IBM PureSystems

How to deliver revolutionary Performance Management business results!



Gregory Verlinden – Software PureSystems Benelux Business Leader

Smarter systems that meet your challenges by ...

Reducing complexity

The entire system
lifecycle is simplified
from acquisition to
retirement

Accelerating time to value

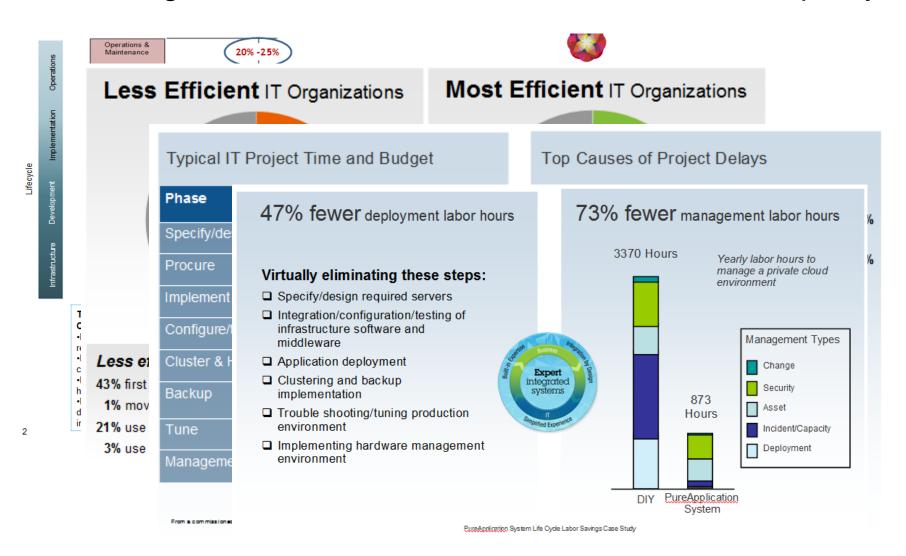
Management expertise
is built in
each system and ready
for immediate use

Improving IT economics

Each system tuned for the different needsof different workloads

IT Business Financial

Benefits grow when more we increase the level of simplicity



In April, IBM announced a new family of expert integrated systems:

PureSystems

Systems with integrated expertise and built for cloud

Built-in Expertise

Capturing and automating what experts do – from the infrastructure patterns to the application patterns



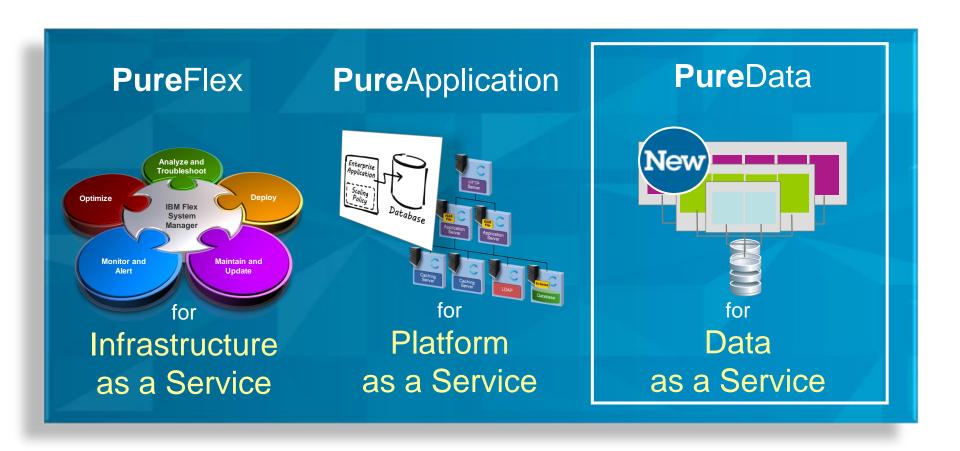
Integration by Design

Deeply integrating and tuning hardware and software – in a ready-togo workload optimized system

Simplified Experience

Making every part of the IT lifecycle easier - with integrated management of the entire system and a broad open ecosystem of optimized solutions

Introducing the IBM PureSystems Family



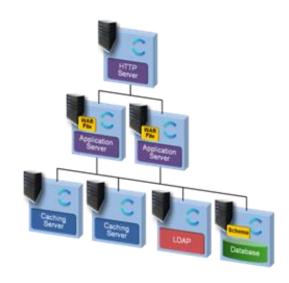
Patterns of Expertise: Proven best practices and expertise for complex tasks learned from decades of client and partner engagements that are captured, lab tested and optimized into a deployable form

What is a Pattern of Expertise?

