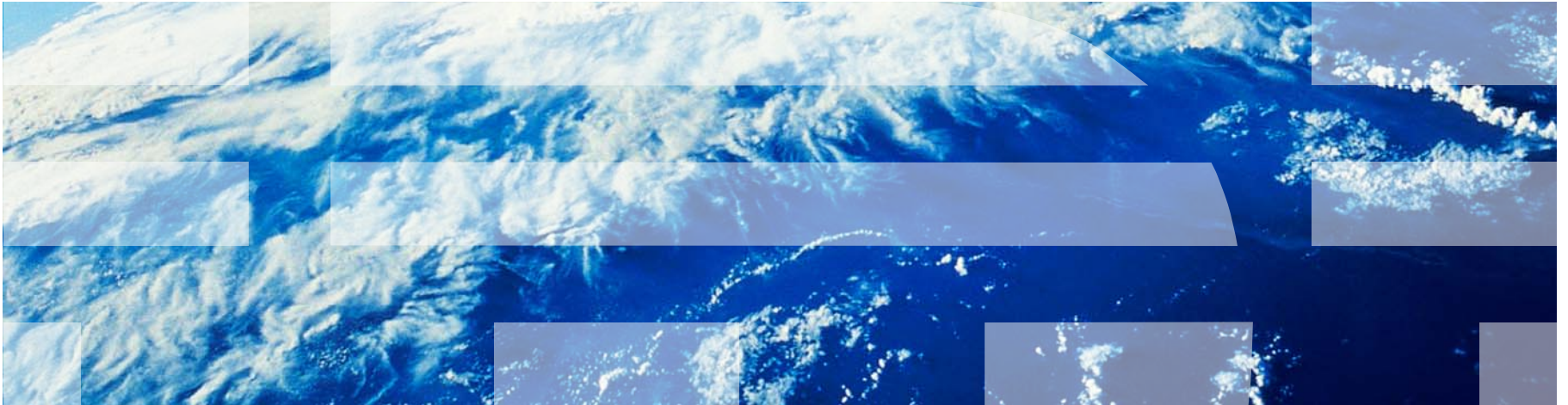


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# WebSphere Lombardi Edition and WebSphere ILOG JRules



