



# **System z Enables Solutions For A Smarter Planet**

Smart Work On System z

# Service Oriented Finance Automated Its Loan Processing In 2008

**We automated our loan processing with WebSphere and it's great! We reduced loan processing time and are handling 59% more volume.**



**Service Oriented Finance CEO, 2008**

# Changing Business Conditions

**But times have changed. We need to be more careful who we loan money to.**



**Service Oriented Finance CEO, 2009**

# Change The Rules, Not The Process

It sounds like we need a new business process!



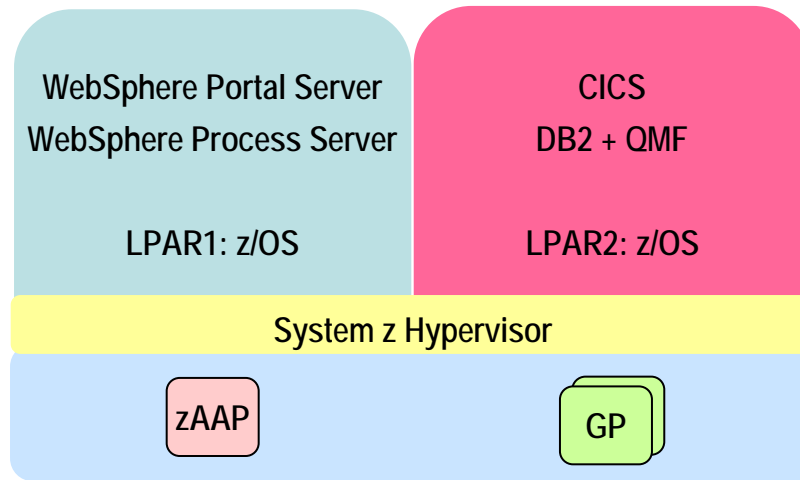
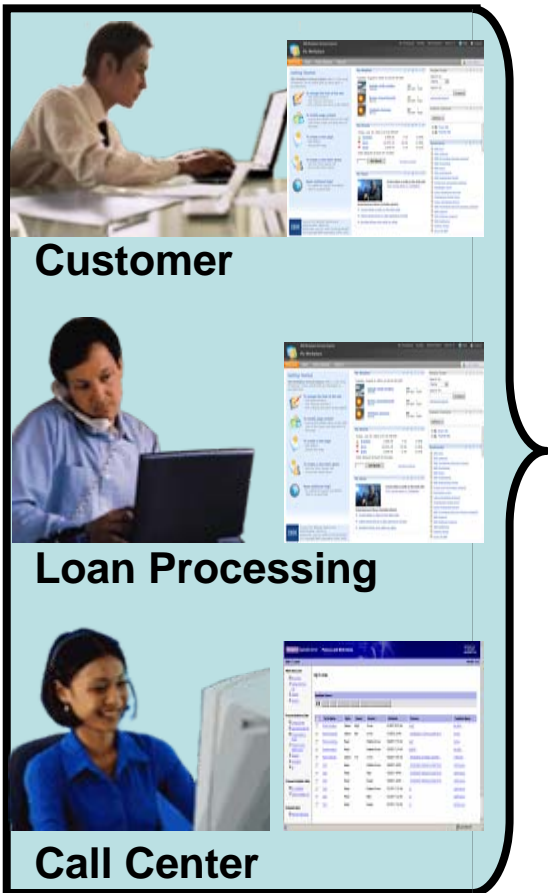
**Service Oriented Finance  
CIO**

You don't have to replace the process – simply adjust it!



**IBM**

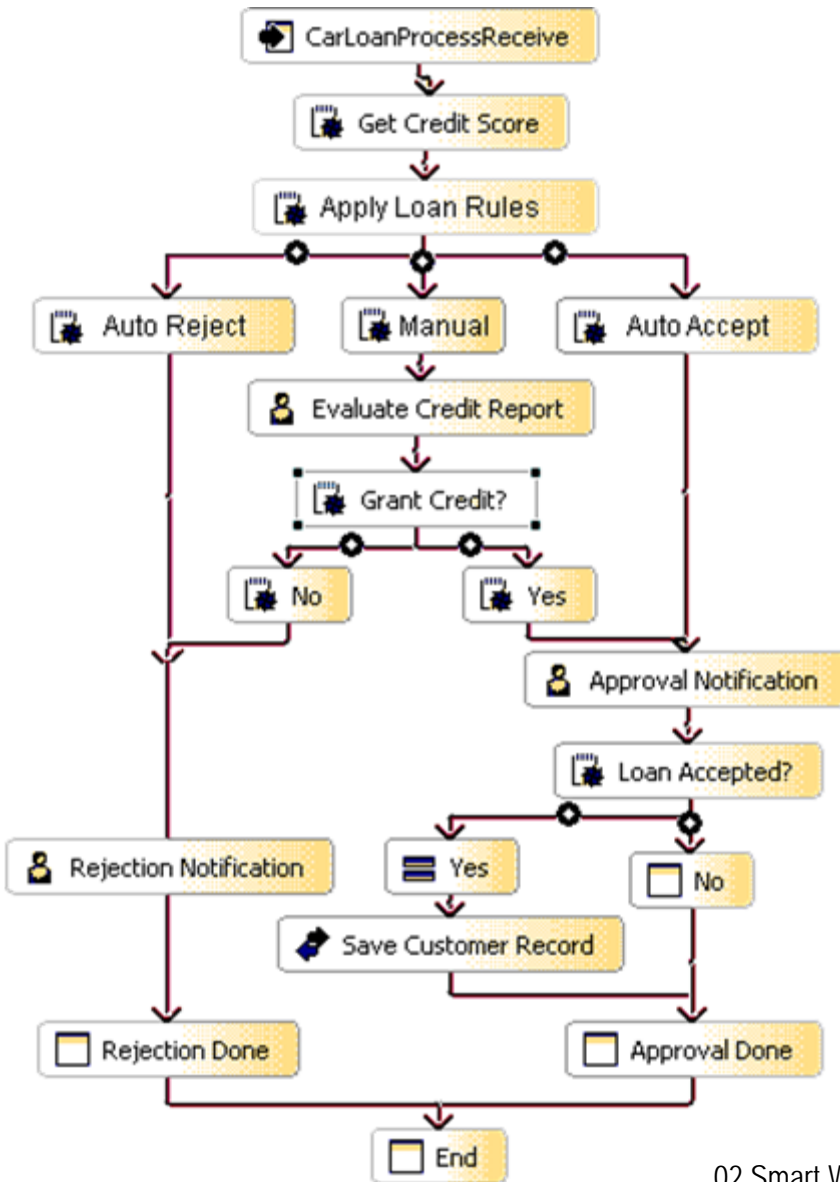
# Service Oriented Finance Automated Their Loan Process With WebSphere On A Power System



