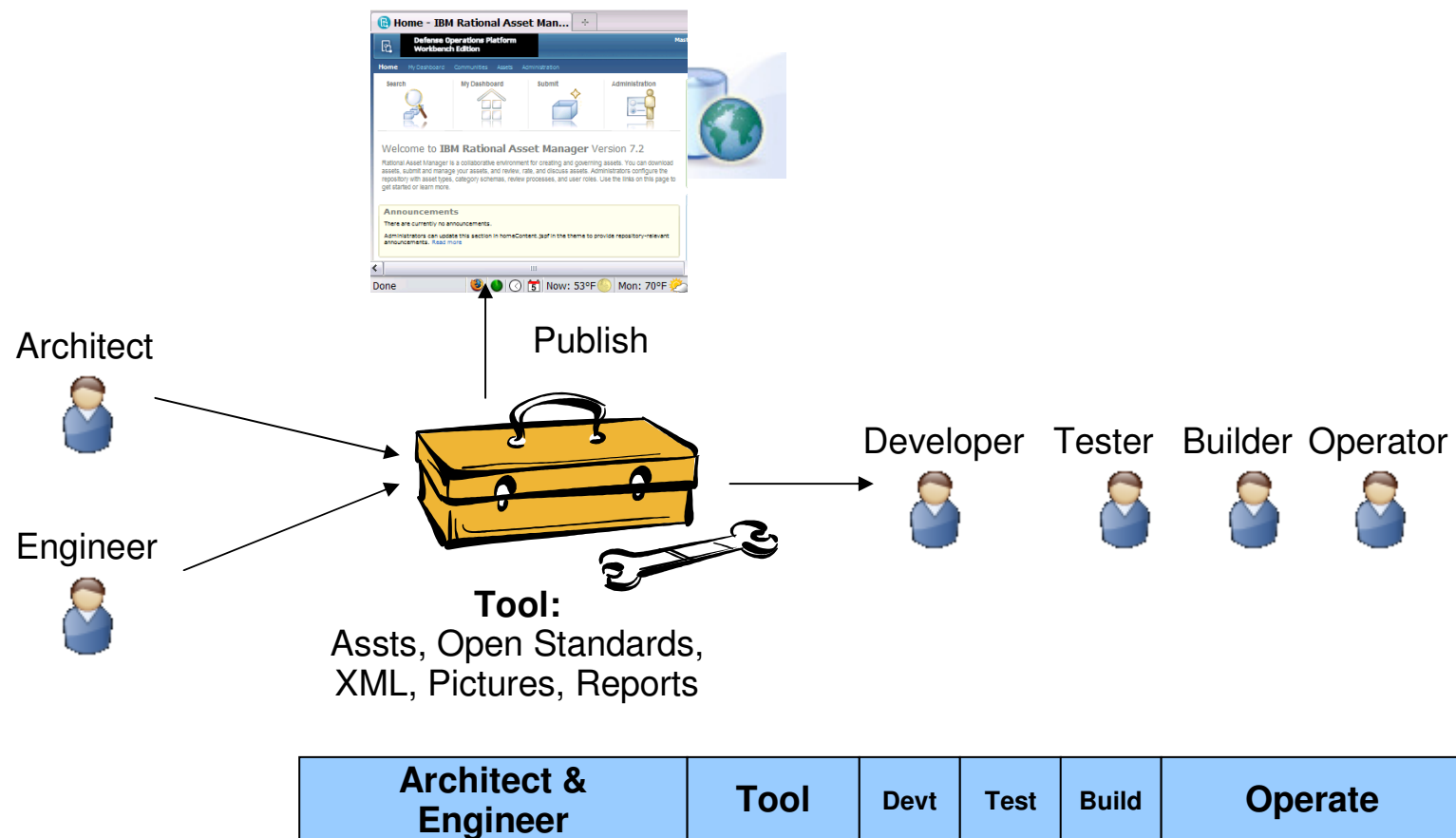
Into real running code



- .Cheaper (minimize custom coding)
- .Faster (maximized use of COTS software)
- .Effective (the right architectures and code)
- .Efficient (higher quality implementation)
- .Smarter (leveraging best practices)
- .Traceability (what requirement does this satisfy)
- .Visibility (how often is this re-used)
- .Impact Analysis (what's affected if I change this)

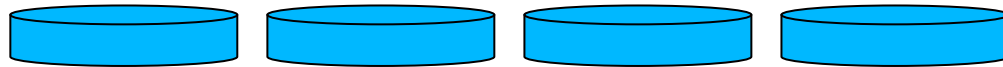
Paradigm Shift – Standardizing Build & Run Time Processes

- Tools have interfaces for architects & engineers who design assets. Open standard models in XML are hidden. Tools generate code and binaries from XML. Defects are either in design or tool.
- Development, Testing and Build are radically shortened,

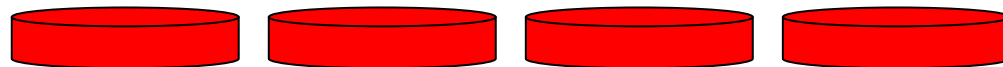


Component Details – Platform Build Packages

- A Set of Media, Scripts and Detailed Configuration Instructions will be provided for each of the Government Platform 1.0 Editions. Each of these packages are configuration managed and have been pre-tested.



