



## ***IBM SOA Architect Summit***

***GET PRACTICAL HELP TO MEET THE  
DEMANDS OF YOUR BUSINESS.***

### **Next Steps**

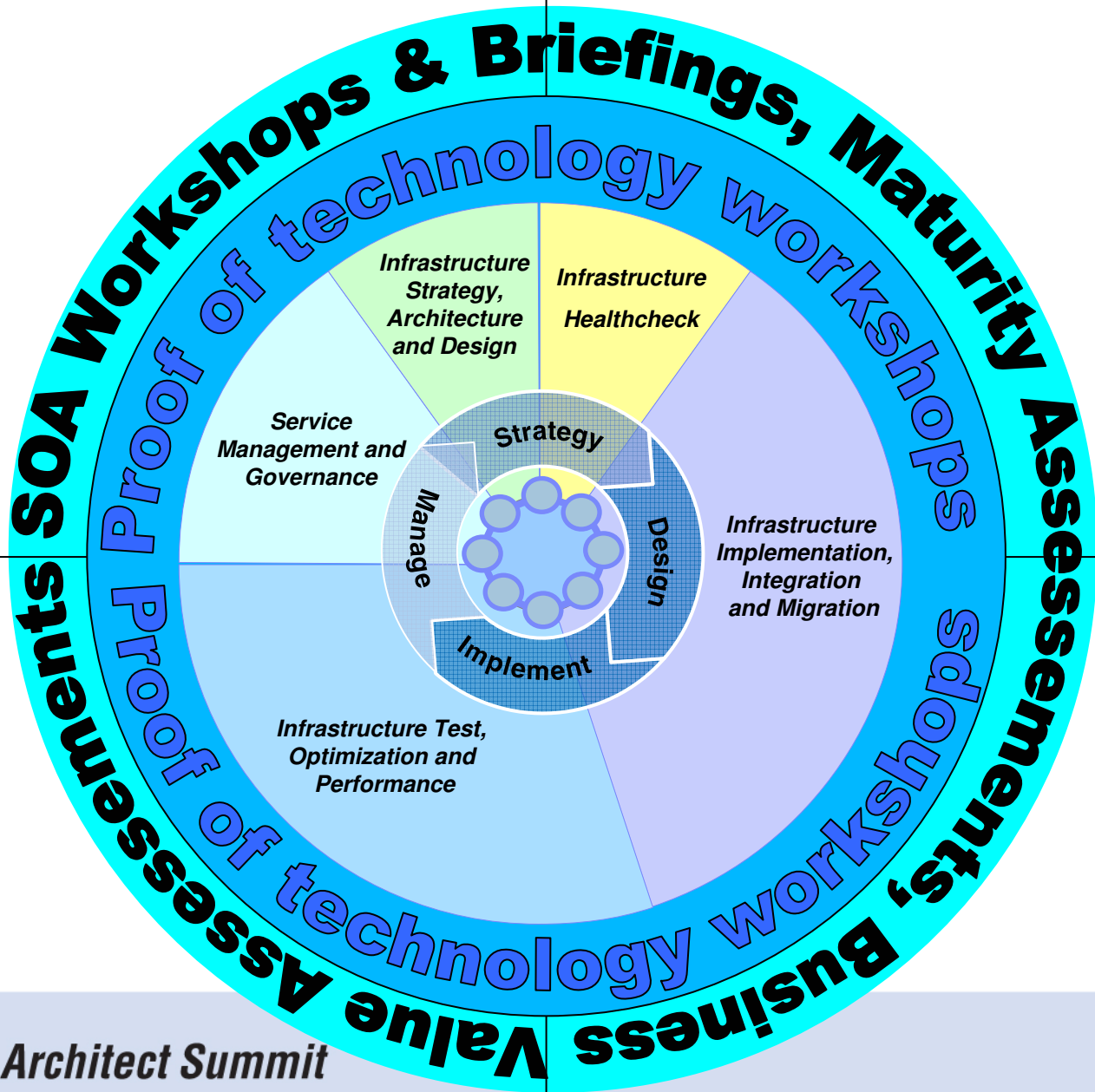
**What's available from IBM  
to help you with your  
SOA success.**

