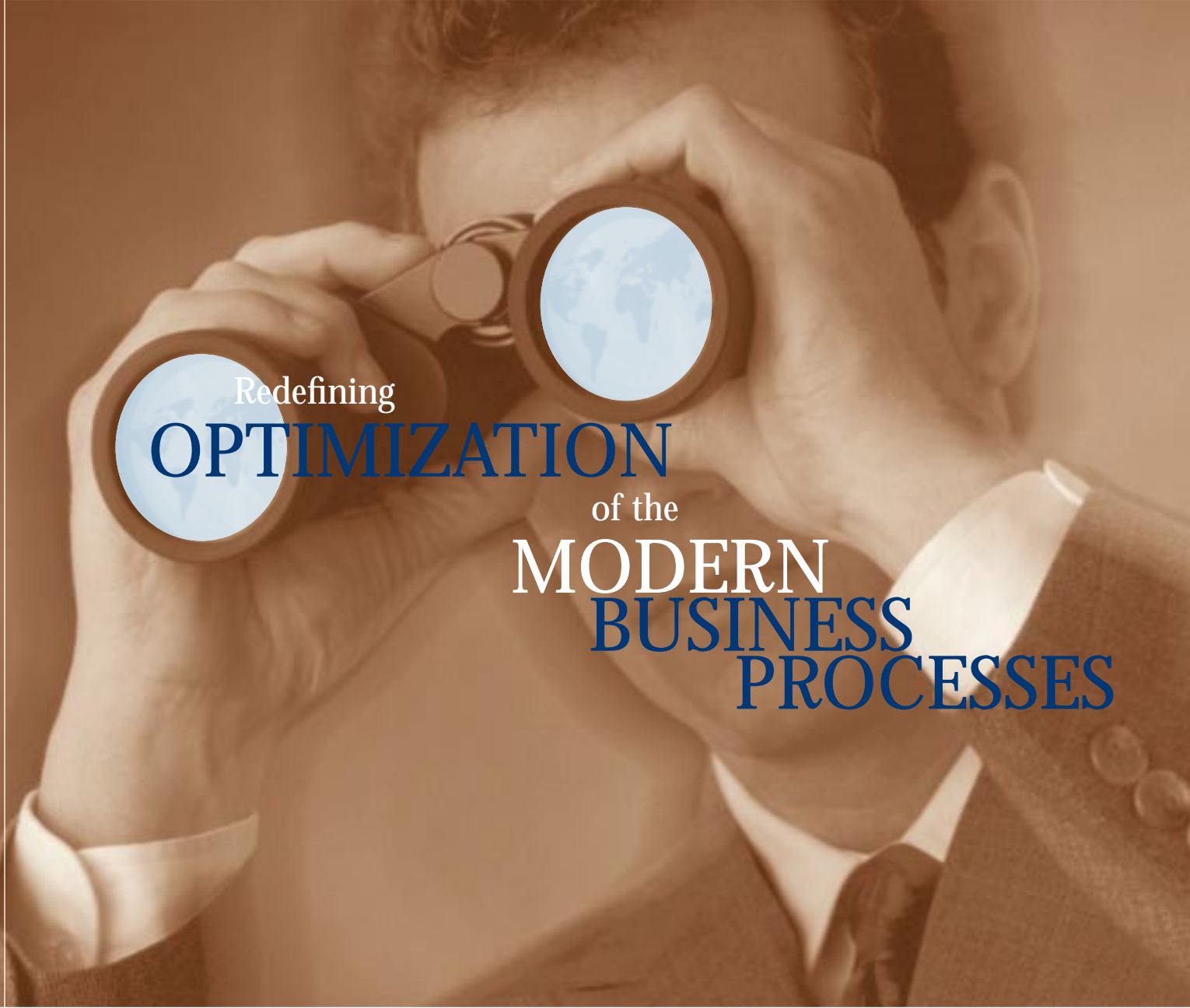


PARTNERSHIP



Redefining
OPTIMIZATION
of the
**MODERN
BUSINESS
PROCESSES**

i2 Technologies and IBM

A Partnership Engineered for Success



Seeing the
FUTURE

i2 TECHNOLOGIES

Founded in 1988, i2 Technologies provides electronic Business Process Optimization (eBPO) solutions for various industries including aerospace and defense; automotive and industrial; chemical, oil and gas; consumer goods and retail; high tech and electronics; metals; paper; pharmaceutical; semiconductor; and textiles, apparel and footwear. i2's eBPO solutions provide the necessary elements for competitive success into the new millennium including forward visibility, collaboration with suppliers and customers, and rapid response, to high-velocity enterprises of all sizes. i2 Technologies' vision is to add \$50 billion of value in growth and savings for its customers by the year 2005. Headquartered in Irving, Texas, i2 maintains offices worldwide. The company was ranked first among software companies on the Forbes 1998 list of "The ASAP Top 100 Dynamic Companies."