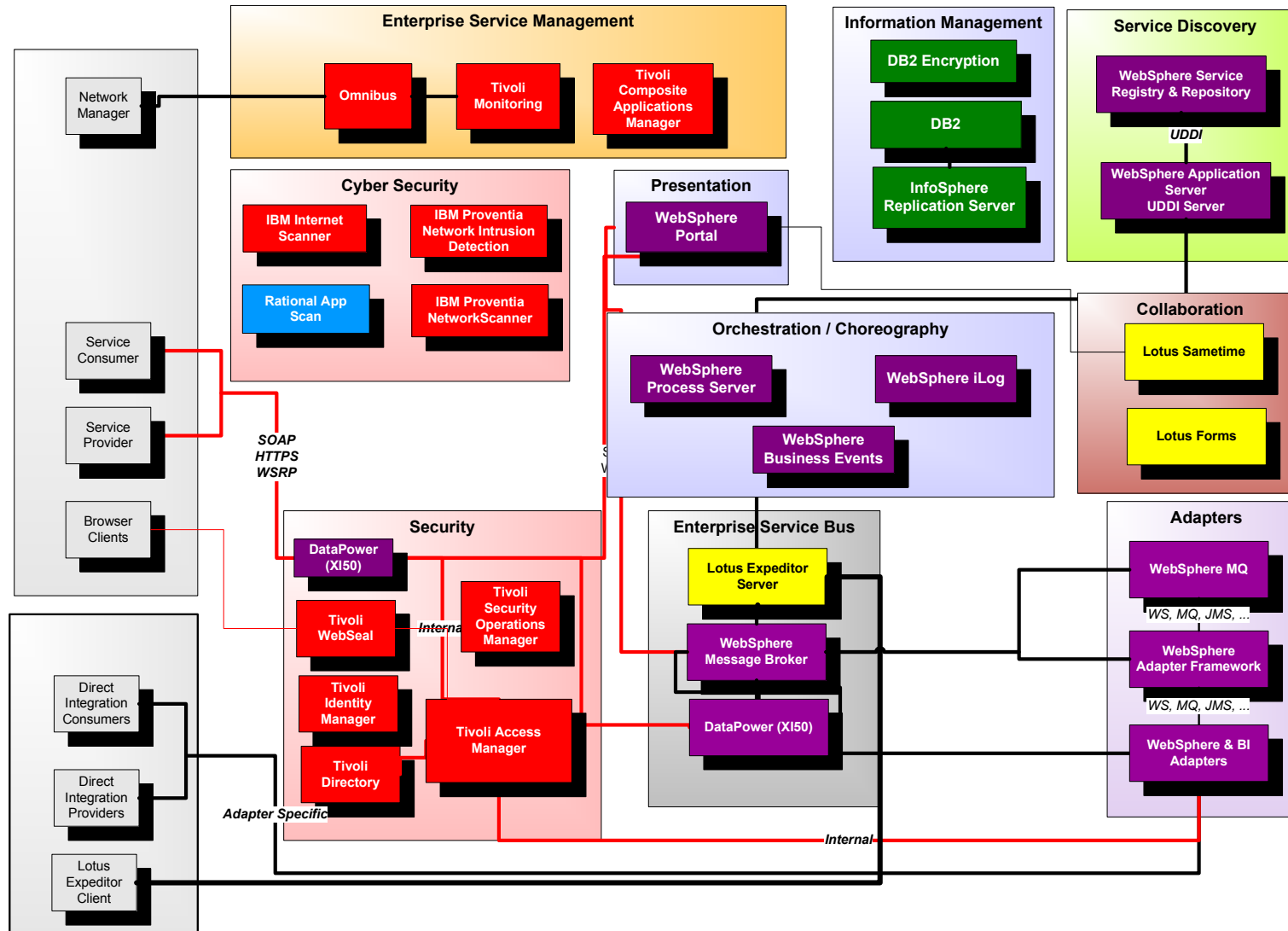
- The customer/integrator will kick-off the build/installation on the hardware platform of their choice (must be running VMWare), and using a customer supplied Red Hat 5.4 license, supply the requisite information (IP addresses, host names, domain names etc), and the installation will proceed with low touch to provide a build that conforms to the customer's networking environment