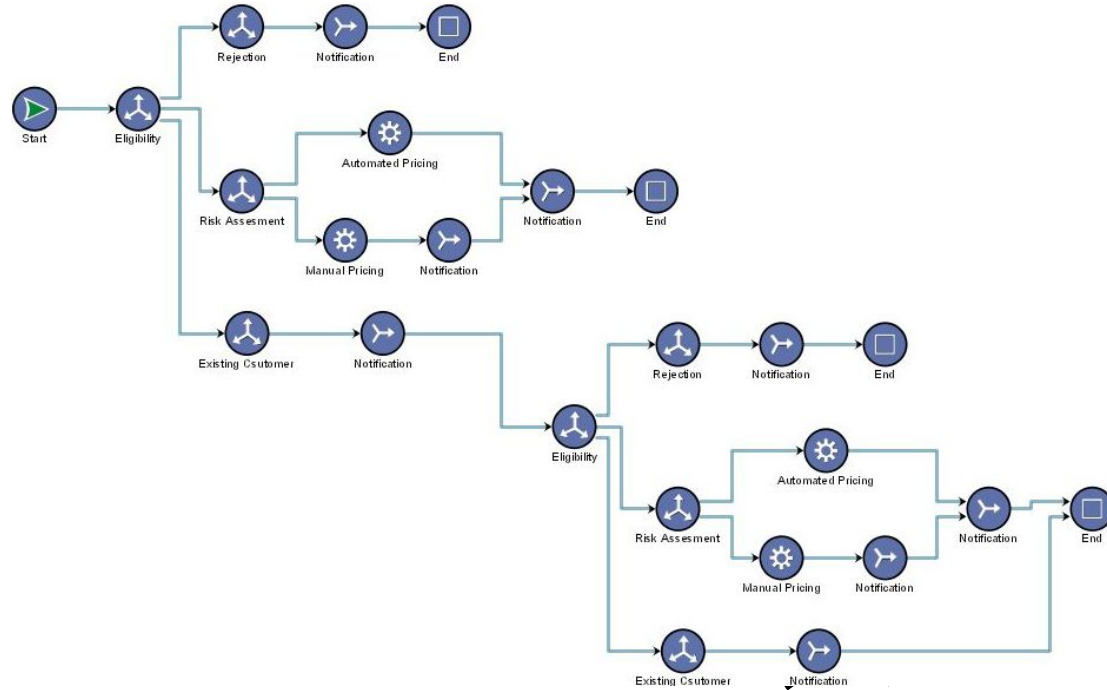
# The decision intensive process

**Streamlined process works fine today...**



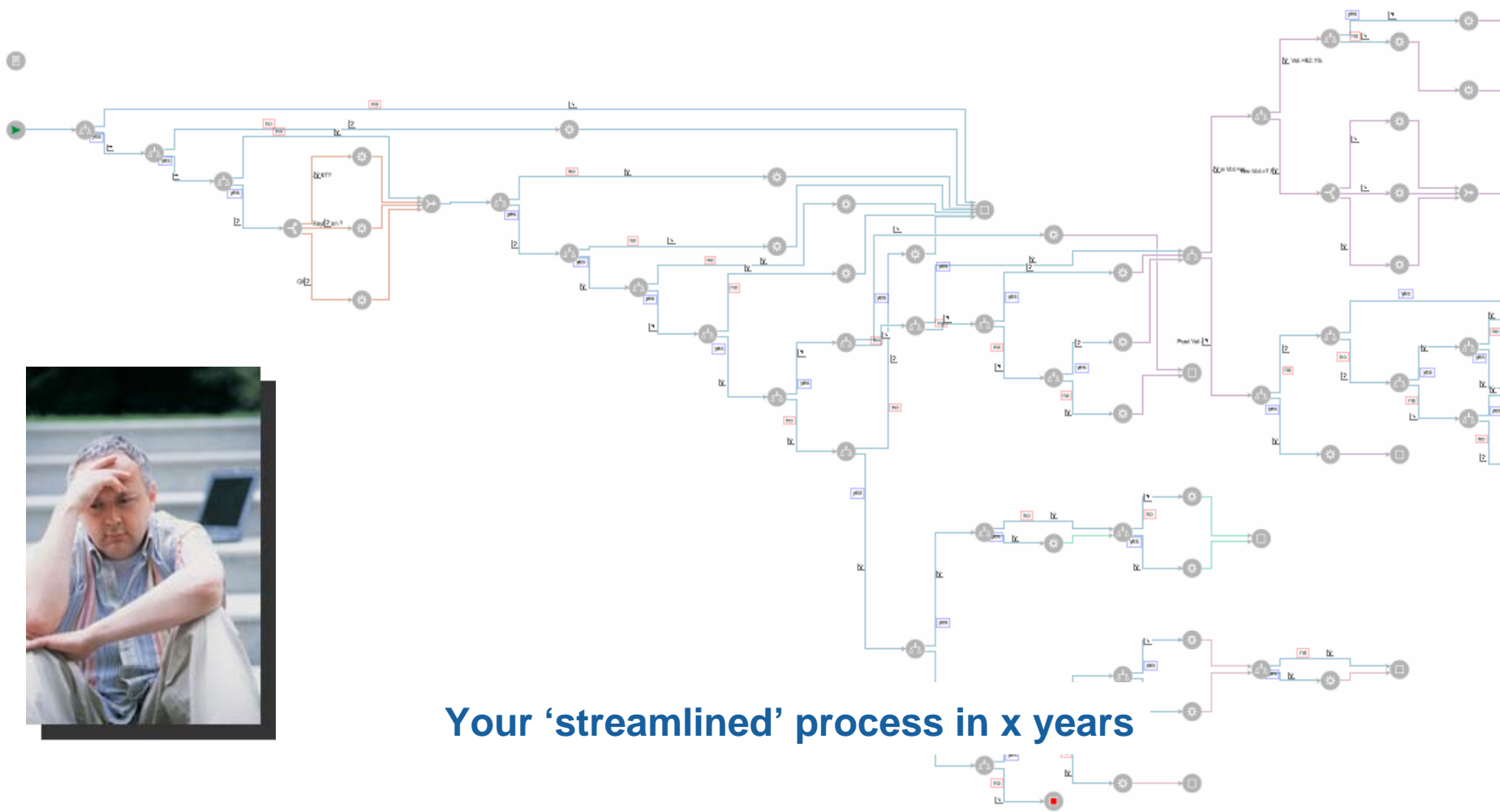
- **Until**
  - **New Product**
  - **New Policy**
  - **New Regulation**
  - **New Pricing Rules / Model**
  - **New Scoring Rules / Tables**
- ...

