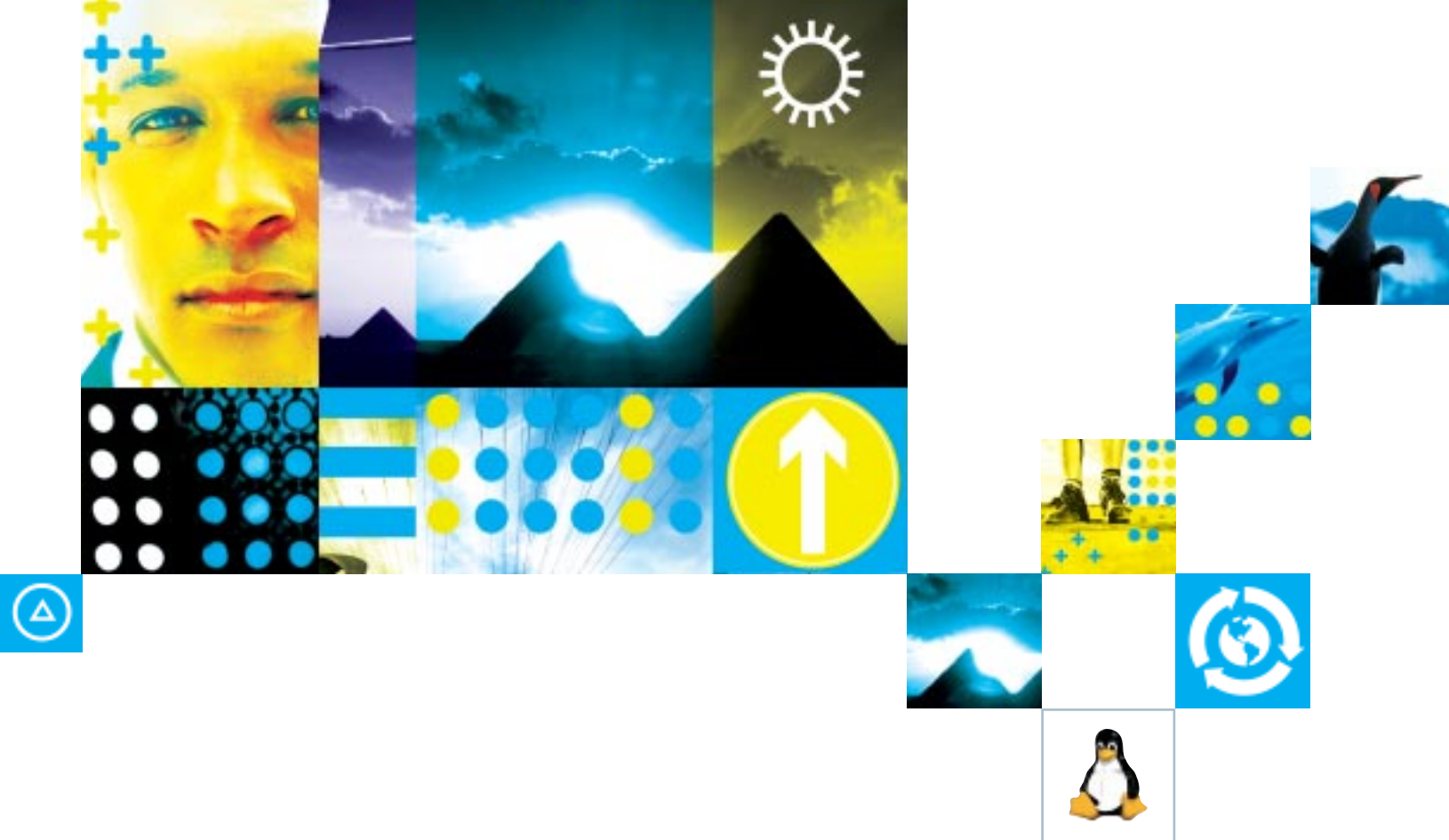




**The freedom of Linux. The depth of IBM Software.
Ready for your business.**

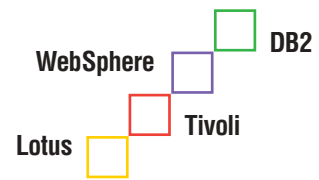




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All of the key middleware from IBM supports Linux today.