# The Smart SOA Widget – DOWNLOAD IT NOW!

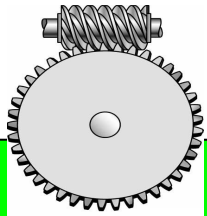


- **Your personal SOA assistant is here!** The SOA web widget is a dynamic, mini application.
- **Streaming RSS Feed ensures you always have the latest SOA information.** Continuously updated views and links to updated videos, case studies, presentations, newsletters, events and more – directly from your desktop
- **Quickly locate exactly what you need without wading through pages of unrelated content.** Customizable by location and industry.

<http://www.ibm.com/software/solutions/soa/widget.html?>



# SOA Offerings Gear Box



Sales Support Workshops

SOA Account Planning

SOA in Action

SOA Entry Points

Process Improvement

SOA Sales Briefings

Technical Engagement Workshops

SOA Proof of Technology

SOA Technical Enablement

SOA Design

BVA for SOA

Business Value Assessment

Services Engagement

Business Pilot Workshop - Scope

Business Pilot Workshop

Consulting Services

Infrastructure Services

Consulting services Services

# SOA Workshops Offerings Overview

## SOA in Action

One day workshop  
Introduces SOA using IBM capabilities  
Two short hands-on sessions  
Modelling and Building BPM  
Business and Technical audience  
Suitable for customers, partners and IBM internal audiences

## Entry Points

One day workshop  
Overview of typical of SOA starting projects and their value.  
Illustrated with demonstrations  
Mainly Technical audience  
Suitable for customers, partners and IBM internal

## SOA Governance

One day workshop  
Introduces Runtime and Design time Governance for SOA using IBM capabilities  
One demo lab short hands-on sessions  
Business and technical audience  
Suitable for customers, partners and IBM internal

## Process Improvement Workshop

Half day workshop  
How-to for BPM  
Some demonstrations  
Optional Business Process modelling hands-on  
Business or Business Analyst audience  
Suitable for customers (run with a BP)

# SOA Technical Workshops Offerings Overview

## ▪ SOA Proof of Technology

- Three day workshop
- Uses hands-on labs centric
- Steps through full SOA lifecycle
- Technical Audience – Architect, developer
- Suitable for customers, partners and IBM internal

## ▪ SOA Technical Enablement Workshop

- Four day workshop
- Uses hands-on labs
- Steps through full SOA lifecycle & design tools
- Technical audience – ITA and ITS
- Suitable for IBM Internal only

## SOA Technical Enablement Workshop

Four day workshop

Uses hands-on labs

Steps through full SOA lifecycle & design tools

Technical audience – ITA and ITS

Suitable for IBM Internal only

## SOA Design Workshop

Two day workshop

Uses a case study

Design of SOA governance and solution

Architect audience

Suitable for customers, partners and IBM internal

# Proof of Technology Offerings Overview

- Compliments other workshops and adoption initiatives
- SOA Products Centric in focus.
- Provides deeper understanding and access to technical experience
- Removes in most cases the need for a Proof of Concept
- Normally – one, two or three day workshops with lab hands on
- Class room activity with subject matter experts in attendance.
- Available across UK.

# SOA Maturity/ Roadmap Offerings Overview

Simple Analysis of SOA attributes and capabilities - **AS IS** and **TO BE**

Driven across a defined time scale – based upon customers aspirations

Gap analysis of skills, capabilities and products and aims set over designated time period.