## System z:

- Lowest cost
- Performance from co-location
- Quality of service

# The Current Loan Process



## Key Features:

- Automated process management reduces processing time and eliminates paper
  - ▶ Efficient inclusion of human tasks, such as manual approval
  - ▶ Automatic access to back end systems
  - ▶ Instant status and tracking of each loan application
- System z is the lowest cost deployment platform

# Demo: The Current Loan Process

Car Loan Application

Loan Type:  New Car  Used Car

Loan Term:  24  36  48  60  72

Loan Amount Requested:

Application Type:  Individual Application  
 Joint Application

Customer #:

First Name:

Last Name:

Address:

City:

State:

Zip:

Phone:

Email:

# What Changes Do You Need To Make?

**We need to require better credit ratings from applicants and to impose a maximum loan limit.**



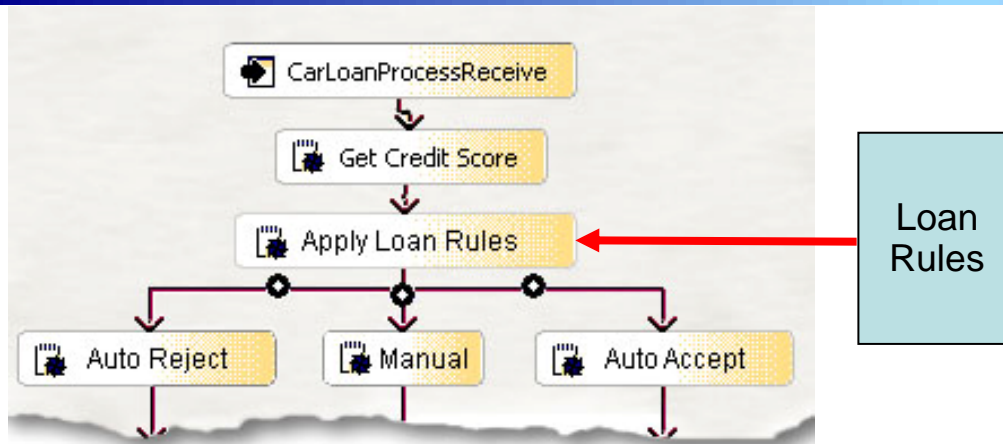
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CEO**



**Service Oriented Finance  
CIO**



# Business Rules Let You Adapt Quickly To Business Change



WebSphere Process Server externalizes business rules so they can be adjusted by business managers in production, without IT involvement

- ▶ Business rules are typically used to adjust thresholds
- ▶ Business rules easily changed with a browser after process is deployed
- ▶ New rules take effect immediately without having to redeploy

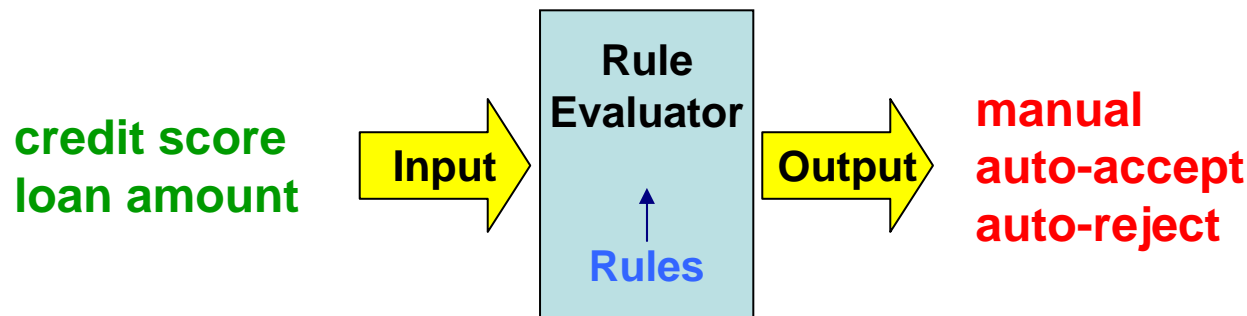
# Example: Change The Business Rules

## Current car loan rules

- ▶ Default analysis result is **manual**
- ▶ If **credit score** is less than **500** analysis result is set to **auto-reject**
- ▶ If **credit score** is greater than **700** analysis result is set to **auto-accept**

## New car loan rules

- ▶ Default analysis result is **manual**
- ▶ If **loan amount** is greater than **30,000** analysis result is set to **auto-reject**
- ▶ If **credit score** is less than **650** analysis result is set to **auto-reject**
- ▶ If **credit score** is greater than **720** analysis result is set to **auto-accept**



# Demo: Change The Rules

Welcome FENG | [Logout](#) | [Help](#)

> AnalyzeCreditScoreRuleGroup > executeRule

## Edit Mode: AnalyzeCreditScoreRuleSet - Ruleset

Messages:

### General Information

<b>Last Published</b>	Feb 24, 2009 07:45 (Local Time)	<b>Status</b>	*Original
<b>Description</b>	<input type="text"/>		

### Rules

Name	Rule	Action
<input type="text" value="ManualRule1"/>	Set default analysis result to <input type="text" value="Manual"/>	<input type="button" value="↓"/> <input type="button" value="Delete"/>
<input type="text" value="AutoRejectRule"/>	If credit score is less than <input type="text" value="500"/> then analysis result is <input type="text" value="Auto Reject"/>	<input type="button" value="↓"/> <input type="button" value="↑"/> <input type="button" value="Delete"/>
<input type="text" value="AutoAcceptRule"/>	If credit score is greater than <input type="text" value="700"/> , then analysis result is <input type="text" value="Auto Accept"/>	<input type="button" value="↑"/> <input type="button" value="Delete"/>

### Templates

To create a new rule, fill in data in a template and click "Add" button.

Template Name	Name	Rule	Action
Template_AutoRejectRule	<input type="text"/>	If credit score is less than <input type="text"/> then analysis result is <input type="text" value="Auto Reject"/>	<input type="button" value="Add"/>
Template_AutoAcceptRule	<input type="text"/>	If credit score is greater than <input type="text"/> , then analysis result is <input type="text" value="Auto Accept"/>	<input type="button" value="Add"/>
Template_MaxLoanRule	<input type="text" value="MaxLoanRule"/>	If loan amount is greater than <input type="text" value="30000"/> , set analysis result to <input type="text" value="Auto Reject"/>	<input type="button" value="Add"/>
Template_ManualRule1	<input type="text"/>	Set default analysis result to <input type="text" value="Manual"/>	<input type="button" value="Add"/>

# There Were Some Other Changes Made To The Process

**We need a volunteer from the audience who has a mobile phone with text messaging. How about YOU?**



# Demo: The Same Application With The New Rules

Car Loan Application

Loan Type:  New Car  Used Car

Loan Term:  24  36  48  60  72

Loan Amount Requested:

Application Type:  Individual Application  
 Joint Application

Customer #:

First Name:

Last Name:

Address:

City:

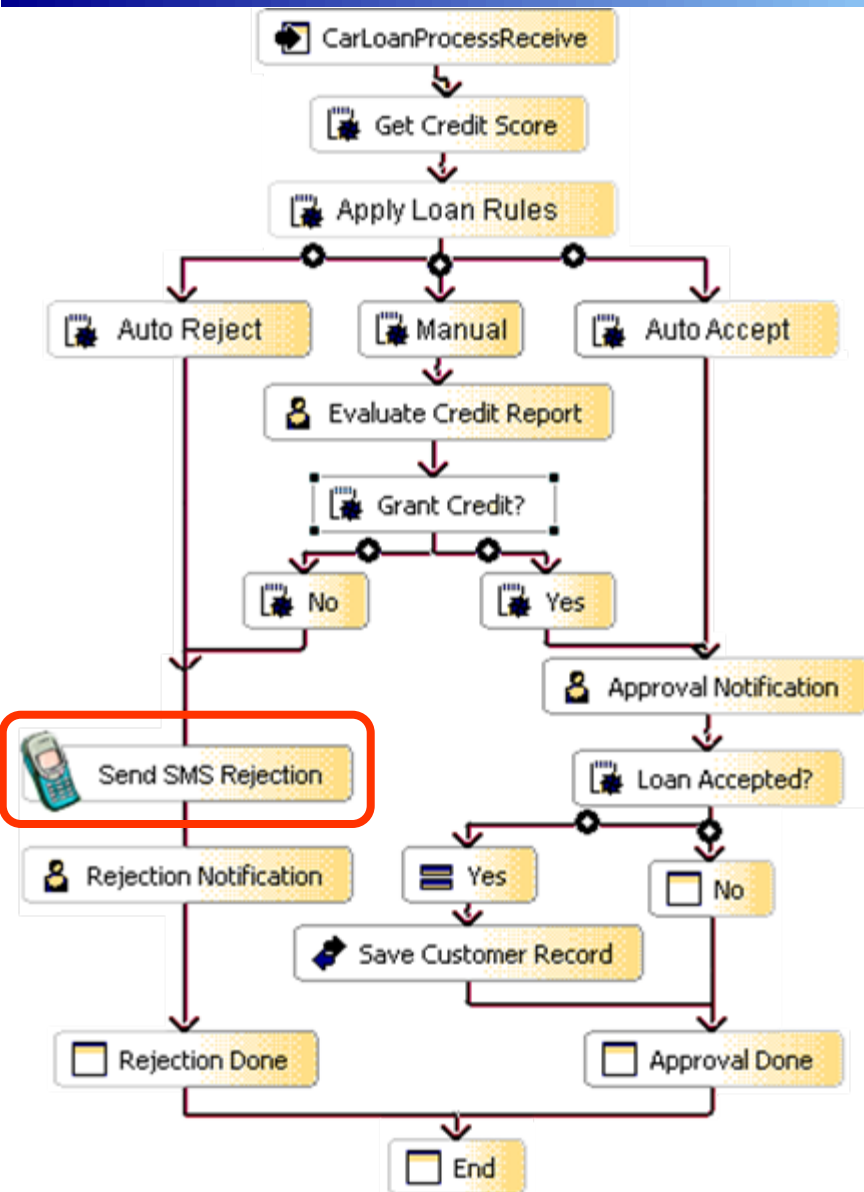
State:

Zip:

Phone:

Email:

# Making More Revisions To The Business Process



- In the demo we added a notification sent to a mobile phone via SMS using the phone number provided
- It's fast and easy to revise and redeploy an existing business process
  - ▶ Change the order of activity steps
  - ▶ Add one or more new activities
  - ▶ Use a different service provider
- Service Component Architecture (SCA) makes it easy
  - ▶ Tool can easily insert “send SMS alert” activity into flow

# Business Agility

**We changed the loan thresholds  
in less than an hour!**

**We adapted quickly to the new  
business environment, and  
reduced our risk exposure.**



**Service Oriented Finance  
CEO**

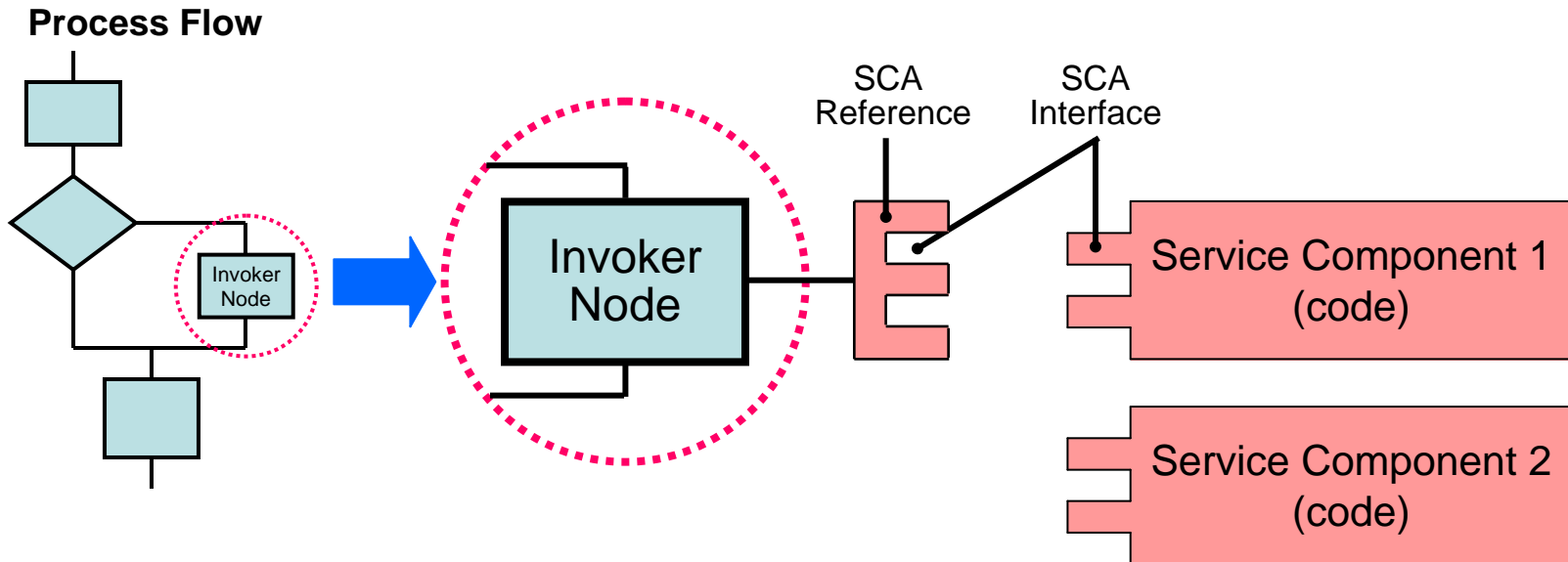
# Customers Have Different Requirements In Process Flexibility