- The pre-defined architecture of an application
- For each component of the application (i.e. database, web server, etc)
 - · Pre-installation on an operating system
 - Pre-integration across components
 - · Pre-configured & tuned
 - · Pre-configured Monitoring
 - · Pre-configured Security
 - Lifecycle Management



- **Delivering** superior results:
 - Agility: Faster time-to-value
 - Efficiency: Reduced costs and resources
 - Simplicity: Simpler skills requirements
 - Control: Lower risk and errors







Patterns of Expertise: Proven best practices and expertise for complex tasks learned from decades of client and partner engagements that are captured, lab tested and optimized and then built into the system

Application Patterns Available patterns from IBM and Partners 100+ ISV business applications
Business intelligence
Business process management
Web experience (Portal)

Available through ... PureSystems Centre

Platform Patterns Expertise across the middleware and infrastructure

Web application deployment
Database deployment
Cloud platform management

Built-in with flexibility

Infrastructure expertise across the compute resources

Scalability
Upgradability

Provisioning
Storage optimization

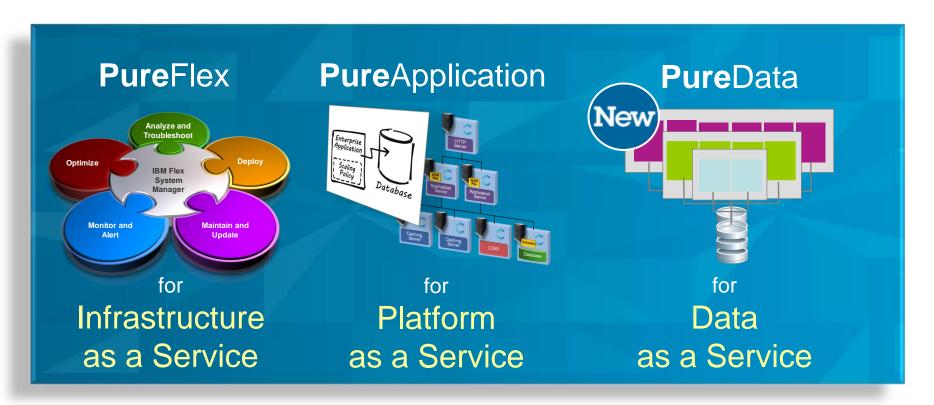
Through *unmatched expertise in*: System design * Infrastructure management * Application deployment * Data management * Datacenter management * Application management * High availability and scalability * Security * Storage optimization * Networking * Cloud



Capture **your own** expertise:

- Image Construction & Composition Tool allows you to create your own custom virtual images
- Pattern Development Kit allows you to create your own virtual application patterns.
- Capture existing expertise for operating system and middleware installation
- Dynamically combine pre-defined components to build new image packages
- Create a standard VM format in Open Virtual Format

Capture 80% of today's workloads



The IBM **PureFlex System** is an infrastructure system with expertise for sensing and anticipating resource needs to optimize a client's infrastructure.