IBM software for Linux

Ready for any business, anywhere.

The growth of Linux® has been amazing. In just a few short years, Linux has become the fastest growing server operating system in the world, according to IDC.

We're now seeing Linux adoption moving into the next phase. Linux is crossing the chasm, from infrastructure tasks to business solutions. Our customers have been pleased with the reliability, cost-effectiveness and openness of Linux, and now they are telling us that they want these same benefits for their business applications.

IBM has created the industry's broadest portfolio of Linux-based offerings, providing the hardware, software and services to help you build the infrastructure necessary to run your e-businesses. Middleware, as an integral part of the infrastructure, powers the business applications. This middleware must be flexible and robust; it needs to provide rich functionality; and it should implement open standards such as J2EE and Web services. All of the key middleware from IBM supports Linux today, including DB2®, WebSphere®, Lotus® and Tivoli®.

The availability of a complete portfolio of middleware on Linux from IBM has helped software vendors build business applications quickly. In the past year, Linux-based applications from IBM partners have grown over 75 percent, allowing e-businesses, large and small, to use Linux solutions to improve many areas of their business, including sales management, enterprise resource planning, distributed computing, e-commerce and accounting.

As you deploy Linux-based solutions, IBM and its partners can provide extensive 24/7 support, including consulting, technical services, education and training.

IBM believes that Linux is ready for business, and in the following pages we'll tell you more about the business solutions that combine applications from our partners with IBM software and hardware, and the customers who are already gaining the benefits of Linux in their business.

Steve Mills
Senior Vice President and Group Executive
IBM Software Group

Fact: IBM ships more e-business software for Linux than anyone else.

Get the facts. Go to ibm.com/linux/software





Linux is ready for business

You're in business. You take calculated risks, but you need a software platform you can trust. That means tried and tested middleware, as well as great application software. It also means an operating system that can meet all your demands — a system that's ready for business. Linux is easily adaptable to an increasingly broad set of business scenarios. Here's why IBM software and Linux make such a powerful combination:

Flexibility. The IBM commitment to open standards combined with the implementation of both Linux and IBM software across heterogeneous platforms means you can choose the best hardware and software for each task, and easily integrate new applications with existing systems.

Reliability. Both IBM software and Linux have already proven their scalability and availability in real customer environments. Together they can enable your total solution to be more robust, while increasing productivity and improving customer responsiveness.

Cost Effectiveness. The combination of Linux and IBM software can help contain and reduce your IT costs in a variety of ways — from lower operating system software costs and better distributed systems management to more flexible hardware choices.

Linux: the future is wide open

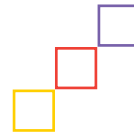
Solutions for any business

Whatever your business problem, whatever your company's ambitions, IBM and its partners have the answers today — to get you doing real business on a high-performance, economical Linux platform.

Best-of-breed IBM software

Nobody ever thinks about middleware — but it's always there behind the scenes, providing the reliable infrastructure to make e-business work. With its unequalled experience in databases, advanced Web software, systems management and collaborative software, IBM is committed to finding the right solutions for you and your company.

DB2: the most scalable, object-relational database on the market



DB2. Data Management Software *for Linux*

The DB2 advantage is simple: pure power at a lower cost than any other e-business-ready Linux database on the market. With DB2, you can access, manage and analyze all forms of information across the enterprise — and on all major platforms. Windows®. Unix®. Linux. With Linux becoming a major platform for database and application servers, DB2 for Linux gives you a robust, easy-to-manage database that offers high performance, complementing the stability and reliability of Linux — all ingredients for e-business success.

DB2 is the software platform for thousands of business applications today, enabling you to build your own e-business applications that exploit open standards. And with DB2-based applications needing to be written only once and then simply recompiled for deployment anywhere, your investment in application code and employee skills remains secure.

From pervasive devices running Linux and DB2 EveryPlace, to supercomputing Linux clusters, to enterprise Linux servers, DB2 is the most scalable object-relational database on the market.