## IBM can satisfy them

- ▶ SOA approach is **flexible** – it **fits into** existing environments
- ▶ **Service Component Architecture** enables flexible **replacement** of process components by developers
- ▶ **WebSphere Process Server's** business rules permit simple, on-the-fly changes to process **decision criteria**
- ▶ **ILOG** rules engine captures business policies in large rule sets, which flexibly determine process **behavior**
- ▶ **WebSphere Business Services Fabric** permits a common process to be easily **adapted to local requirements** by selecting locale-specific service invocations
- ▶ **Business Space powered by WebSphere** easily delivers **customized user interfaces** for each human role in the process
- ▶ **IBM Business Process Management** software can flexibly **scale up** to handle growing workloads



# Service Component Architecture Is The Foundation For Process Flexibility



Service components can be

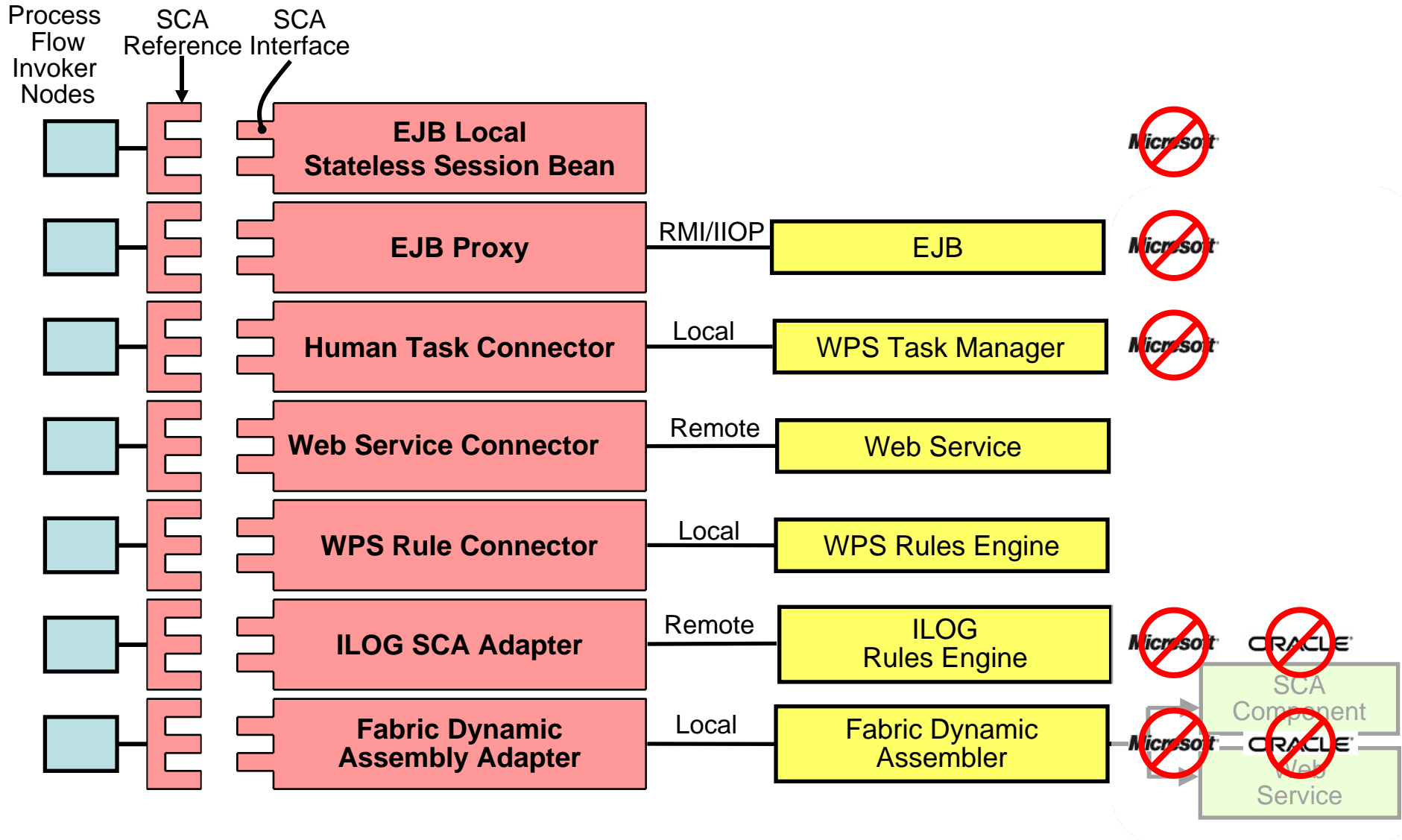
- ▶ Wired-in to the reference at assembly time
- ▶ Changed at assembly time
- ▶ And, as we'll see, selected or substituted at runtime

Types of service components

- ▶ EJB code
- ▶ Proxies to call Web services (e.g. a CICS transaction wrapped as a Web service)
- ▶ Proxies to send a task to a human
- ▶ Proxies that make decisions about what to do at run time