Examines customers capabilities against a set of criteria

**Business, Organisation, Methods, Applications, Architecture, Information , Infrastructure**

A vehicle for translating requirements to Business Initiatives into tangible projects through a designed set of dialogues

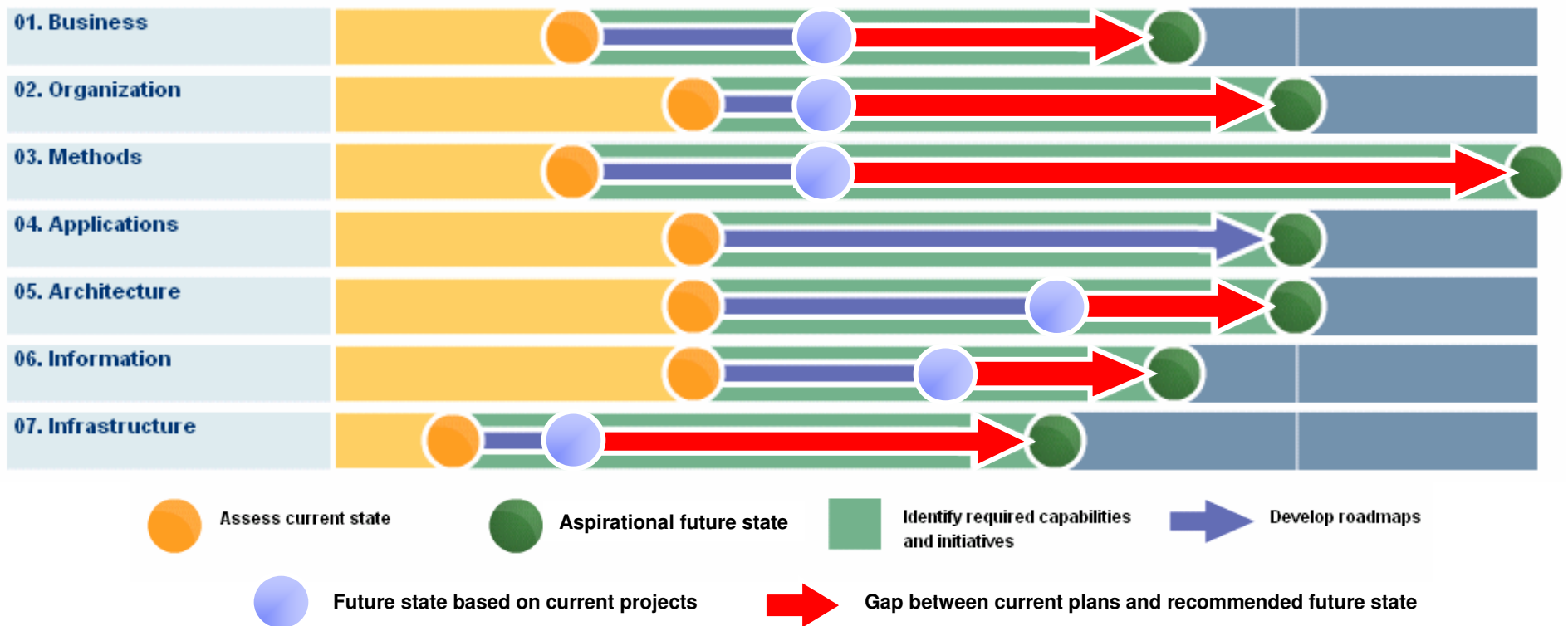
Provides a set of recommended solutions for plugging the gaps

Builds a roadmap for capability and maturity adoption. ?