# The decision intensive process



Your 'streamlined' process in x months

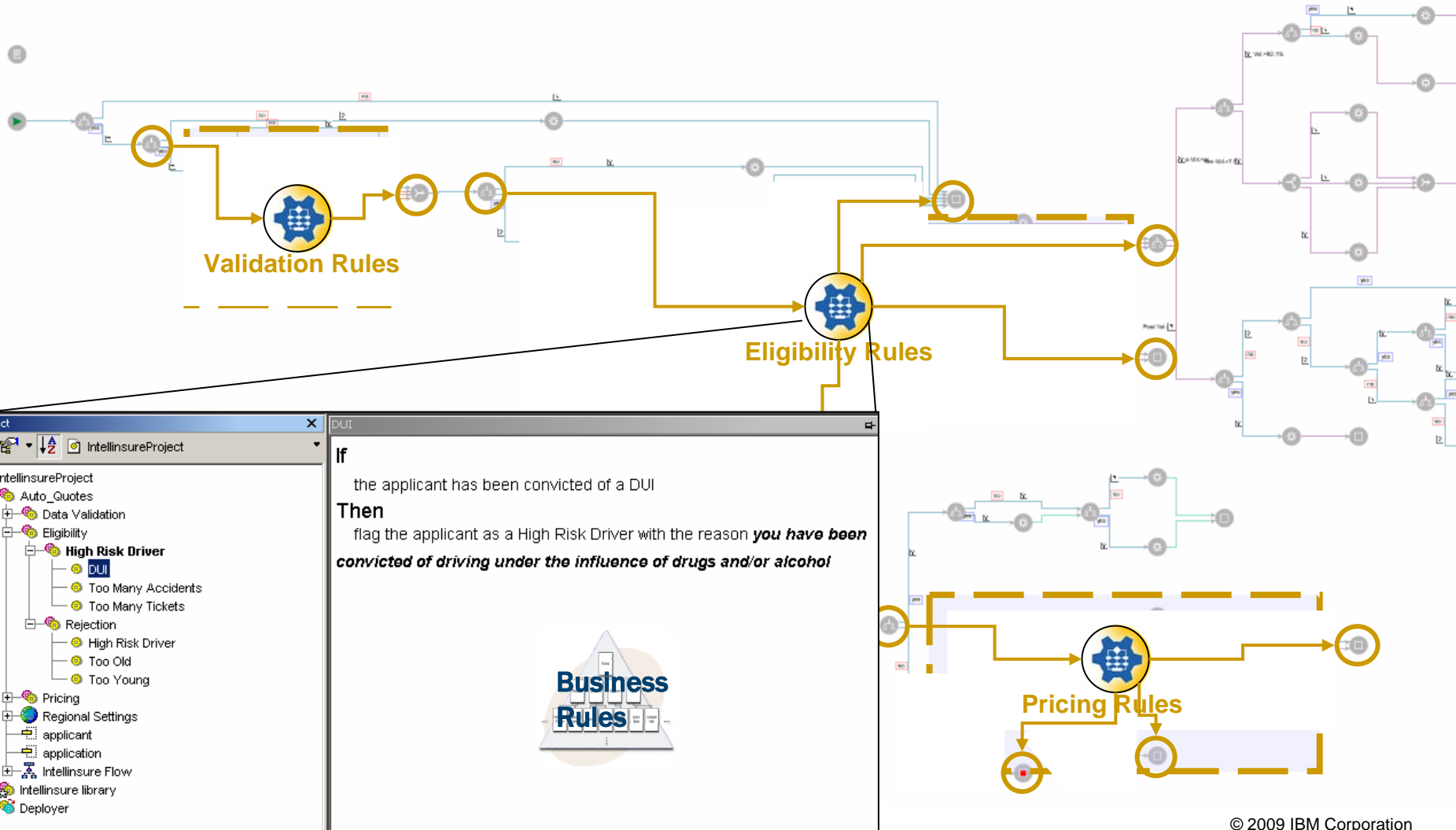
# The nightmare intensive process



Your 'streamlined' process in x years

# Simplifying Business Processes

## Business Policy Externalization → Agile BPM



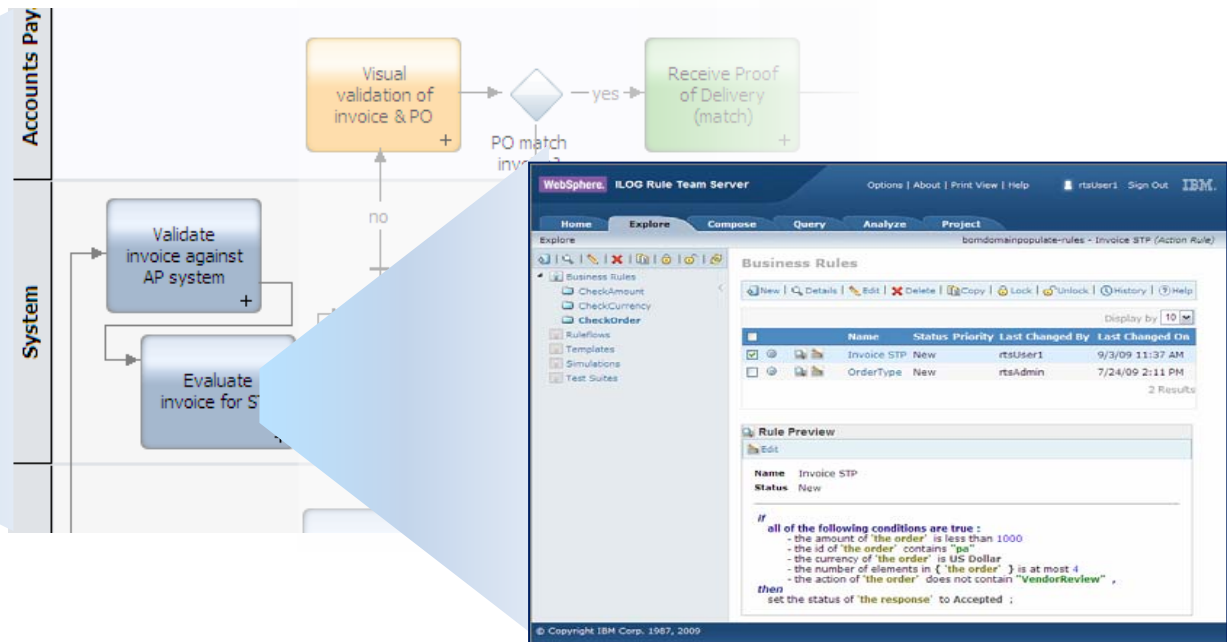