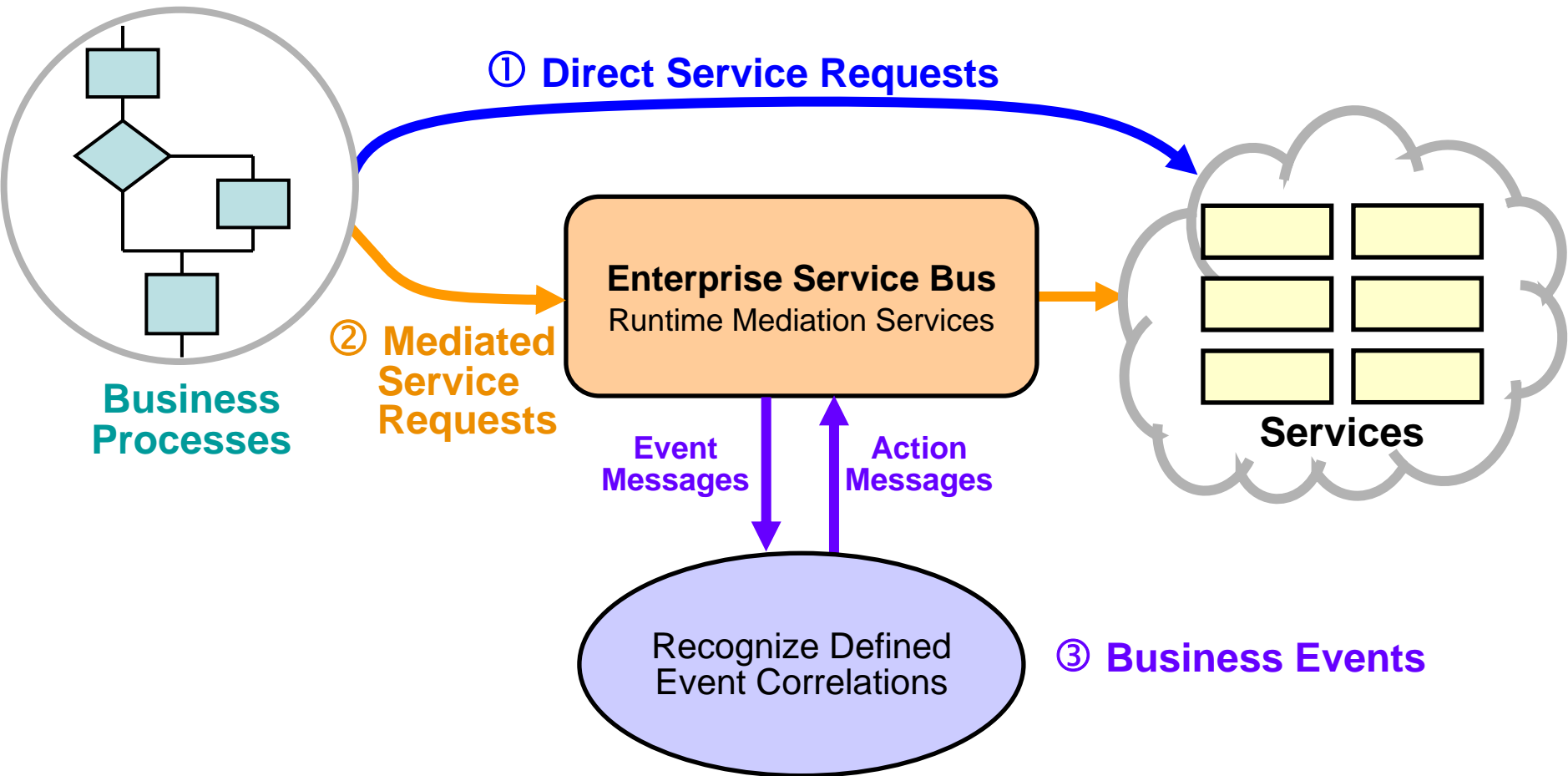


# Process Flex Points Are Built On Service Component Architecture

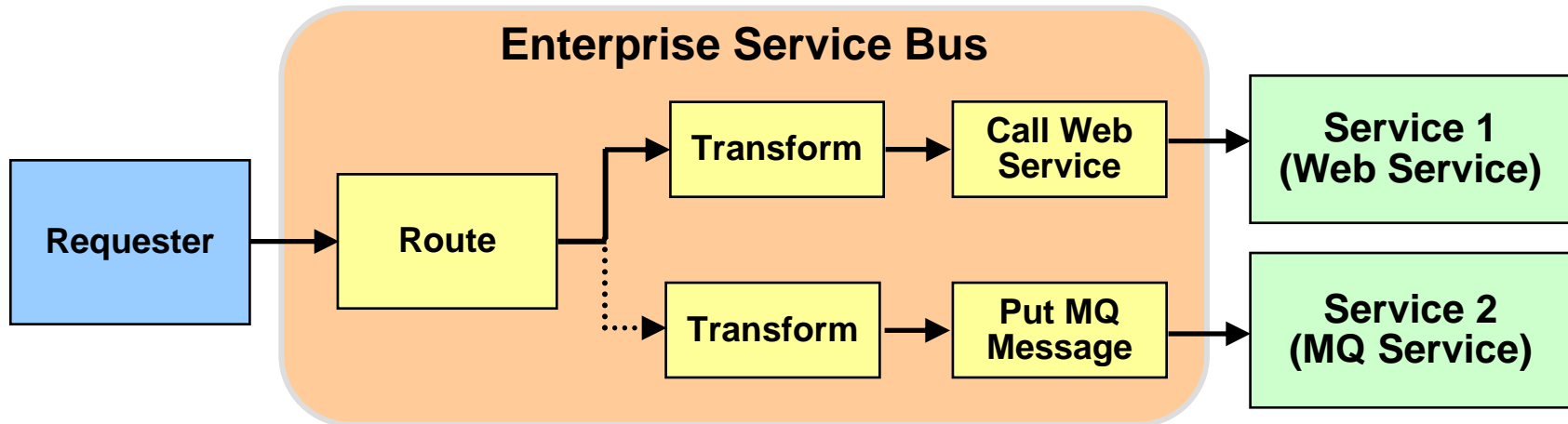


# Flexible Smart Planet Solutions: The Bigger Picture

Three more programming patterns can be used together or separately



# Enterprise Service Bus Provides Mediation Services At Runtime

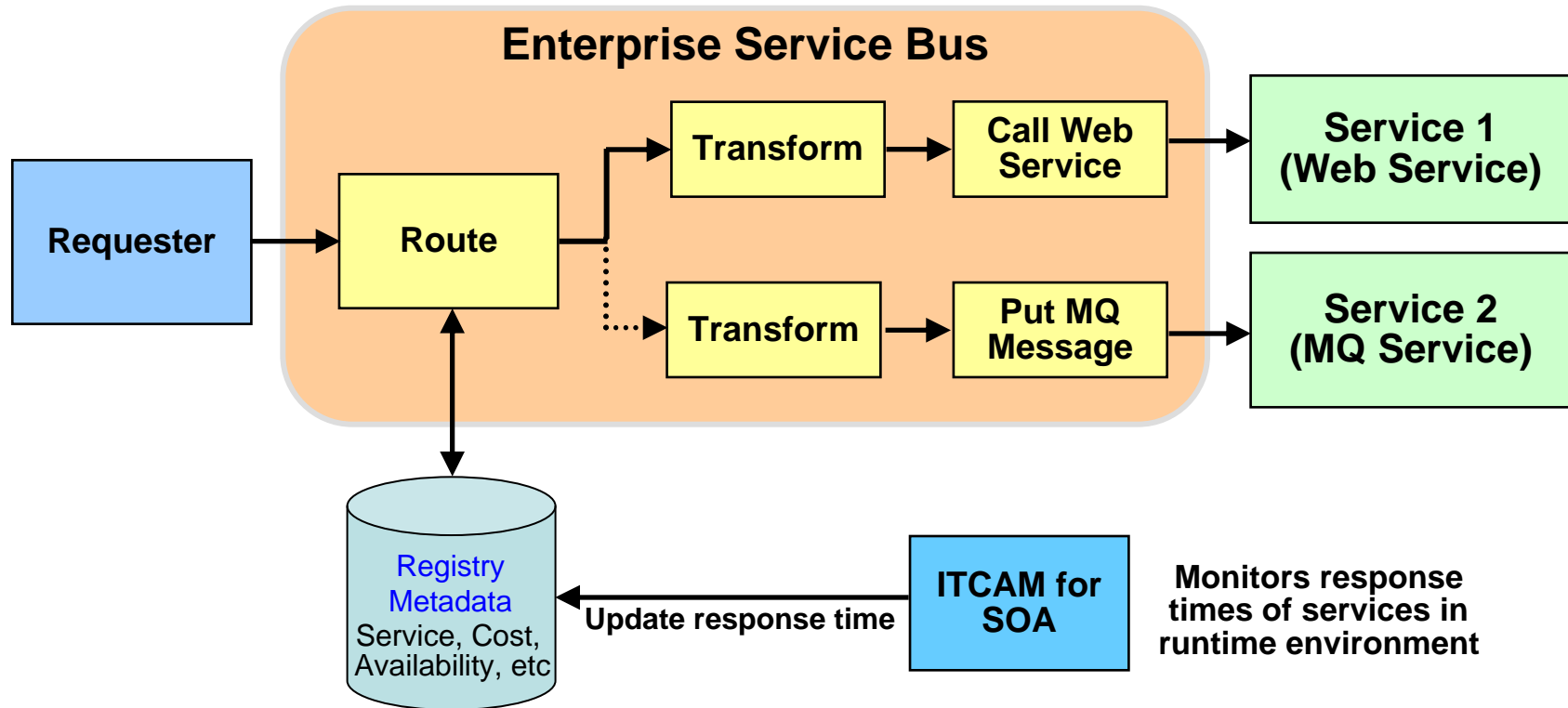


## Runtime Mediation Services:

- Routing
- Message transformation
- Protocol Conversion
- Data Augmentation



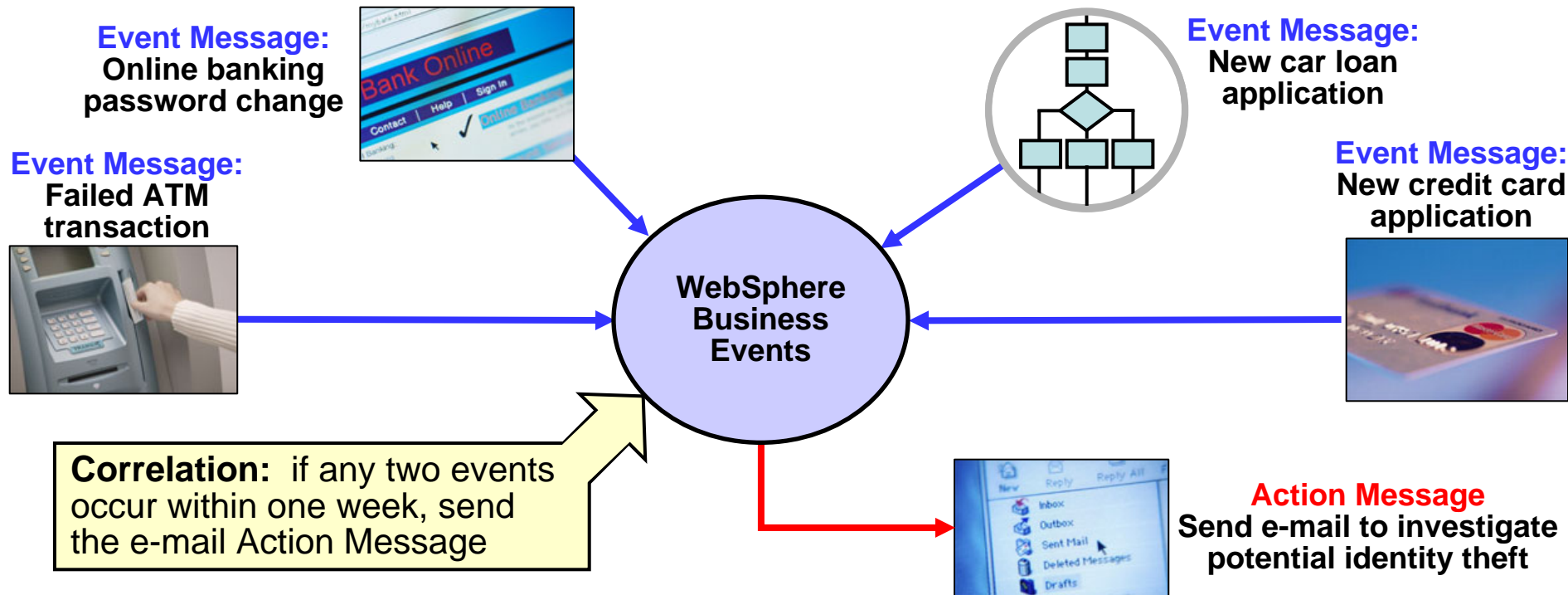
# Dynamic Decisions At Runtime With WebSphere Service Registry And Repository



Use information about the run time environment to make dynamic routing decisions



# Correlate Banking Events To Detect Potential Fraud



- **Business events** are discovered and described in **business terms**
  - ▶ Event recognition patterns can be specified by a **business analyst**, using included codeless, graphical authoring tools with straightforward expression of business event interaction logic
  - ▶ Delivers simple and integrated **dashboard visualization** of results

~~Microsoft~~ No capability

~~ORACLE~~ IT-focused, not for business user

# Business Space Uses Web 2.0 Technology To Provide Role-Based User Interfaces Quickly

KPI Name	Status	Value	Target	Actions	Value in Range
Month-to-Date Invalid Applications		0	3		
Month-to-Date 72 Hour Document Failures		1	2		
Month-to-Date Fee Compliance Failures		6	2		
Month-to-Date NTB Failures		0	1		

IBM. powered by WebSphere. Done localhost:9443

- Provides user interfaces into flexible process solutions
- Build views quickly using Mashup technology for integration at the browser
- Flexibility to customize for local variations and business roles
- Widgets use RESTful access to runtimes