Can be used with/without the business input



# Example : Initial SOA Domain Assessment Summary



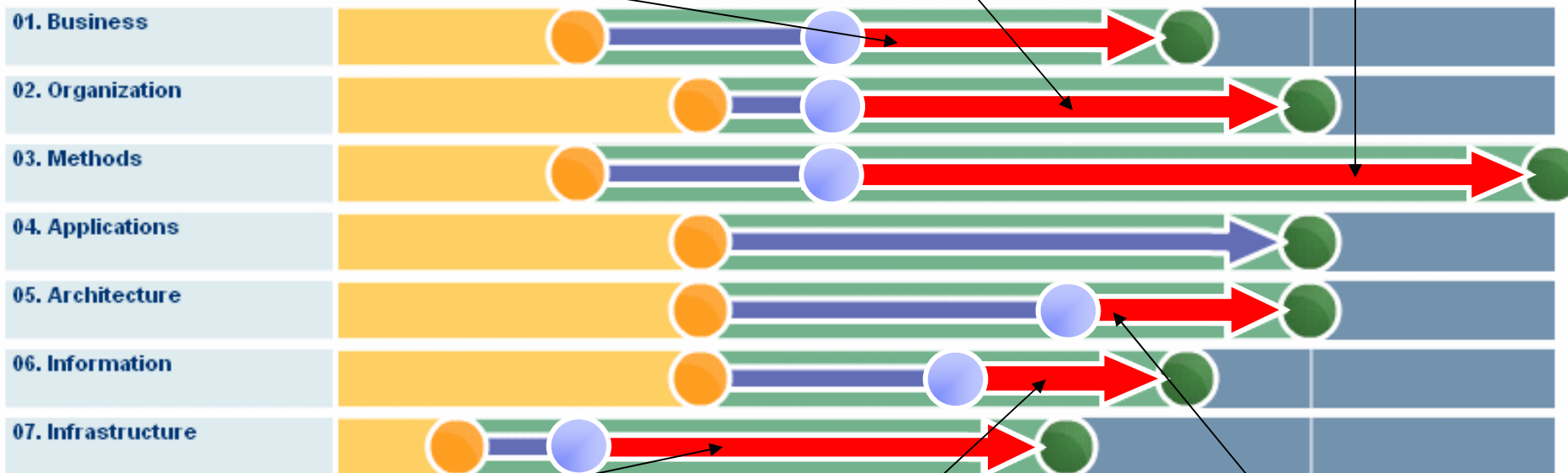
Future state time horizon for a study against a set time scale

# Roadmap creation

Approaches for service ownership between more than one business unit needs to be established. Collaboration between lines of business missing.

No published SOA strategy exists, either for one or across multiple business units. Multiple business units need to use common guidelines for development and deployment of services

Best practices for SOA development across both single and multiple business units are not understood, documented and socialised. Development practices do not address the use of an ESB/Registry. Estimation and planning techniques need to be updated to support SOA.



Shared infrastructure to support SOA needs to be put in place (ESB, Registry, Repository) and shared enterprise-wide. Identity services should be in place to support SOA applications.

No common understanding of information architecture or metadata relationships. Multiple business units need to apply consistent rules to data.

Enterprise architecture is loosely defined through documentation. No tools being used. Integration architecture should be via a secure ESB across the enterprise.

# Business Value Assessment Overview

Helps understanding your Business and IT environment to drive out a TCO or ROI solution adoption

Identify opportunities for IBM SOA capabilities to drive Value.

Identify Enterprise Business Services

Model reuse potential & process improvements

Put a value on Agility based on business change events

Build High Level Solution Architecture

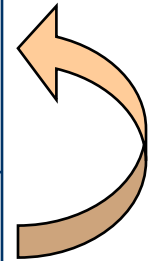
Technical Feasibility & Roadmap

Builds a Business Case for adoption.

enabled by SOA platform for your requirements

# Two types of Business Case

Value Area	Defined By	Measured By
<b>Business Value</b>	<p><i>What projects should I do?</i></p> <p>Identify the IT projects that have the highest positive impact on business operations</p> <ul style="list-style-type: none"> <li>– Increased market share</li> <li>– Higher revenue, Lower costs</li> <li>– Improved operational efficiency</li> </ul>	<b>Return on Investment (ROI)</b>
<b>IT Value</b>	<p><i>How should I deploy: SOA or non SOA,</i></p> <p>Identify the lowest cost option and fastest Time to Value for a set of IT projects</p> <ul style="list-style-type: none"> <li>– IT response to business changes</li> <li>– Lowest cost both for Implementation and operations over a period of time (3 or 5+ years)</li> </ul>	<b>Total Cost of Ownership (TCO)</b>