# DNA of the Agile Enterprise

## Process Management

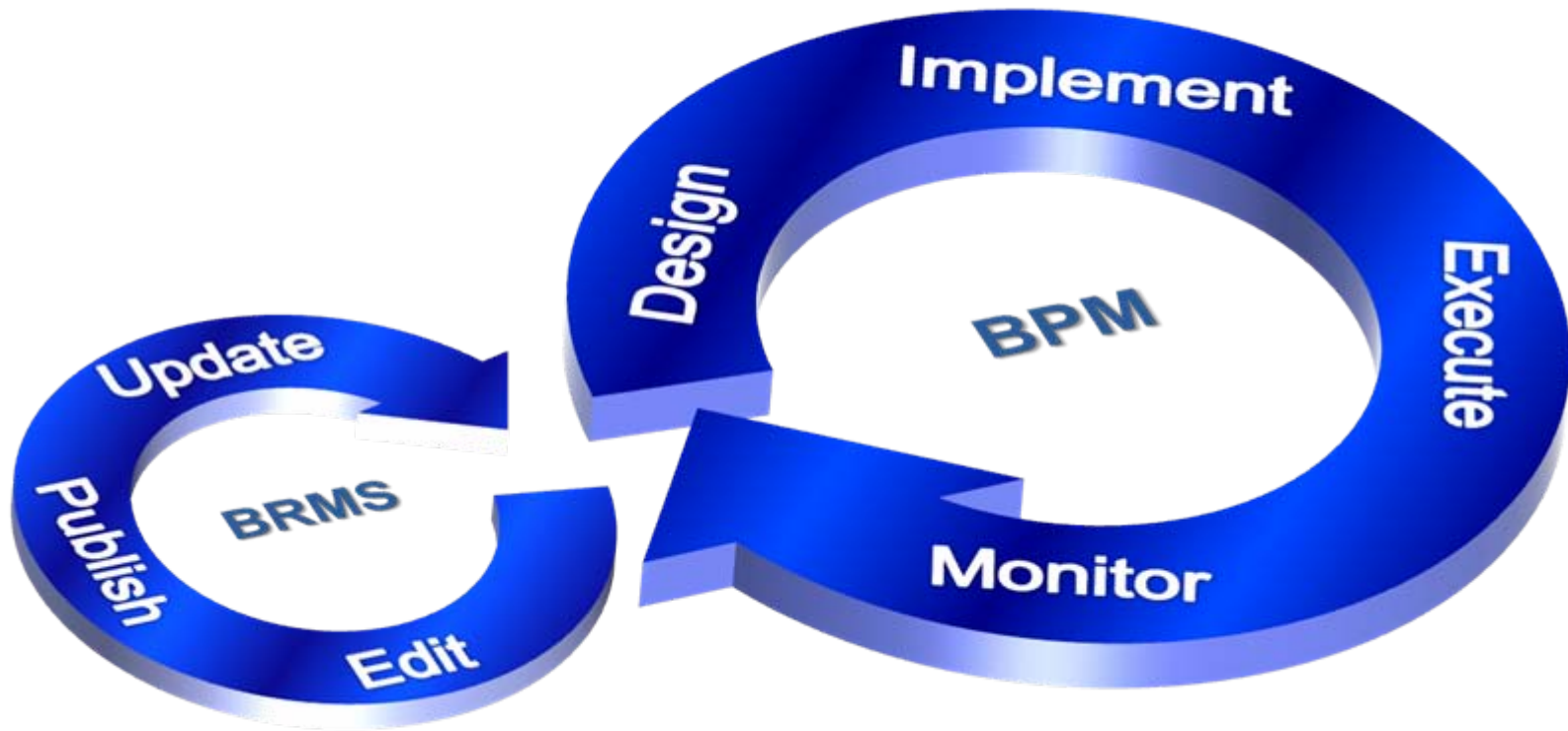
- Defines and orchestrates the end-to-end process
- Combines automatable and human elements
- Is fundamentally concerned with operational efficiency of the organization