New to the IBM database family are the Informix® products for Linux, including Informix Dynamic Server. Informix for Linux customers can expect to continue to receive the same level of support they have been receiving and IBM will continue to deliver product enhancements. Over time, IBM is planning to integrate some of the advanced capabilities of Informix into DB2 — such as Data Blades™, Analytic Functions and Indexing technologies. And of course, these features will be able to exploit the benefits of Linux as well.

DB2 Universal Database for Linux is:

flexible: implements open standards such as SQL and XML, and runs on Linux from handhelds to clusters to mainframes

reliable: DB2 for Linux is based on the proven technology of DB2 for UNIX and DB2 for Windows

cost-effective: DB2's cross-platform portability protects skills investments and enables hardware choices; and DB2's management tools provide easier database administration

Fact: DB2 for Linux took over the top TPC-H performance benchmark for 100GB databases in May 2001 — and overtook its own record again in February 2002.

Get the facts. Go to ibm.com/linux/software



reliability



WebSphere® software for Linux

With the WebSphere software platform, you can deliver dynamic e-business. WebSphere products on Linux enable you to create personalized sites, deliver content to wireless devices and integrate Linux applications with applications on any of 35 different platforms. WebSphere lets you reach goals that require the integration of your business processes with your partners, your customers and across your entire enterprise — such as cutting cycle times, increasing transactions and reducing inventory, lead times and costs.

The WebSphere software platform offers Java™-based Web application servers for Linux on both Intel™-based servers and the mainframe. Customization of Web sites for individual visitors can be achieved using WebSphere Personalization Server, and optimized using the intelligence gained from WebSphere Site Analyzer. e-business solutions can be extended to wireless devices using WebSphere Transcoding Publisher, and Linux applications can be quickly integrated with applications on other platforms using WebSphere MQ (formerly MQSeries).

Whether you're building your business on the Web, or expanding your business to the Web, WebSphere Commerce Suite can help propel you into the next generation of e-commerce. With a proven infrastructure of market-leading solutions and a winning track record, WebSphere Commerce Suite for Linux is the perfect platform for confident e-commerce.

WebSphere for Linux is:

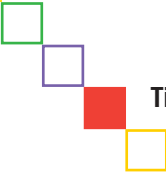
flexible: based on open standards for Java and Web services, including J2EE, XML, UDDI, SOAP and WSDL, and geared to support the complexities of interlinking enterprises

reliable: providing a transactional environment for running Java servlets and Enterprise JavaBeans on top of Apache Web servers

cost-effective: WebSphere can reduce application development costs through code reuse, and optimize running costs through deployment on Linux from PC servers to clusters to mainframes



WebSphere: the perfect platform for confident e-commerce



Tivoli: seamless and flexible systems management solutions

Tivoli software
for Linux

Markets change. Business models evolve. e-business infrastructures must be able to adapt. With Tivoli's seamlessly integrated and flexible systems management solutions, you can leverage existing technology investments and prepare your business for the future. Tivoli is the optimal blend of complete e-business infrastructure management with cross-platform management capabilities, and so it enables you to integrate the systems management of Linux systems with those of your existing infrastructure.

Tivoli for Linux supports several key management functions, including providing performance and availability solutions through Tivoli Distributed Monitoring and Tivoli Enterprise Console®, plus configuration and operations management through Tivoli Inventory and Tivoli Software Distribution.

Tivoli for Linux can also help ensure security for Linux applications through Tivoli User Administration and storage management, which includes backup and recovery of Linux systems, through Tivoli Storage Manager and Tivoli SANergy.



Tivoli for Linux is:

flexible: integrated to provide end-to-end comprehensive management, and suited to working across multiplatform heterogeneous environments

reliable: enabling systems management incidents to be remotely identified and resolved at an early stage

cost-effective: designed to manage Linux systems alongside other deployments



Fact: WebSphere for Linux is the first Web application server to deliver dynamic e-business by bringing together key Web services standards.