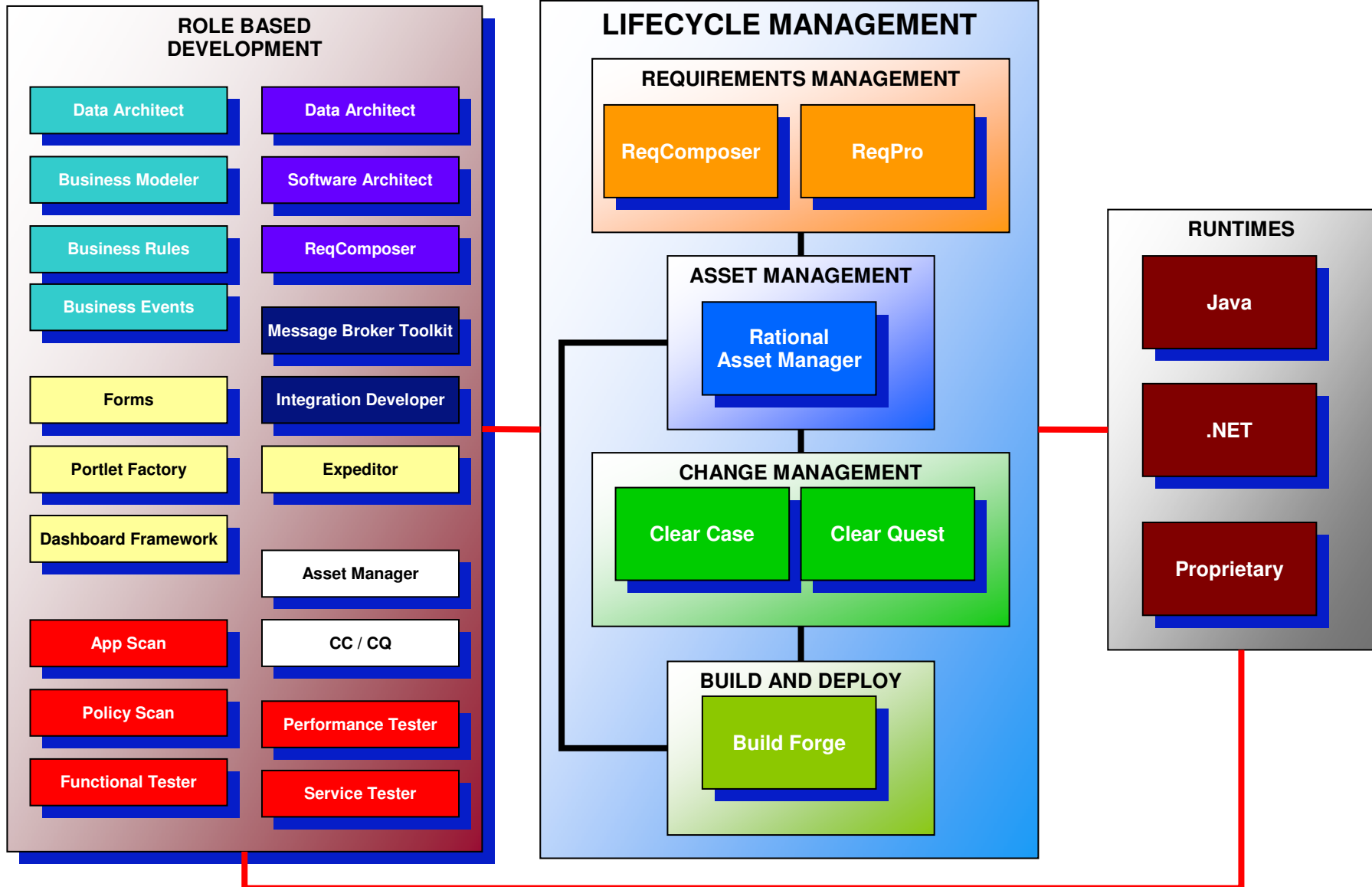
- This build process will enable the customer/integrator to
 - Supply their own IP address/hostnames (frequently classified information)
 - Build at a schedule that suits them / ie. They can pre-build and put on the shelf
 - Leverage only the capabilities they want to use
 - Establish National Skills

VMWare Images Available Via Services Engagement

Center Edition Capabilities

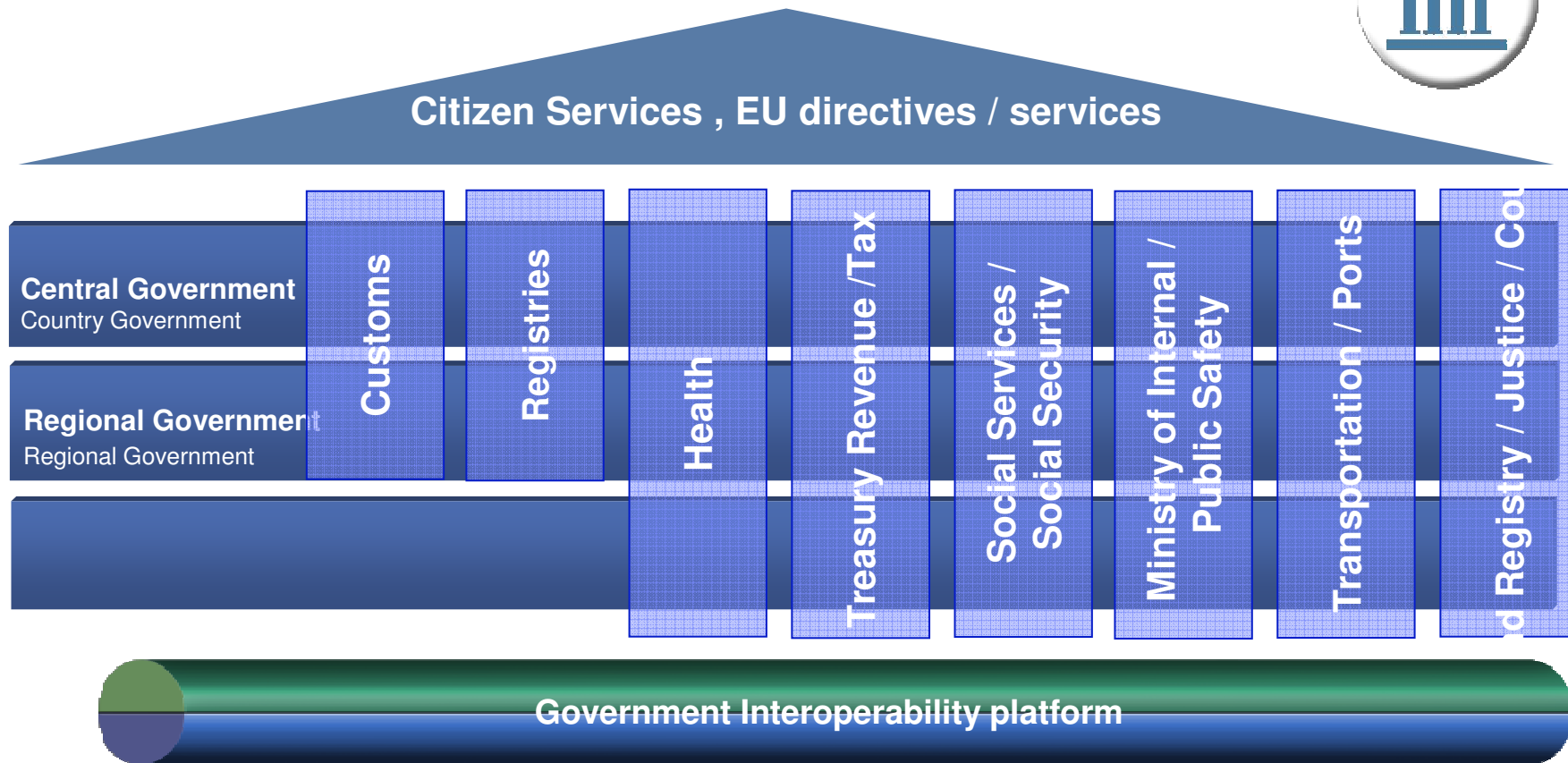


Workbench Capabilities



The Levels & Business Segments of Government solutions

IBM Industry approach applies at all levels



The Intelligent Operations Center Announcement June 6, 2011

IBM Intelligent Operations Center for Smarter Cities
Coordinate your city to deliver exceptional service to your citizens