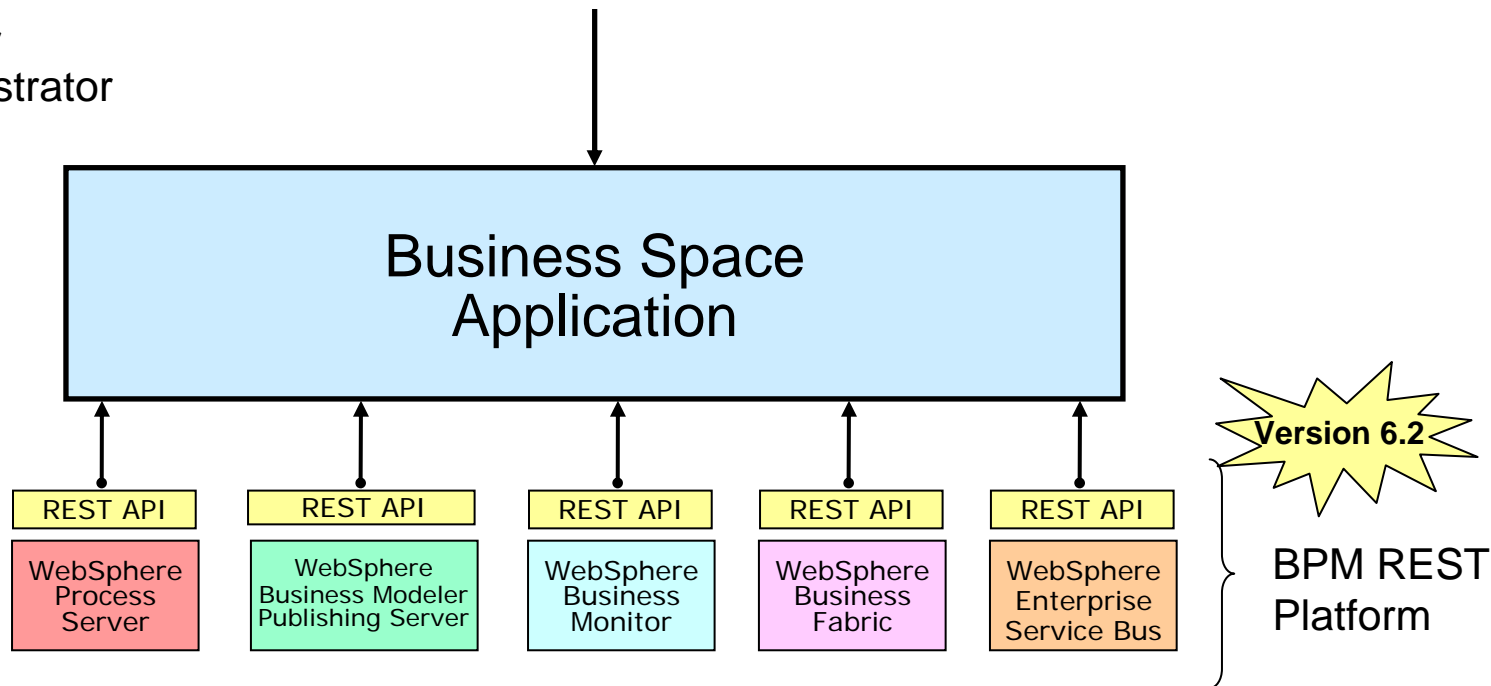
# Business Space Supports Role-Specific User Interfaces


## Specific Roles:

1. Business Leader
2. Business User
3. Business Analyst
4. Process Owner
5. IT Leader
6. IT Architect
7. IT Developer
8. BPM Administrator



Browser-based User

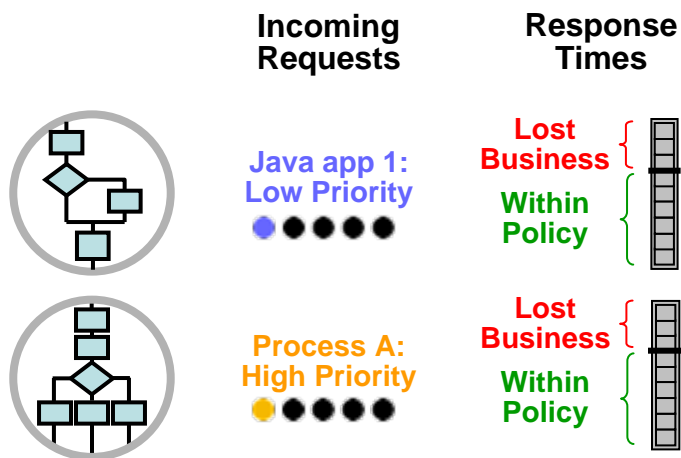


 No capability

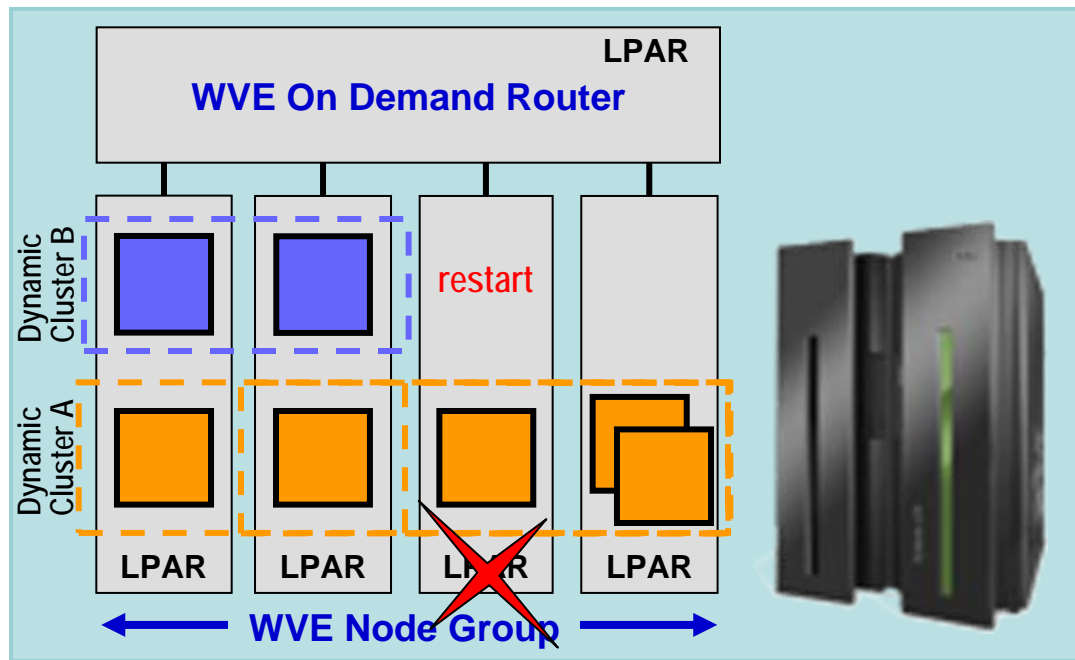


# IBM WebSphere Virtual Enterprise Can Flexibly Scale Up WebSphere Process Server

- ▶ **Manages workload** distribution based on SLA policies and request prioritization
- ▶ **Reduces costs** by maximizing utilization of system resources
- ▶ **Monitors health** and automatically restarts instances without operator intervention, providing **continuous availability**
- ▶ Application Edition Management provides **interruption-free rollout** of application upgrades



Stateless Request processing allows high priority requests to be processed first. Action Nodes can restart new LPARs.



**This approach lowers costs AND keeps your business running non-stop**

# Why Deploy This Process On System z?

- A Smart SOA implementation requires high quality of service from the deployment platform
  - ▶ Workload Management to handle peak demand
  - ▶ Scalability and Clustering
  - ▶ Continuous Availability/Disaster Recovery
  - ▶ Rock-solid Security
- Running on the same server provides performance advantages
- Lowest cost!