Factory integrated and optimized system infrastructure, Management integration across physical and virtual resources, Automation and optimization expertise and Built for cloud, as a foundation for Infrastructure as a Service offering

The IBM PureFlex System supports both POWER7 and x86 environments, and is GA

IBM PureFlex System: Integrated Infrastructure, built for cloud

Flexibility to run your choice of applications and middleware

Expert integrated:

- Flexible infrastructure
 - Compute (x86 & POWER)
 - Storage
 - Networking
 - Management (Flex System Manager)
 - Security
- Unified infrastructure management
- Built-in expertise -Infrastructure patterns



200% increase

in performance of critical applications

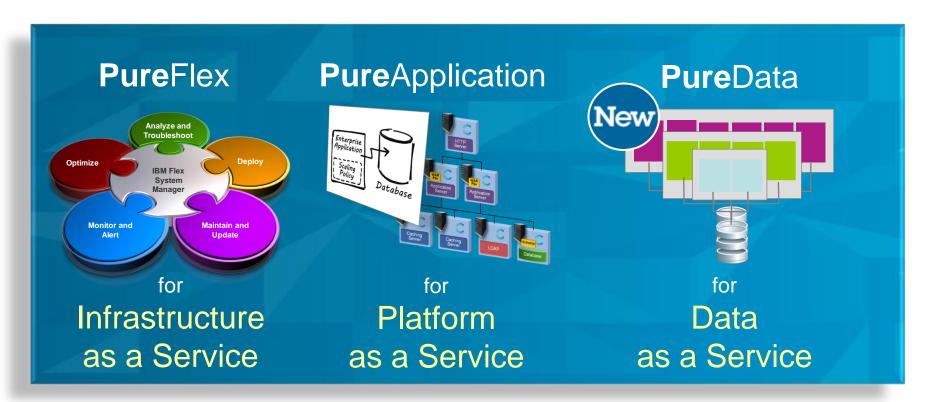
66% faster setup time

Days to minutes

for virtual machine deployment time

72% lower

systems costs over 3 years



IBM PureApplication System is a platform system, built for cloud, offering simplicity, efficiency, flexibility and control - serving as a virtualized application platform that optimizes application workloads and accelerates time to value.

PureApplication leverages much of PureFlex System infrastructure.

Key attributes include: **Built-in expertise pre-optimizes application**, Web and database, and application workloads, with **elastic scalability**, **Repeatable self-service provisioning**, on a **resilient**, **secure**, **scalable infrastructure**, **Simplified platform management with a single integrated console**

What is PureApplication System

Application patterns from IBM and partners

Integrates an application platform optimized for enterprise applications

Inherits the capabilities of **PureFlex System**

Patterns of Expertise

- 100+ ISV business applications
- Business intelligence
- Business process management
- Web experience (Portal)

Application Platform

- Application Optimization
- System wide Management
- Automation & Scaling
- Caching & Elasticity
- Application Centric Provisioning
- Usage Metering

- Security
- Monitoring
- App Lifecycle Management
- License Management
- Self-service
- Data management

System Infrastructure

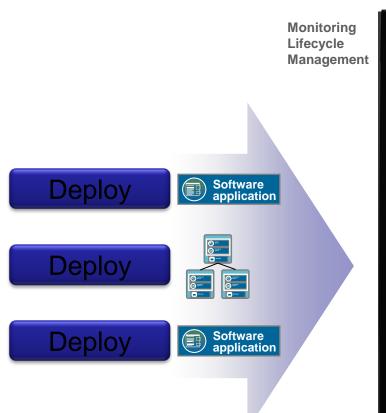
- Integrated Server, Storage, Network
- Power Management
- Storage & VM Optimization
- Virtualization
- Integrated System Management

- Provisioning
- Security
- Monitoring
- IT Lifecycle Management
- System design

PureApplication System adds deep applicationaware value to its PureFlex foundation!