## Rules Management

- Defines and executes specific decision points in processes and applications
- Is focused on automating and improving decisions
- Is fundamentally concerned with the operational intelligence of the organization



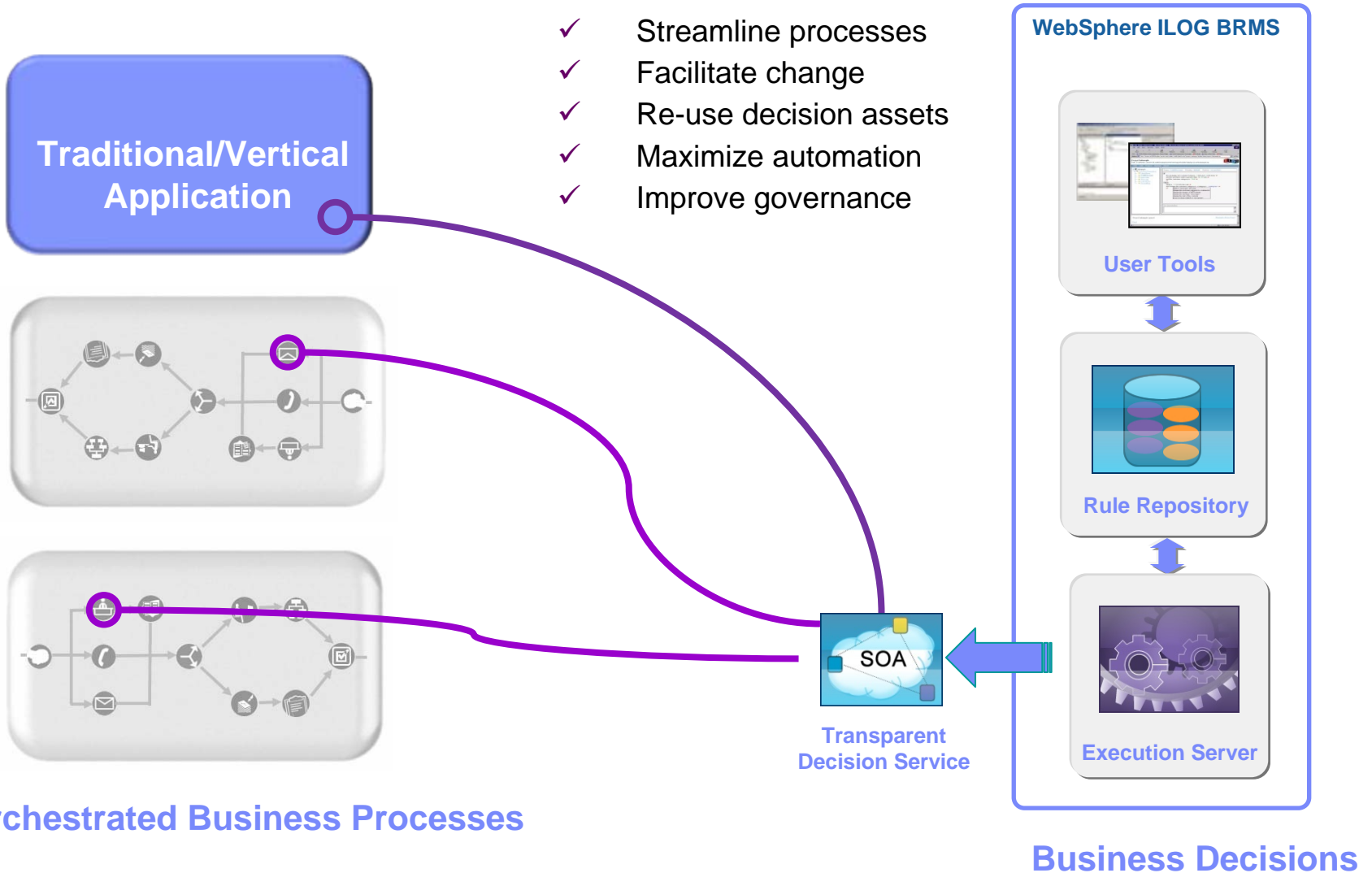
# Redefined process change cycle



**Business**  
**Decisions / Policies**  
**Days / Weeks**

**Technical**  
**Tasks / Flow**  
**Months / Years**

# WebSphere ILOG BRMS Enables Reuse Across the Enterprise



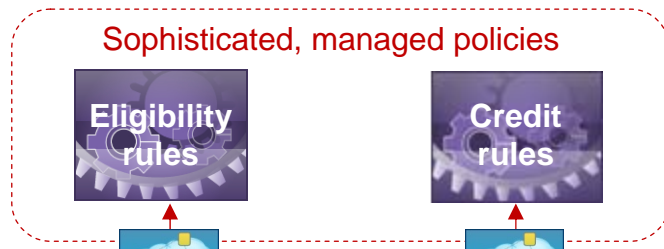


# Using the Right Tools for Different Types of Rules

*In business process solutions ...*