Get the facts. Go to ibm.com/linux/software



freedom

Lotus software
for Linux

The most successful companies recognize brainpower as one of their most valuable assets. Lotus offers Web-enabled solutions that foster smart collaboration among your employees, customers, partners and suppliers. With Domino for Linux, you can create a connected community with easy access to ideas — a powerful advantage in any competitive arena. Lotus Domino offers collaboration solutions on Linux that allow customers to get e-mail and Web sites up and running rapidly with a unified, easy-to-manage administrator interface.

Lotus Domino provides a base for thousands of business applications today, and the vast majority of these can be easily transferred to run on Domino for Linux. For organizations ready to try Linux, Lotus Domino is the shortest route to secure Web applications and industrial-strength messaging. Lotus Domino applications running on Linux servers can be accessed from a Web browser and from Lotus Notes for clients running on Windows or Mac.

An integral part of Lotus' knowledge management offering, Lotus Workflow for Linux provides you with the ability to streamline core business processes and reuse components of your workflow applications when developing new ones, contributing to more efficient and productive operating environments.

Lotus for Linux is:

flexible: most Domino and Workflow applications can easily be transferred to run on Linux

reliable: the combination of Lotus Domino and Linux has uptime measured in months and years, not days

cost-effective: through powerful remote management capabilities and productivity increases



Integrated Solutions for Linux

We took the best IBM software solutions for your most critical e-business needs and we've put them together into integrated, value-for-money packages tailored to small and medium businesses.

IBM Start Now Solutions for Linux

IBM Start Now Solutions for Linux offer personalized e-business solutions for growing companies. Designed for small- to medium-sized businesses, Start Now Solutions provide the building blocks that help you rapidly implement cost-effective e-business solutions.

IBM Business Partners already offer three Linux-based Start Now Solutions:

Infrastructure Solutions: to lay the foundation for e-business success

CRM Solutions: to enhance collaboration and decision making

Host Integration Solutions: to extend existing host applications to the Internet



Fact: IBM counts more than 2,500 Linux customers worldwide, with solutions ranging from Web serving to supercomputers doing genomic analysis.

Get the facts. Go to ibm.com/linux/software





Business applications that open up business opportunities

The industry's leading independent software vendors (ISVs) have partnered with IBM to offer you more than 3,000 enterprise-level applications for Linux. These Linux-based applications span customer relationship management (CRM), enterprise resource planning (ERP), e-commerce and accounting functions including the following:

Comprehensive e-business applications

■ **SAP uses DB2 for Linux**

The mySAP.com e-business platform is a family of solutions and services including enterprise applications, customer relationship, supply chain and product life-cycle management solutions that empower you to collaborate successfully — anywhere, anytime. Since early 1999, SAP has successfully supported Linux as a mature, reliable operating system for e-business solutions and created the SAP LinuxLab along with founding member IBM and others to begin integration testing of those solutions for customers.

Today, with several years of practical experience on Linux behind them, SAP has several hundred customers using mySAP.com on Linux in production, many of them on an IBM *@server* and using IBM DB2 Universal Database for Linux.

Accounting/financial applications

■ **ACCPAC uses DB2 for Linux**

ACCPAC Advantage Series is a complete business management solution that helps companies manage their money as well as their business.

"ACCPAC and IBM have worked closely to create a Linux-based e-business accounting solution that joins our flagship Advantage Series application with IBM's DB2 Universal Database for Linux. The result is one of the most reliable, scalable and cost-effective business management applications available in the mid-market, on Linux or any other platform."

— *Laureen Martin, Vice President, Strategic Alliances, ACCPAC International*

■ **AXIOM uses DB2 for Linux**

Axiom is a leader in Enterprise Data and Risk Management solutions for the financial sector.

"Axiom is pleased to have worked closely with IBM to port Integration Center, our data management and warehousing application, and RiskMonitor, our risk management application, to IBM's *@server* xSeries Linux cluster with DB2 Universal Database. The combination creates a more reliable, high-performance platform that our customers demand."

— *Alex Tsigutkin, President of Axiom Software Laboratories, Inc.*



Commerce applications

MARCOLE uses WebSphere and DB2 for Linux

MarCole is a leading developer of in-store and Internet gift registry, e-catalog and interactive shopping systems.