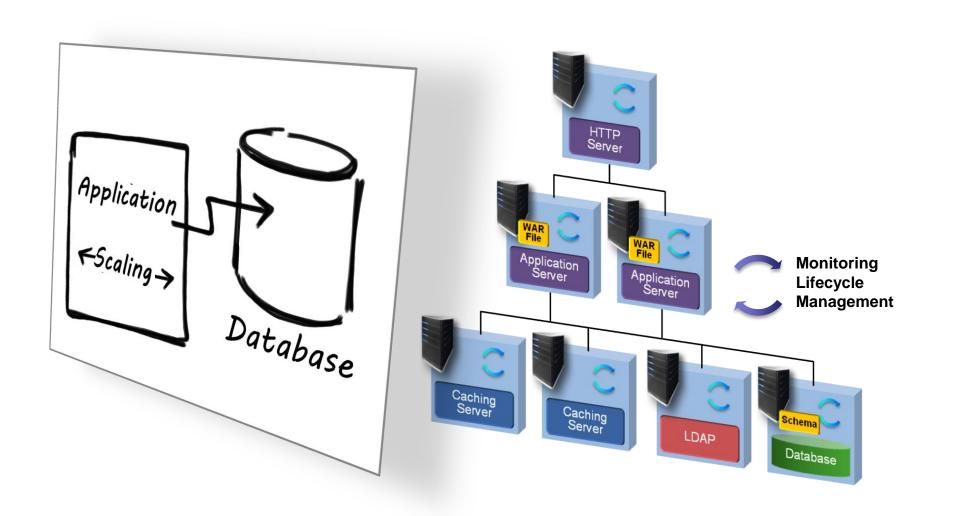
Continuous application level Optimization and Management **Pure**Application

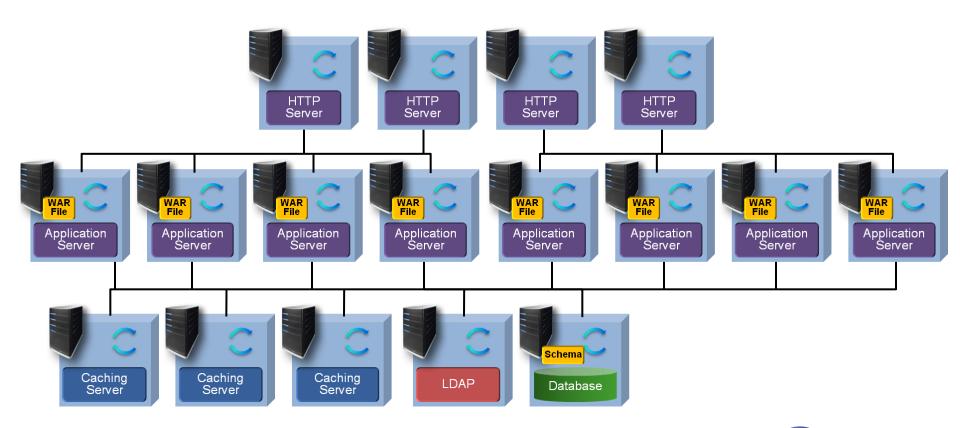




Application Optimization

- Policy-based placement
 - Minimize license cost
 - Minimize energy
 - Maximize resiliency
 - Maximize performance
- Application level prioritization
- Dynamic scaling of applications and VM resources
- High Availability of VMs & apps
- Mobility of VMs for performance, management and maintenance
- Performance optimization
- Application level isolation