LOG BRMS

Lombardi

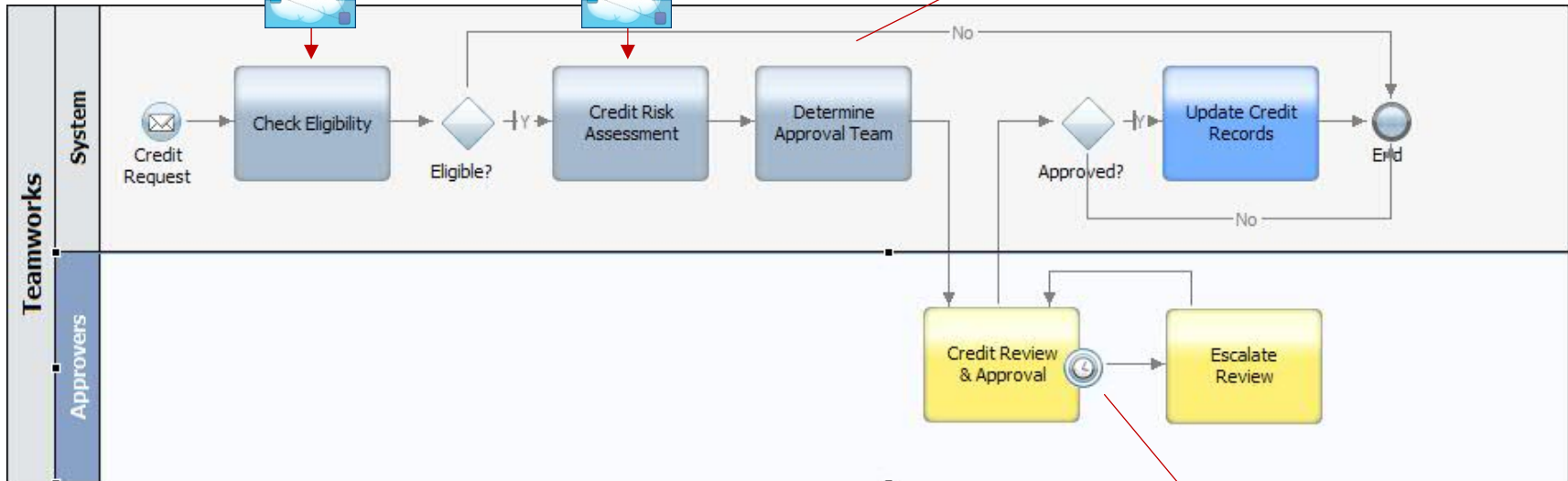


Rule Conditions (R)

id	planName	dividendOptions	initialAmount	spouseRider	childRider	Action Required
1	"CREDIT"	1 = "TIA"	-	-	-	No Dividend Options for C
2	"TERM"	1 = "TIA"	-	-	-	No Dividend Options for T
3	"CREDIT"	-	< 10000	-	-	Minimum Coverage for C
4	"TERM"	-	< 10000	-	-	Minimum Coverage for T
5	1 = "CREDIT"	-	< 25000	-	-	Minimum Coverage is \$25
6	"CREDIT"	-	-	true	-	No Spouse Rider Available
7	"CREDIT"	-	-	-	true	No Child Rider Available
8	-	-	-	-	-	Valid
9	-	-	-	-	-	

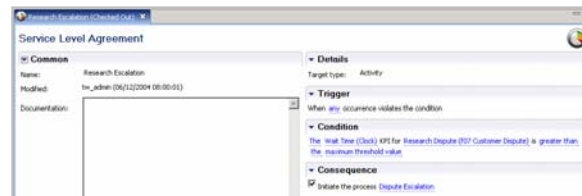
Action (TERM)