"We've decided to support MarCole's Gift RegistryWorks and CatalogWorks platforms on Linux for the reliability and total-cost-of-ownership benefits. Our applications together with IBM's WebSphere Application Server, WebSphere Commerce Suite and DB2 database running on Linux provide a complete e-business solution for retailers around the world."

— Ron Coleman, CEO, MarCole

CRM

RELAVIS uses Lotus Domino for Linux

Relavis provides a modular approach to manage and deploy Web-based CRM solutions.

"The combination of our CRM application and Linux's ability to expand the IBM e-business open architecture and collaborative framework gives our customers a very reliable, cost-effective CRM solution — one that delivers and extends industry-leading collaborative groupware, Web access and enterprise relationship management capabilities."

— Bob DeMaio, CEO, Relavis Corporation

Web content management

APTRIX uses WebSphere and DB2 for Linux

Aprtix is a complete, packaged Web content management application, uniquely available across the WebSphere and Domino platforms, providing end-to-end functionality for both developing and managing dynamic, personalized and content-rich Web sites.

"We are backing our Linux strategy 100%. As more Web content management projects become mission-critical, our customers are demanding scalability and performance — for us this means Aprtix running on WebSphere, running on Linux. Because IBM is so strongly behind Linux, Aprtix users can rely on there being a worldwide, durable platform upon which they can build their long-term business solutions. Linux rocks!"

— Tim Birdsall, Director, Presence Online

Global Solutions Directory

This online directory contains thousands of links to applications, tools and services from IBM and IBM Business Partners. Its search engine lets you define criteria for your business solutions — such as Linux applications.

Take a look at ibm.com/software/solutions/isv

Fact: IBM and its software partners have already developed more than 3,000 applications for Linux — a 75% increase in the past year.

Get the facts. Go to ibm.com/linux/software



Professionals with the answers

Support and services

You have questions, doubts, business imperatives, technical challenges. IBM and its partners have the people you need for helpful advice, timely assistance, consulting and technical support.

IBM Global Services

IBM Global Services already offers the industry's most comprehensive portfolio of Linux consultative and support solutions, from planning and design to implementation and technical assistance. IBM consultants skilled in Linux are available globally to help you design, build and enhance your Linux platform. Through IBM Operational Support Services, IBM Linux engineers are available 24 hours a day.



IBM Business Partners

IBM Business Partners are specially trained in putting together highly customized solutions that match customers' real e-business needs. In 2001, IBM trained over 4,000 Business Partners in Linux. Over 40% of IBM Software Business Partners around the world now offer comprehensive Linux solutions and are ready to help you deploy them.



Customer cases in action

They found the proof

Real IBM customers. Real IBM business solutions running on Linux. Seeing is believing. Will your company be our next success story?

Korean Air

By deploying its Internet/Intranet-based Flight Schedule Enquiry System on Linux, Korean Air consolidated workloads by taking advantage of the high availability and reliability of the IBM @server zSeries 900. The single IBM server running Linux does the work of an entire server farm. Korean Air has also been developing its Daily Revenue Accounting System using IBM WebSphere and DB2 on Linux. The addition of this application will allow system access to all of its global business partners selling Korean Air flight tickets on the Web.

"We decided to deploy our flight scheduling systems on Linux because we were able to consolidate workloads that had been running on a variety of different servers. We are confident that by working with IBM's mainframe running Linux, we will not only save money, but we will drastically improve the performance of our systems."

— *Yong-Seung Hwang, CIO, Korean Air*

Grede Foundries

This manufacturer of castings for the automotive and heavy-equipment industries had too many servers eating up power, floor space and valuable IT resources. IBM helped them consolidate their servers onto an existing S/390 (now called zSeries), deploying IBM DB2 Universal Database and IBM DB2 Connect running on Linux as a gateway between Grede's LAN and its host data on IBM VSE/ESA. Applications moved to the mainframe show a notable improvement in system performance and total cost of ownership is lower because Linux allows Grede to choose from a much greater set of low-cost applications.