Unified view across all city agencies
Anticipate and respond to events
Intelligence to optimize resources

Overview
IBM Intelligent Operations Center provides a unified view of all city agencies so you can predict events and quickly respond.

IBM Intelligent Operations Center monitors and manages city services. It provides operational insight into daily city operations through centralized intelligence. Now cities, government agencies, and enterprises can optimize operational efficiencies and improve planning.

- Enable the real-time communication and collaboration you need to coordinate actions and resolve issues in an efficient manner.
- Significantly reduce the impact of crisis situations.
- Reduce the overall cost of maintenance and repairs.
- Minimize disruptions to public services and activities for citizens living and traveling in the city.
- Preserve critical services and resources and minimize life-threatening issues.
- Allow your city to recognize events as they arise. Now you can put responses in place to manage impacts back to a steady state as quickly as possible.

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IBM Applies Analytics to City Operations; Helps Build Smarter Cities

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Intelligent Operations Center for Smarter Cities Designed to Improve Services to Citizens

ARMONK, N.Y., June 6, 2011 /PRNewswire/ -- IBM (NYSE: IBM) today announced the IBM Intelligent Operations Center for Smarter Cities, a new solution designed to help cities of all sizes gain a holistic view of information across city departments and agencies. By infusing analytical insights into municipal operations through one central point of command, cities will be able to better anticipate problems, respond to crises, and manage resources.

Washington Technology
The online authority for government contractors and partners

1105 Government Business Network
GCN Federal Computer
DEFENSE SYSTEMS Federal IDAII

Top 100 Columnists Community Blogs Events Webcasts Content Libraries Res

Rugged IT: Tough enough for government
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IBM Offers Cash-Strapped Mayors A Smarter City-In-A-Box

BY GREG LINDSAY Mon Jun 6, 2011

A plug-and-play system for cities that want the benefits of real-time data crunching, without the big bills required to become a true city of the future.



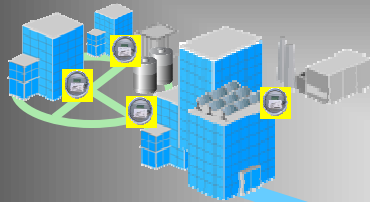
For the last two-and-a-half years, IBM has aggressively pursued its Smarter Planet strategy, producing more than 2,000 consulting engagements in cities around the world that want to improve their performance by tapping the data their citizens generate—including a public

IBM Intelligent Operation Center (IOC) V 1.0

Interconnecting physical systems and people through information and communications technology enables economic development for safe, efficient, sustainable cities

Smarter Buildings

- Schools, Hospitals, Homes, Office & Plants
- Energy, water, waste, emissions management



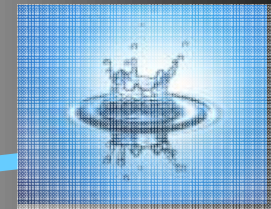
Smarter Public Safety

- Emergency response and communications
- Digital video surveillance, crime analytics



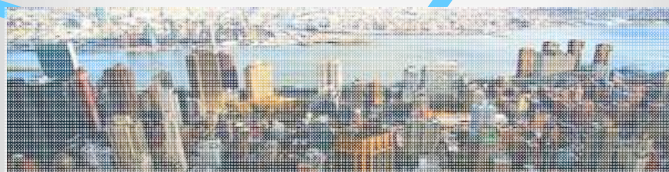
Smarter Water Management

- Water infrastructure management
- Resource planning optimization



Smarter Government Services

- Social services, citizen and business interaction
- Case mgmt, visit optimization



Smarter Regions – Operations Center

- Improved services, operations, safety, sustainability
 - Incident Mgmt, Domain Correlation
 - Emergency Response, Citizen Dashboards



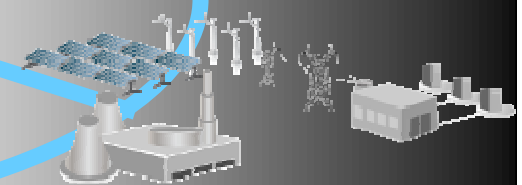
Smarter Transportation

- Transport Information Management, Road User
- Congestion pricing, Integrated Fare Management



Smarter Energy Management

- Smart Grid, Electric Vehicles, Renewable Energy
- Intelligent Utility Network Communications & Security



Intelligent Operations Center for Smarter Regions – Product Overview

Description:

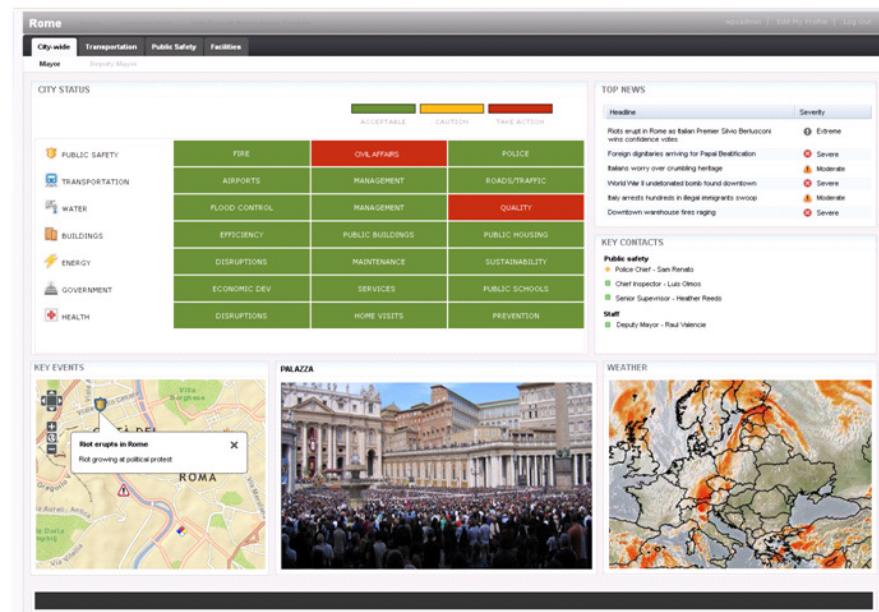
- Provides a domain services request management system with Executive, domain Operations, and Agency dashboards that include domain **KPI reports** with trends and **analysis of event** and domain data.
- Centralized environment for **planning, organizing, monitoring and sharing information** continuously in response to changing conditions.
- Allows for **drill down capabilities** on details of service requests, team members and assets assigned and status – which is also available in a geospatial context for situational awareness.
- Provides for integrated **collaboration** within the views and as an element on the dashboard.
- Event and directive management is achieved through **integrated incident management, reporting and collaboration & communication**.

Customer pain addressed:

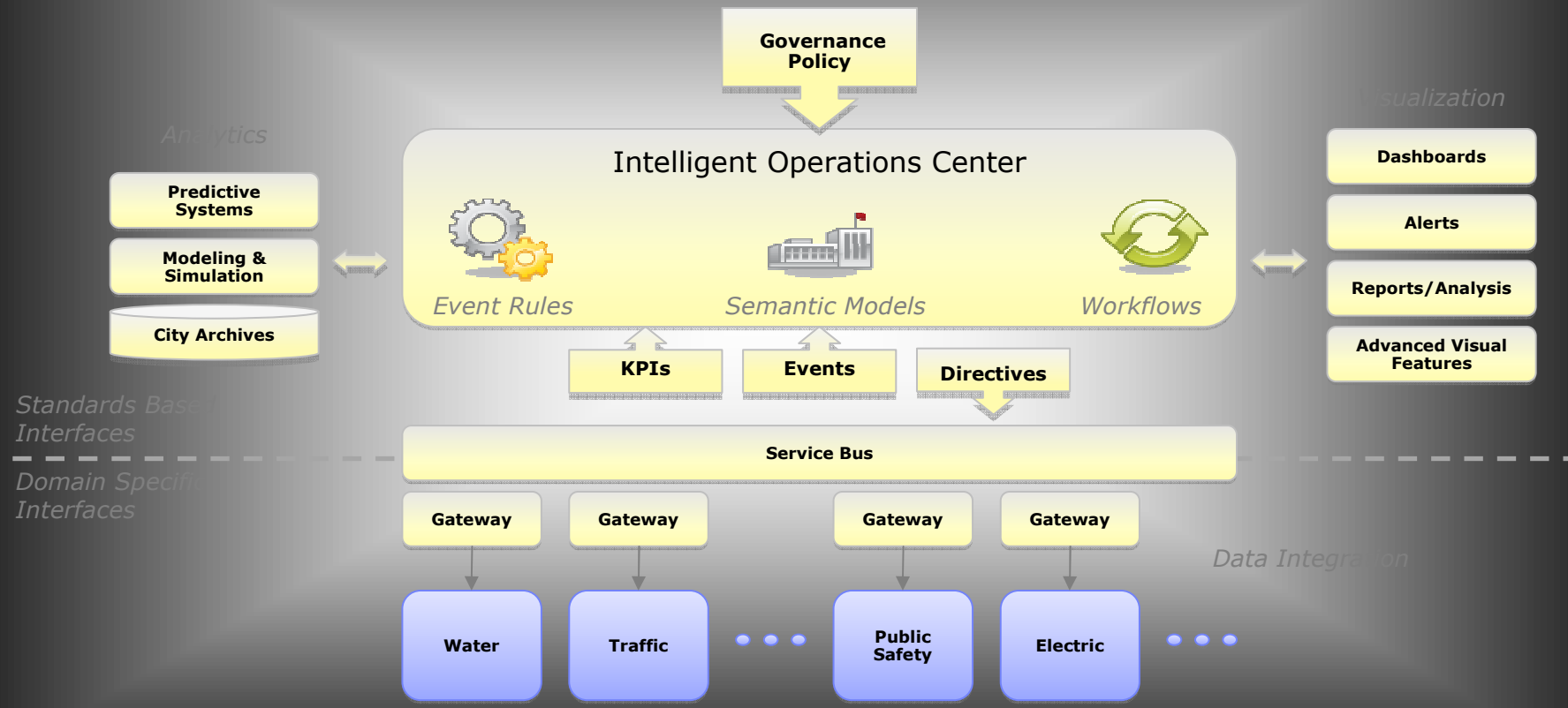
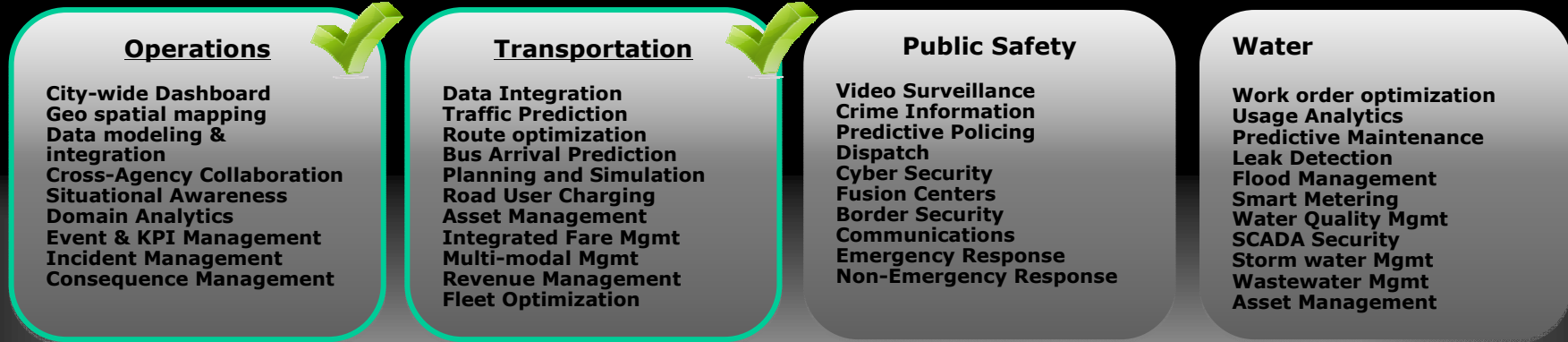
- Domain leaders today manage incidents and view KPIs / reports through disparate systems
- Lack of domain to domain coordination and collaboration in the planning and execution of events