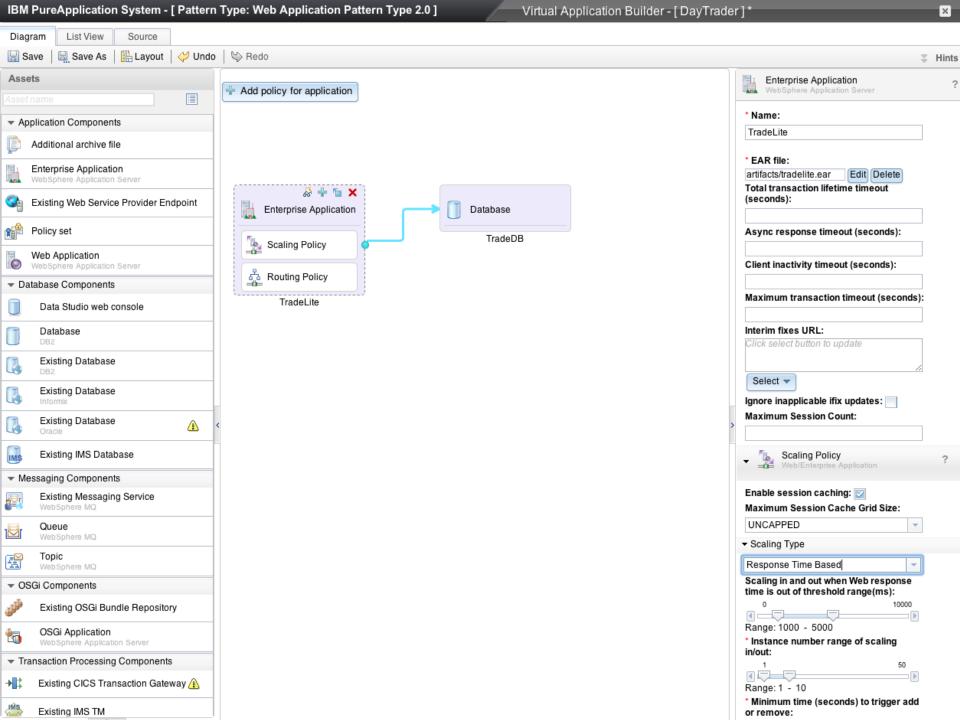


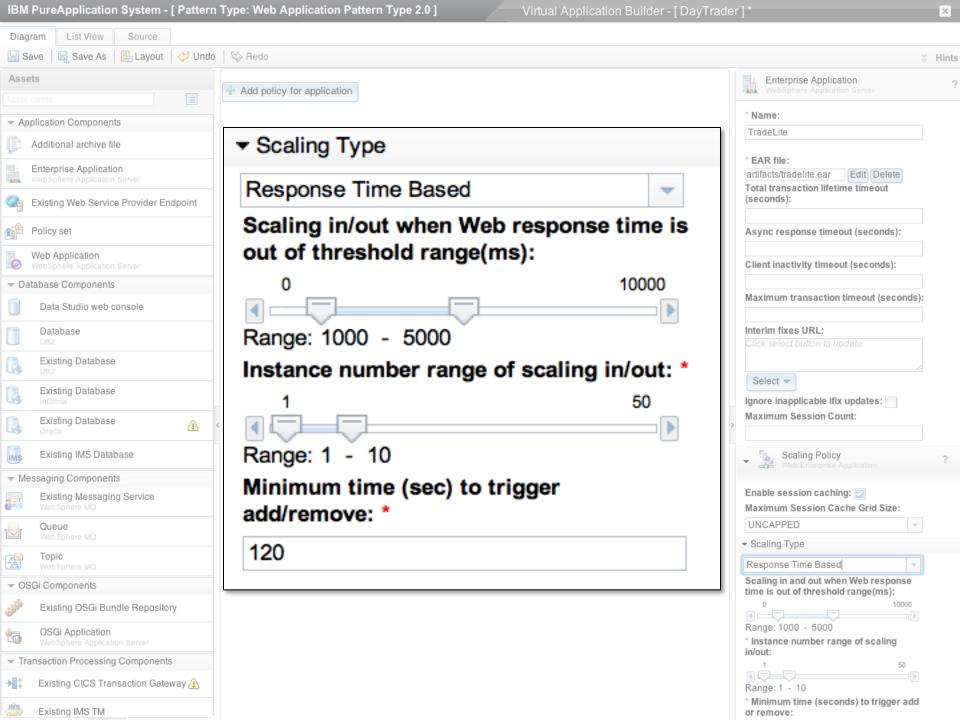


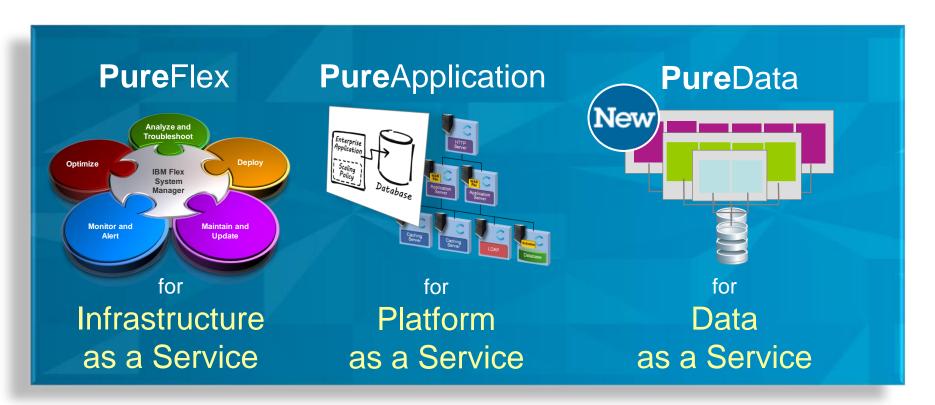


Auto Scaling	Managed environments scale up and down based upon business SLAs you specify
Failover	Failed virtual machines are replaced with new VMs which are configured with the old VM's identity
Load Balancing	Web requests are automatically load balanced across multiple virtual application servers
Security	ACL's for application sharing and management access; LDAP integration for application security
Monitoring	All components of virtual application environments are monitored by PureApplication System
Lifecycle Management	Built-in components are pre-configured, tuned, and tested to enable efficient, minimal click deployment





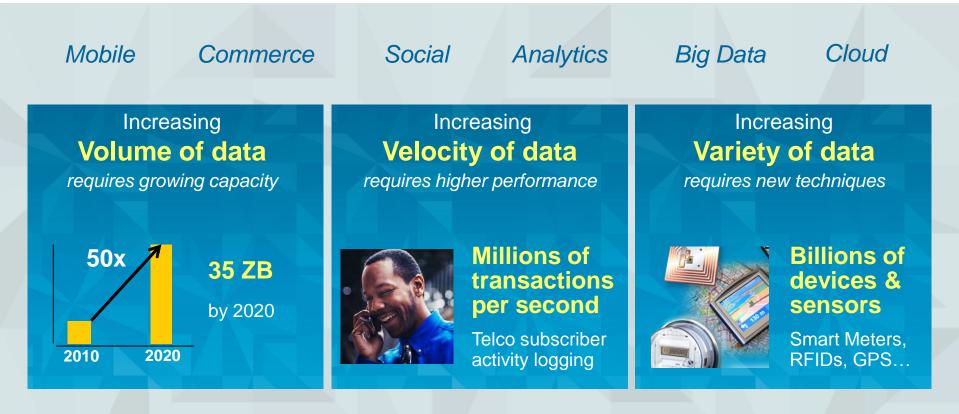




With the volume, velocity and variety of data growing by the minute, IBM is extending the characteristics of its new family of expert integrated systems (Built-in expertise, Integration By Design, Simplified Experience) to ease the challenges associated with **Big Data**.