TCO is the cost side of ROI

*A BVA may focus on Business Value, or IT Value, or both.*

# SOA Business Value Assessments Overview

## Connectivity - ESB

- One or two day workshop
- ROI or TCO case development
  - Message Broker
  - Data Power
  - TX
- Business and IT required participants
- Develops a case for buy vs. build
- Business and Technical audience

## Business Process Management

- One – five day workshop
- ROI & TCO for traditional Vs SOA approach.
- Focus on Time to value
- Focus on cost and ease of change

## SOA Service Design and Creation.

- One- three day workshop
- Identifies and builds a case for Service Reuse.
- One demo lab short hands-on sessions
- Business and technical audience
- Suitable for customers, partners and IBM internal

**IBM SOA Project Summit**

Business and Technical Audience



## Business Pilot Workshop – Production ready deployment

Services engagement around first of a kind SOA project with IBM solutions

Three stage engagement, - Step wise – risk adverse

SOA briefing, Business Pilot Workshop Scope – then delivery.

Drives a deliverable of a project that mentors and assists customer to build and deliver a roadmap to value

Business Lead / IT sponsored

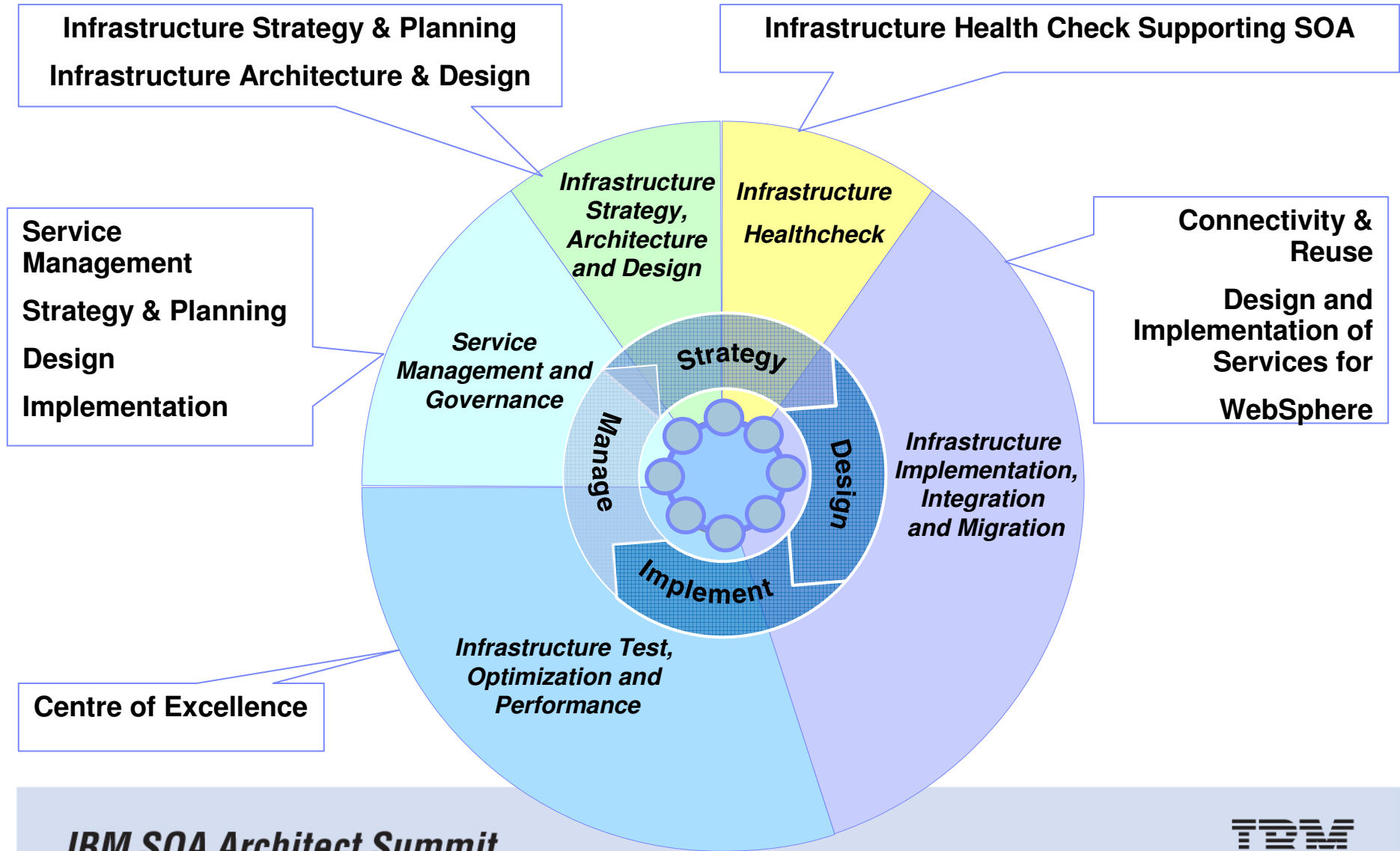
Takes account of Business and IT transformation around SOA adoption