Solution software key components:

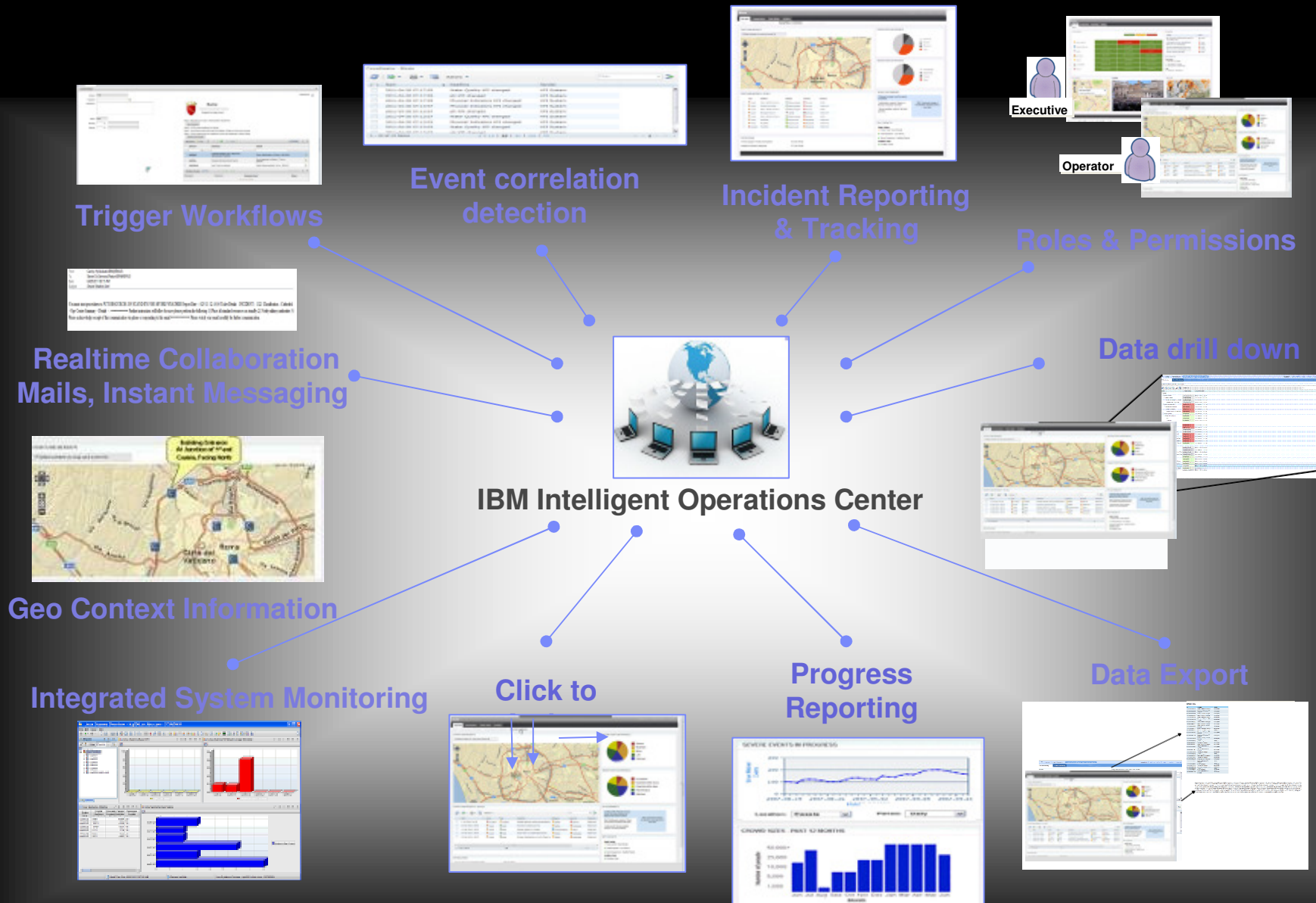
1. Incident Reporting & Tracking
2. Situation Awareness & Reporting
3. Real Time Collaboration
4. Work Flows Management
5. Cloud Enabled