IBM CORPORATION

IBM, the world's largest information services company, creates, develops and manufactures computer systems, software, networking systems, storage devices and microelectronics. The company's 225,000 employees provide expertise within specific industries, as well as consulting services, systems integration, solution development and technical support. Highly regarded for consistently translating the most advanced technologies into the greatest values for its customers, IBM can help you integrate existing systems and new decision tools across your enterprise, worldwide. For example, IBM is the largest provider of server computers in the industry, offering a broad range of products that feature the performance, reliability and scalability required by companies of any size. Examples: S/390® Enterprise Servers with the legendary power to run a multitude of mission-critical applications...RS/6000® Unix-based servers that offer scalability from desktop to supercomputer...AS/400® servers long-celebrated for rapid implementation and speedy integration of new technologies, such as e-business applications... Netfinity® servers designed and built to deliver workhorse midrange-level performance.

Being able to **DELIVER** the right product to the right place at the right

time and the right price may be the single greatest still-unexploited

OPPORTUNITY for increasing market share, cash flow and profits.

But today's business landscape is becoming increasingly **VARIABLE** and

COMPLEX, your requirements **UNIQUE**. To deliver a

comprehensive hardware/software solution that provides the intelligence and speed to make

the right decisions in real time, calls for an **ALLIANCE** of potent players —

IBM and i2Technologies.

TOGETHER

Together, i2's eBPO software running on powerful IBM servers provide solutions that optimize and integrate core business processes, while intelligently connecting the enterprise to its trading partners.

Customers tell us they have seen significant reductions: cycle time slashed up to 95 percent, operating expense chopped 10-50 percent, inventories trimmed 10-25 percent, order lead time sliced 10-40 percent, production lead time cut 10-50 percent — along with customer service improvements of 5-15 percent.

The right

DECISIONS = the right RESULTS

Faced with the challenges of globalization, intensified competition, shrinking product lifecycles, mass customization and the Internet, your company must respond with more speed and agility than ever before. Without the tools to transform variability and complexity into opportunity, you will be unable to compete effectively in this turbulent environment.

Your company requires velocity to achieve competitive advantage, and to consistently out-deliver and out-maneuver your competitors. Velocity can be achieved through advanced planning capabilities which provide forward visibility, intelligence and responsiveness.

Dynamic access to data

The i2 Technologies RHYTHM suite of eBPO solutions on highly scalable IBM servers will give you visibility and dynamic access to the most current data available — data that allows you to plan, schedule, analyze — and make the decisions that are right for your enterprise. Some 70 percent of the world's data is entrusted to IBM servers — proven reliable in delivering the high-availability solutions so necessary in today's real-time marketplace.

The five core business processes of an enterprise are product lifecycle management, supply chain management, customer management, interprocess planning, and strategic planning. eBPO optimizes and integrates these key business processes, while driving intelligent collaboration with trading partners. Within each of these processes, there are short-term and long-term decisions to be made. With better information, forward visibility, intelligence and rapid execution, your company will be prepared for high-velocity business.

Through innovative concepts like concurrent planning, combined with leading server technology and enterprise-wide expertise to leverage them, the IBM/i2 alliance is delivering

powerful solutions that meet the challenges of optimizing complex inter-company as well as intra-company and multi-site operations. Optimization — it's about managing the assets and relationships that make up your core business processes, so as to put the least money in and get the most money out.

Quantifiable results

Optimization can help you increase revenues *by reacting faster to customer demand, producing goods they want when they want them*, decrease expenses *by identifying inefficiencies that allow you to cut costs like labor, raw materials and marketing* and improve asset utilization *by reducing inventory and the amount of capital bound up in the supply chain*.

On average, i2/IBM alliance customers see quantifiable business benefits within three to six months of implementation, with full payback often achieved within a year. i2 predicts the company will add \$50 billion of value through growth and savings for its customers by the year 2005.