Build as Governance plan.

Builds a roadmap for capability and maturity adoption.

Typical project - 3 to 6 Months duration.

# A comprehensive portfolio of Service Products....



# Simpler Than Ever to Use SOA Entry Points

*Proven configurations, best practices, and step by step guides*

## **SOA Sandbox**

*Examples and best practices provide low risk, practical, hands-on path to understanding*

**ibm.com/soa**



Full version software trials

'Try online' hosted environments

Tutorials

Architectural Guidance

## **SOA Configurations**

*Solutions for common SOA use cases helps reduce deployment time*

- **System p Configurations for SOA**
- **Leveraging Legacy and Packaged Applications**
- **SOA Security and Management**

Configuration guides

Solution guides

Demos

Tested platforms



**IBM**

**IBM SOA Architect Summit**



# How is Your SOA Health?

*Are you IT fit enough to handle your SOA needs?*



## IBM SOA Healthchecks

*Helping maximize SOA value and avoid rescue missions*



### Applications and Services Healthcheck Workshop for SOA

- Application Reuse
- Service Use
- Service Security

#### Treatment Areas



### Infrastructure Healthcheck Workshop for SOA

- Infrastructure Flexibility
- Middleware Support
- Service Management

#### Treatment Areas

# IBM Global Services has outlined six SOA offerings

SOA Offering	Focus
SOA Strategy	Helps the C-level executives lay out a complete SOA strategy, architecture, and governance roadmap to guide the transformation of the organization and their systems to a service-oriented model using Component Based Business Models.
SOA Diagnostic	Helps an organization assess their current state in service orientation, integration and business process management to evaluate how they are doing and make recommendations for corrective action, if warranted.
SOA Implementation Planning	Helps a line of business develop a robust implementation plan which includes a high level solution architecture review and the definition of scope in terms of process, service and governance to successfully realize a SOA solution.
Business Process Management Enabled by SOA	Helps businesses to plan, design, model, simulate, measure and optimize core processes across the organization to achieve maximum operational effectiveness in a SOA environment.
SOA Design, Development, and Integration Services	Helps an organization design, build and integrate the targeted SOA application and infrastructure.
SOA Management	Helps an organization establish the management framework and supporting infrastructure to sustain the SOA environment, ensuring on-going value and benefits realization.