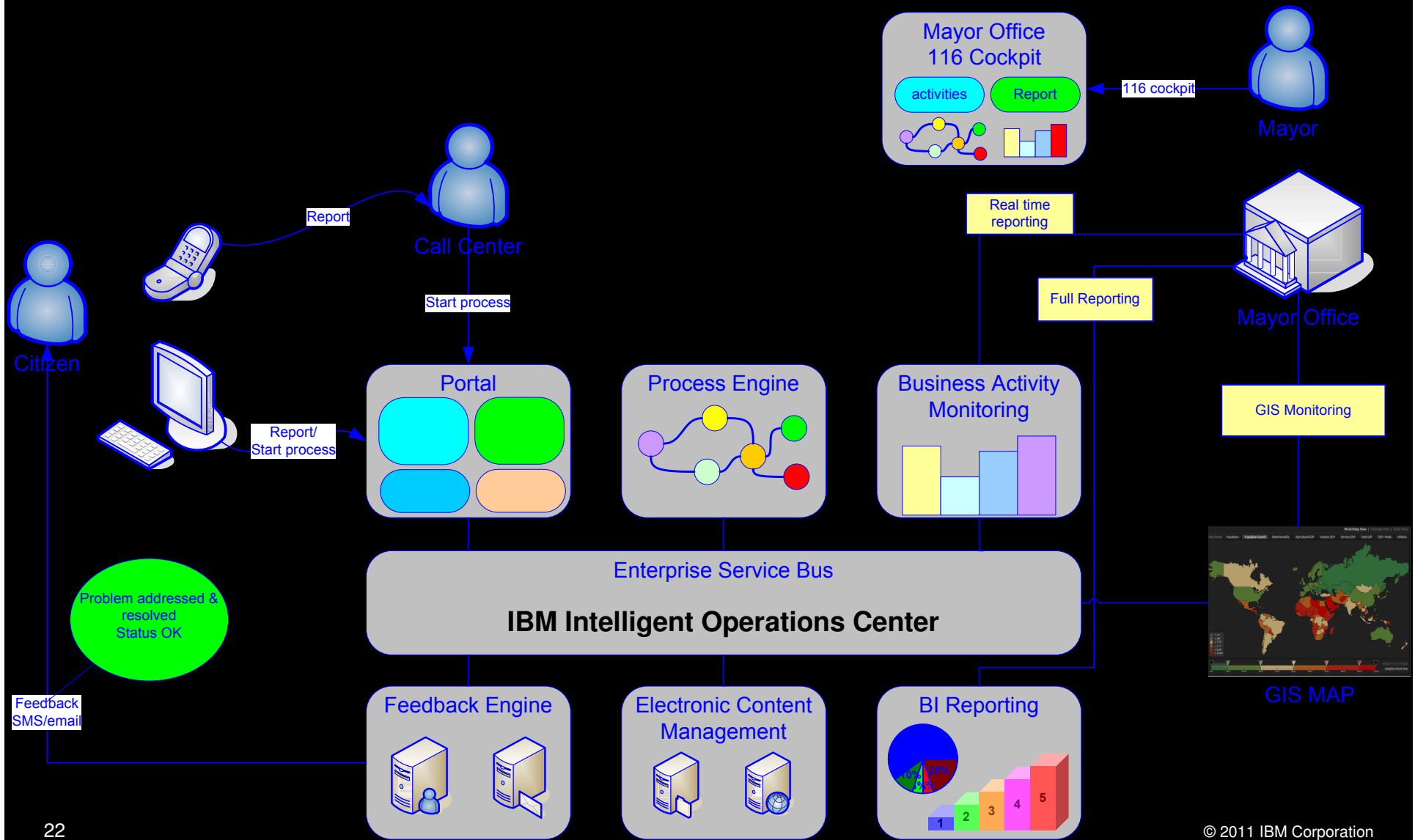
Intelligent Operations Center for Smarter Regions



IOC Capabilities



Case scenario – citizen portal for incident tracking and reporting



IBM Intelligent Transportation V 1.0

Key Value:

Traffic analysis capability to allow for better management of traffic , improvement of commuter experience, reduction of pollution and improve the ability for emergency responders and public safety officials to act quickly

Ability to aggregate information across multiple intra-city geographies/locales as well as information from a diverse set of data input source types and vendors

A data source agnostic , standard information model on top of which vertical value applications can be created with ease and with ability to scale

Ability to access historical and real-time information about all traffic performance, conditions, configurations and incidents

Customer Pain Addressed:

Existing traffic data systems, ATMS and TMC applications each cover limited intra-city geographic/locale scope

Integrations between traffic data systems, ATMS and TMC applications that function across the same city are either non-existent or limited

There is a diversity of traffic data systems in terms of types, vendors and data abstraction levels which is posing a great challenge to the creation of vertical traffic applications traffic flow optimization, improving commuter experience, pollution reduction & emergency response

There is no way to have city-wide visibility for traffic performance, conditions, configurations and incidents

Solution Software key components:

Standards based integration data capture systems

Traffic data model and repository

High-performance access to data for visibility, advanced analytics in built & add-on functionality

Cloud Enabled



Intelligent Water Management

Description:

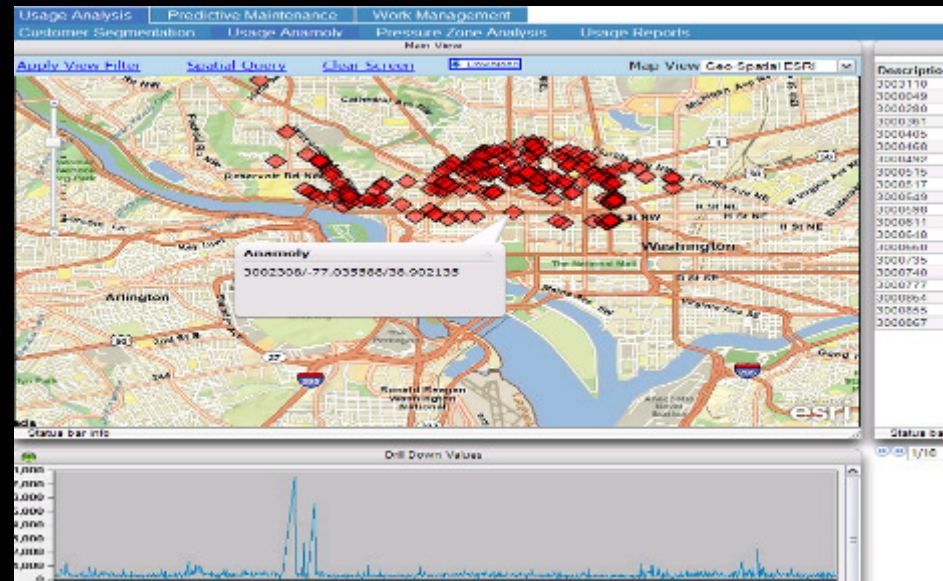
- Use EAM data to set up manual or automated scheduling of work crews to optimize maintenance and repair schedules based on type of work order, location, crew skills and equipment needed.
- Display work orders by type (priority, season, failure code etc.) and visualize results on interactive map
- Ability to use inputs of route, time period, crews and work order data to manually or automatically create optimal route for crews that minimizes travel costs and time
- Ability to automatically leverage data on work orders to prioritize work and create optimal work schedule for work crews

Customer pain addressed:

- Inefficient and uncoordinated work crew utilization and high operational expense
- Poor prioritization of work order servicing leading to customer dissatisfaction
- High backlog of work orders leading to delay in service and lowering quality of service

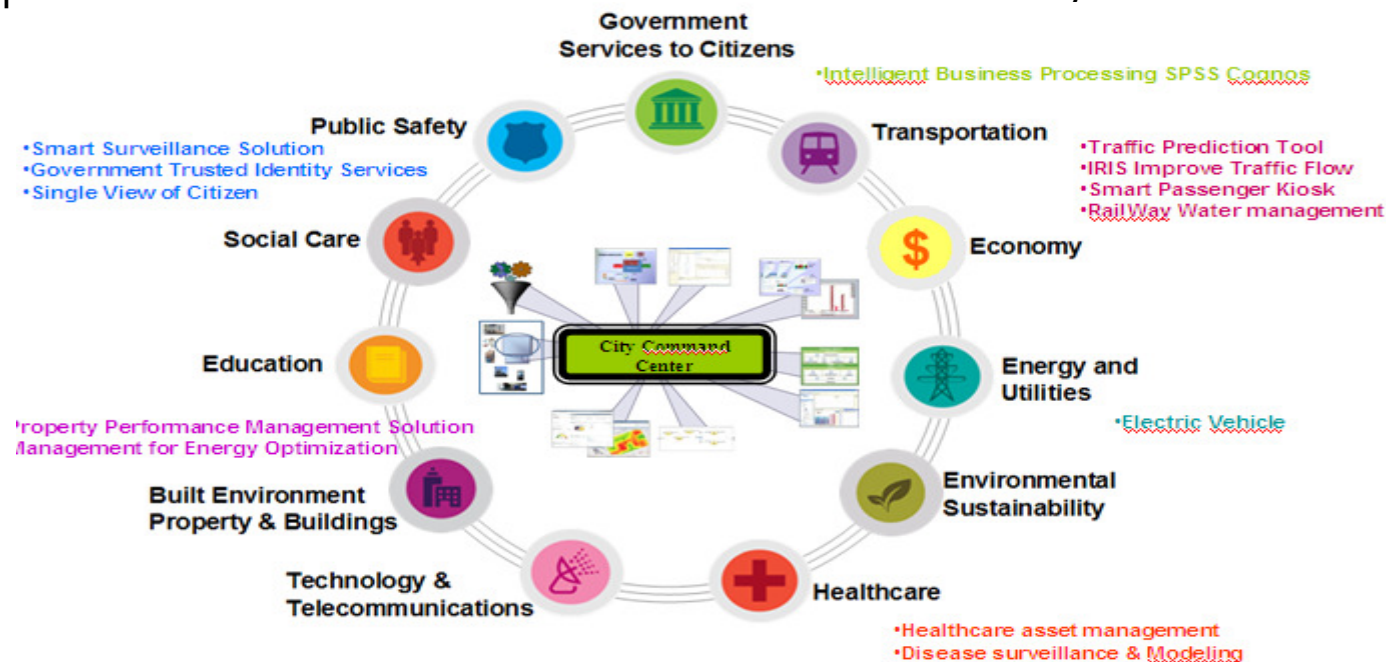
Solution software key components:

- Advanced analytics and optimization algorithms
- Visualization of data on GIS system
- Generate and export reports and graphs
- Cloud Enabled



What can IBM offer to Country Government as starting point ?

- Think about visiting **IBM Government Solutions Excellence Centre in La Gaude (Nice – France)**
- Few day workshop where Government officials are briefed with latest technology and solutions that IBM is developing for Governments
- As an outcome a Government BluePrint could be produced which could be used as a roadmap of activities to establish felxible Government community



IBM is a Leading Government Solutions Provider

- Leader in Leveraging SOA and Information Management to Transform Government Organizations
- Global Delivery Capabilities
- Long Term Commitment to Industry Standards
- Strong Business Partner Network
- Industry Leading Software and Hardware
- Dedicated IBM Technology Research Professionals



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