# IBM Smart SOA Software Runs On System z

Product	Linux on System z	z/os
WebSphere Process Server	x	x
WebSphere Enterprise Service Bus	x	X
WebSphere Application Server	v7	v6
WebSphere Service Registry and Repository	x	x
WebSphere Business Events	x	
WebSphere Business Services Fabric	x	x
WebSphere Business Modeler Publishing Server	x	
WebSphere Business Monitor	x	
ILOG jRules	x	x



# Co-location Performance Advantages

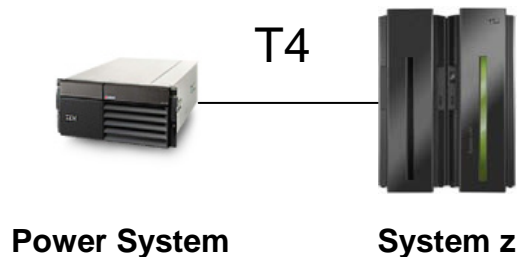
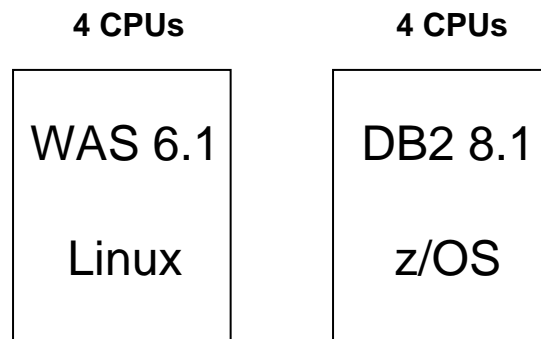
- Mainframes already house the core DB2, CICS and IMS applications and data for the business
  - ▶ Quickly expose these assets as services
- Deploying WebSphere Process Server, WebSphere Portal Server, and the assets they use in close proximity provides better performance and throughput
- HiperSockets technology greatly reduces network overhead
  - ▶ Direct memory-to-memory communication avoids layers of network code for fast performance
  - ▶ Better networking security (no wires)



# On-Line Banking Benchmark Demonstrates Performance Advantages Of Co-location

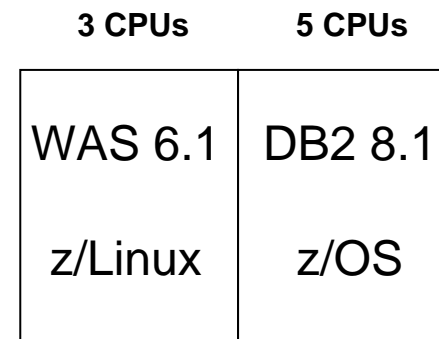
## Separate Machines

150 tps



## Same Platform

186 tps



z Series Server : z9-EC, 8 X 1.7 GHz, 64 GB RAM

# Deploy WebSphere Process Management Application On Mainframe vs. HP Servers

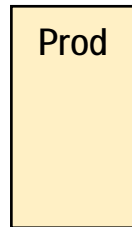
*Existing Mainframe*



*Existing Disaster Recovery Site*

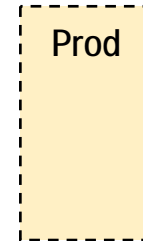


*Add LPAR for New Web Application w 1.28 TB storage*



1,624 MIPS additional workload

*And Add Disaster Recovery w 1.28 TB storage*



3 year cost of acquisition \$4.06M

Existing z10:  
2 GP 1,720 MIPS  
DB2 and utilities  
With 20TB storage

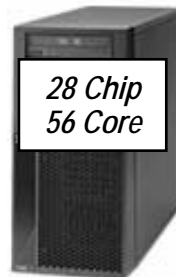
Existing:  
1 GP processor for hot disaster switch-over  
1 "dark" DR processor  
With 20TB storage

Incremental:  
1 zAAP 920 MIPS WPS & Portal (85%)  
1 GP 541 MIPS DB2  
163 MIPS WPS & Portal (15%)  
2 GB memory

Capacity Backup:  
1 GP  
1 zAAP

*Or Add HP Integrity Superdome 9140 Server w 1.67 TB storage*

Prod

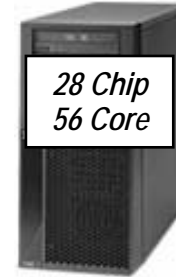


201,977\*

Performance Units

*And Add Disaster Recovery w 1.67 TB storage*

Prod



201,977\*

Performance Units

3 year cost of acquisition \$14.36M

\*Production Performance Units required = 1,624 x 122 = 198,128

# WebSphere Process Management Incremental Cost Breakdown

## Mainframe Incremental Hardware

OTC		ANNUAL	
GP	\$1,358,000	Processor	
zAAP	\$125,000	Maintenance * (For year 2, 3)	\$90,142
DR Processors	\$27,000		
Memory (2 GB)	\$4,500	Storage	
IBM Storage (1.28TBx2)	\$141,750	Maintenance (For year 2, 3)	\$5,272
<b>TOTAL</b>	<b>\$1,656,250</b>	<b>TOTAL</b>	<b>\$95,414 (year 2, 3)</b>

## Mainframe Incremental Software

OTC		ANNUAL	
DB2 Utilities	\$346,565	Utilities S&S	\$49,931
WebSphere Process Server	\$403,030	Process Server S&S	100,860
		Portal Enable S&S	\$48,380
		DB2 MLCx12	\$107,088
WebSphere Portal Enable	\$241,900	z/OS MLCx12	\$52,296
		QMF MLCx12	\$47,724
<b>TOTAL</b>	<b>\$991,495</b>	<b>TOTAL</b>	<b>\$406,279</b>

## Distributed Incremental Hardware

OTC		ANNUAL	
HP Integrity Superdome 9140 Server	\$2,682,242	Server Maintenance (Prepaid in year 1 for 3 years)	\$309,948
HP storage (1.67TBx2)	\$749,805	Storage Maintenance	\$44,400
<b>TOTAL</b>	<b>\$3,432,047</b>	<b>TOTAL</b>	<b>\$974,244 (year 1) \$44,400 (year 2,3)</b>

## Distributed Incremental Software

OTC		ANNUAL	
Oracle EE & Utils	\$1,168,500	Oracle S&S	\$257,070
Oracle BPEL Process Server	\$2,220,000	Oracle BPEL Process Server S&S	\$488,400
Weblogic Portal	\$2,220,000	Weblogic Portal S&S	\$488,400
Unix	\$265,440	Unix S&S (prepaid in year 1 for 3 years)	\$96,843
<b>TOTAL</b>	<b>\$5,873,940</b>	<b>TOTAL</b>	<b>\$1,524,398 (year 1) \$1,233,870 (year 2, 3)</b>

\* Mainframe Processor Maintenance includes the maintenance for general purpose processors and specialty engines