"IBM's decision to make DB2 Universal Database and the S/390 compatible with Linux testifies to the company's dedication to providing the robustness, scalability and reliability that customers really want."

— *Rich Smrcina, Data Center Manager,
Grede Foundries Inc.*

Fact: More than 4,700 IBM Software Business Partners now support Linux — an 800% increase in the past year.

Get the facts. Go to ibm.com/linux/software





More customer cases in action

■ Nitsuko America

Telecommunications equipment designer and manufacturer, Nitsuko America, needed to upgrade their existing communications infrastructure. This was based on a Lotus Domino server that had become the primary e-mail and collaborative application system. By upgrading to Domino R5 running on a Linux server, they achieved seamless transition for Domino R4.5 customers.

“Reliability and cost-effectiveness are what we look at when we upgrade the communications infrastructure at Nitsuko America. Our use of Lotus Domino running on Linux has grown to include e-mail, workflow tracking, business intelligence and various applications for our call center and automated marketing functions. With this solution, we have a low-cost operating system that works very well on low-cost hardware, and fulfills our reliability and performance requirements; and it doesn't make any noise. It just sits there and runs.”

— John Anderson, Director of Information Services, Nitsuko America

■ Tramedico

Pharmaceutical distributor Tramedico, based in the Netherlands, wanted to upgrade its computer infrastructure to help employees work together and share information more effectively. Integrated messaging, group calendaring and knowledge management were high priorities. Tramedico called on Stone-IT, a specialist Linux integrator in Benelux, to implement Domino for Linux on its servers and worked with GoTo Reality, a local IBM/Lotus business partner specializing in Domino, to build its integrated solution. Tramedico now has an ideal foundation for growth.

“At Tramedico, our first experience with Linux was as an e-mail router and Internet gateway. This gave us a stable system, very good and inexpensive. Then we selected Lotus Domino running on Linux because we needed to add groupware functionality on the Linux operating system. Our users don't even know Linux is there. They can't really see any difference other than excellent speed.”

— Robin van Dijk, ICT Manager, Tramedico

■ Future Cellular

As one of the largest providers of Verizon cellular phones in the U.S., Future Cellular needed a flexible point-of-sale (POS) solution to deploy kiosks into a Fortune 500 chain of retail stores. IBM Business Partner AGS Software and Acclink, Ltd., implemented a solution using IBM POS terminals and DB2 for Linux.

“Through Acclink, Ltd., we have brought together the best of ACCPAC, AGS Software and IBM DB2 for Linux to get an extremely cost-effective point-of-sale solution that provides timely Web-based transactional information in minutes instead of days.”

— Charlie Hinerman, President, Future Cellular



The IBM commitment to Linux

Actively working with the open source community, IBM brings relevant technologies and experience to help enhance Linux, define standards and extend Linux to support enterprise applications. This commitment is evidenced by IBM's participation in three main venues:

IBM Development Porting Centers and Competency Centers for Linux

Offering ISVs and other application developers the opportunity to test their Linux-based applications, using IBM middleware and servers, in simulated real-world environments with the help of onsite Linux consultants.



IBM Linux Technology Center

A worldwide development team that utilizes enterprise-class IBM programming resources and software technology as part of the open source community to help advance the functionality of Linux across many different environments.

The Open Source Development Lab

Founded by leading IT vendors, including IBM, the Open Source Development Lab (OSDL) is the industry's first independent, nonprofit lab for developers who are adding enterprise capabilities to Linux.

Fact: IBM has already invested over \$1 billion in Linux.

Get the facts. Go to ibm.com/linux/software





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It's a matter of trust

IBM supports Linux 100 percent. So now the decision to adopt Linux for your business is easier than ever.

- Linux and IBM Software, including DB2, WebSphere, Lotus and Tivoli
 - provide the most flexible and open platform available today
 - already deliver reliable and robust e-business solutions
 - bring outstanding business benefits at low cost
- 3,000 business applications on Linux are already available from IBM and its partners
- Enterprise-level service, support and consulting are available from IBM and its partners to support you on Linux
- Linux is already a working reality for many satisfied IBM customers



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