Process-specific decision table

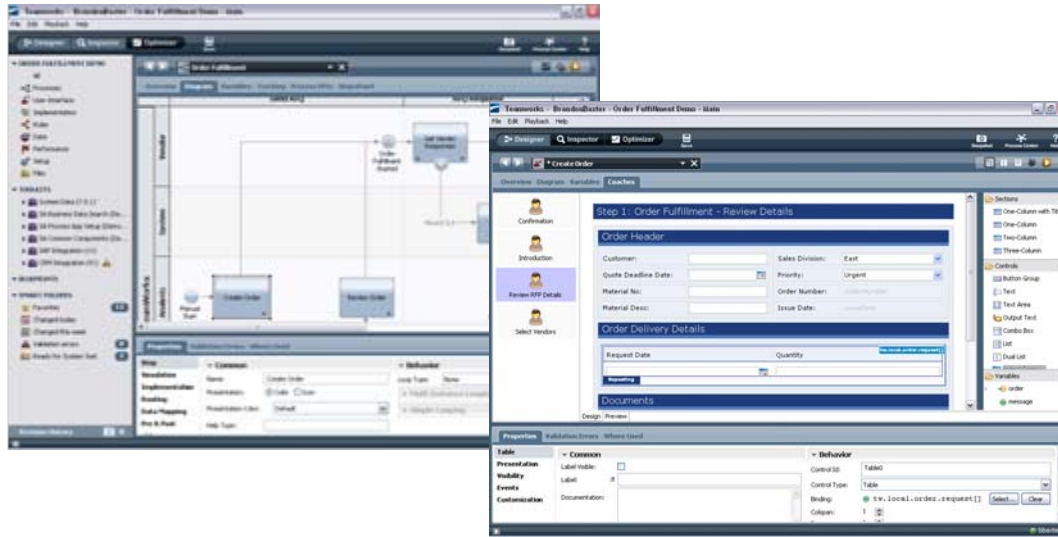


Process-specific SLA / Escalation rules

Lombardi

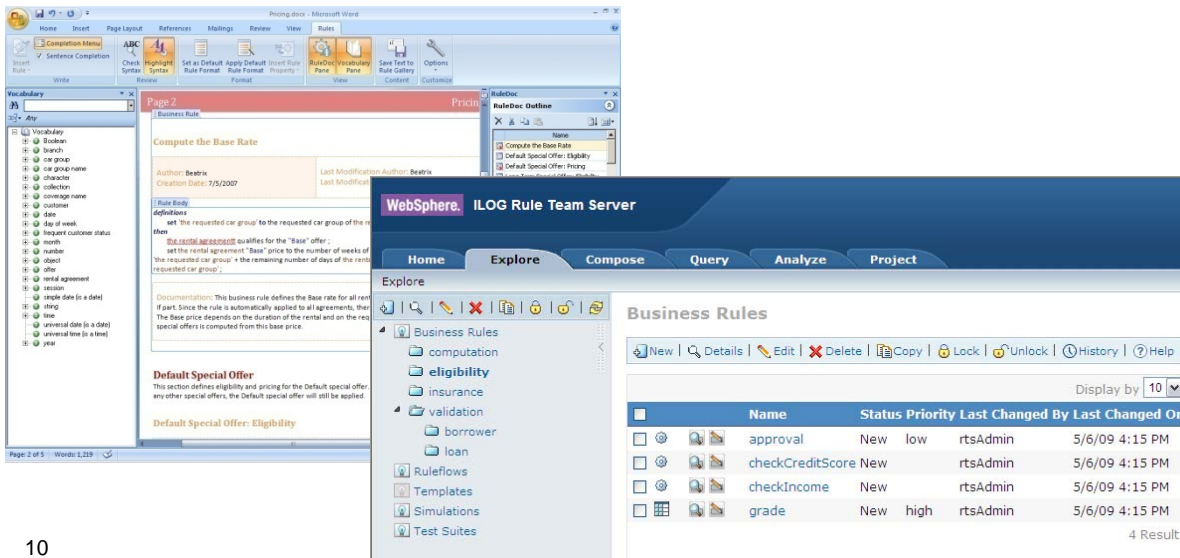


# Enabling Direct Process & Rules Management by Business Users



## Lombardi

- 100% graphical design
- “Picture is the process”
- Designed for business engagement / collaboration



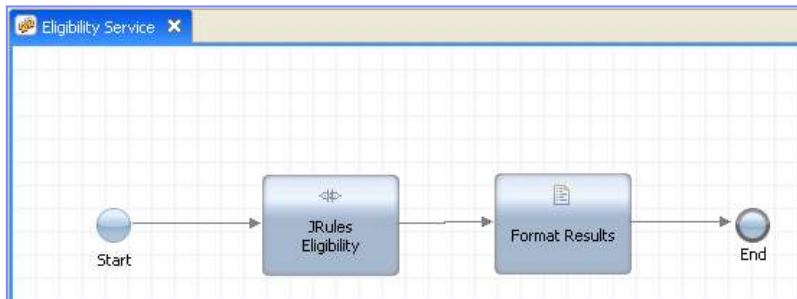
## ILOG

- Business-friendly Office based rule editing
- Team Server for sharing & collaboration

# Value-Add of Combined Offering

## An Enterprise Business Platform with Strong Agility

- With WebSphere Lombardi Edition leveraging WebSphere ILOG BRMS, the agility of business processes and business decisions can easily span the enterprise, and extend beyond to external systems and partners.
- Easy to define, deploy, and change process applications based on reusable business & decision services.



- WebSphere Lombardi Edition and ILOG BRMS provide the most comprehensive capabilities for enabling non-technical business users to participate directly in managing their critical operational systems.

Name checkIncome  
Status New

### definitions

set 'minimum income' to 0.37 \* the yearly income of 'the borrower' ;

if

the yearly repayment of 'the loan' is at least 'minimum income'

then

in 'the loan report' , refuse the loan with the message "Too big Debt/Income ratio: " + (formatted amount) the yearly repayment of 'the loan' / the yearly income of 'the borrower' ;

---

Q and A

*DEMO*

## Demo Scenario

### Loan Processing

Determine eligibility for a loan

Check eligibility for a loan online

Determine loan outcome

Show straight trough approval

New policy is being published by management: Change LTV ratio for young people who makes less than 50000

Create a product recommendation rule

Follow up with the applicant

Show change of rules

Deploy new rules

Restart process, show new person being rejected for loan

---

## Current rules

### ELIGIBILITY

Refuse customer under 21

### RISK

IF customer rating is below 300  
THEN set risk rating to REFUSE

## New rule

### Eligibility

If loan purpose is HECS loan  
And customer age is between 18 and 21  
THEN eligibility is true

### RISK

Accept customer who have a risk rating between 250 and 300

### RECOMMEND

If loan purpose is study  
Then recommend HECS student loan and HECS GOLD loan

### Discount rule

If risk level is HIGH and the loan purpose is HECS GOLD than  
Add 5% surcharge on the loan fees