Optimization/Integration

i2's eBPO solution leverages your current infrastructure, allowing you to make intelligent decisions at the fastest possible speed. eBPO integrates with your data structure, deriving the necessary information and engaging an integrated set of planning engines to produce an optimal solution based on a complete view of your key business processes and across your extended enterprise — from your supplier's suppliers to your customer's customers. Because

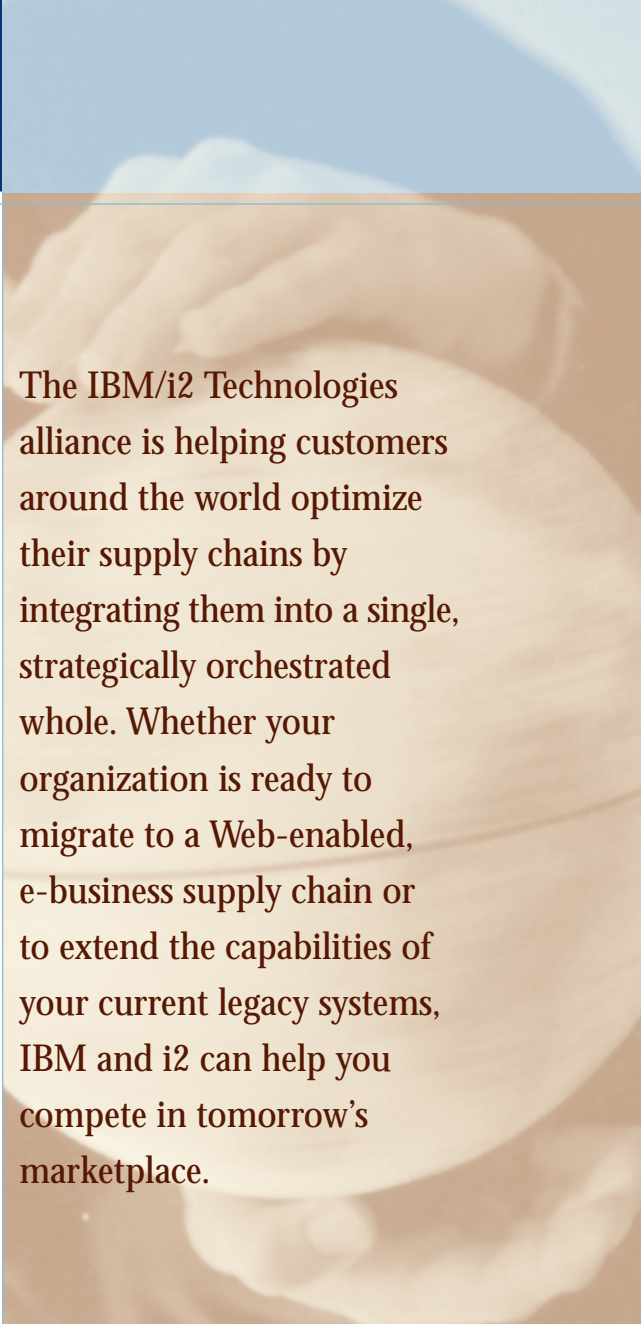
they meet such a wide variety of user requirements — from scalability to new technologies — IBM servers deliver value that can more easily help you gain and maintain the competitive edge.

eBPO leverages the Internet and IBM's e-business technology, to connect your business processes with customers, suppliers and partners. As a result, suppliers/manufacturers/distributors/retailers can share information and planning strategies — essentially synchronizing their entire operations — to satisfy demand quickly. With today's customers in mind, this can translate into a powerful advantage, an exceptional opportunity most companies cannot afford to ignore.

IBM and i2 Technologies can deliver competitive advantages because they cooperate continually to redefine business process optimization. For example, IBM and i2 are working together to enable RHYTHM products to benefit from advances in computer technology that allow newer models to run applications in both 32-bit and 64-bit modes. The result: i2 applications running in the higher-performing 64-bit mode can handle the complexities of today's — and tomorrow's — enterprises.

Supply Chain Management

Supply chain management is a key component of i2's RHYTHM suite of eBPO solutions. In fact, i2 is the recognized leader in Supply Chain Planning and Optimization. Together, i2 software and IBM's servers, technology and services are improving supply chain operations end-to-end around the globe.



The IBM/i2 Technologies alliance is helping customers around the world optimize their supply chains by integrating them into a single, strategically orchestrated whole. Whether your organization is ready to migrate to a Web-enabled, e-business supply chain or to extend the capabilities of your current legacy systems, IBM and i2 can help you compete in tomorrow's marketplace.

IBM has created a new Supply Chain Services Practice to aid companies in reducing inventory, increasing delivery performance and enhancing production capabilities. The practice — which currently totals 80 consultants and is expected to double in the coming year — complements the existing 500 IBM supply chain management consultants worldwide. In addition, a new IBM Supply Chain Logistics Solution Group provides integrated logistics solutions to the retail, wholesale and consumer products marketplace.

The Supply Chain Assessment — a one-to-three-week consulting engagement by IBM — identifies value that could be gained by applying world-class supply chain management techniques to an enterprise.

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