PureData, the newest addition to the PureSystems family, helps clients quickly analyze the influx of data that is being created every day and intelligently use those insights to support specific business goals across their organization – including marketing, sales and business operations. PureData is an integrated stack of hardware and software with built in expertise. It will deliver greater simplicity to organizations as they look for new, cost-effective ways to find insight in masses of information.

Today's big data challenges for both transactions and analytics are increasing demands on data systems



A smarter approach to meeting data challenges is required to:

Reduce complexity • Accelerate time to value • Improve IT economics

IBM PureSparta System models optimized for different data services



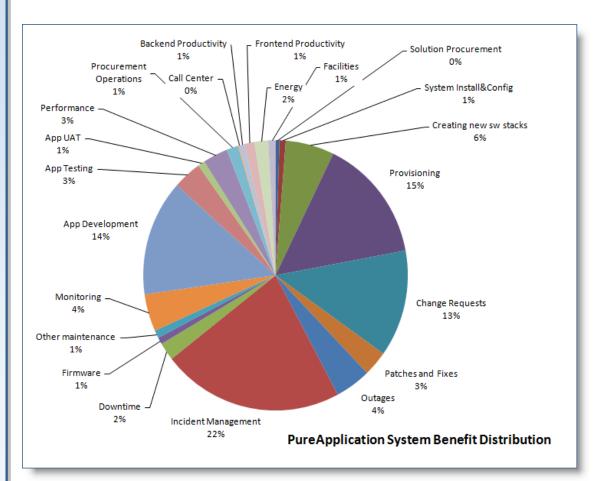
For both traditional and cloud environments

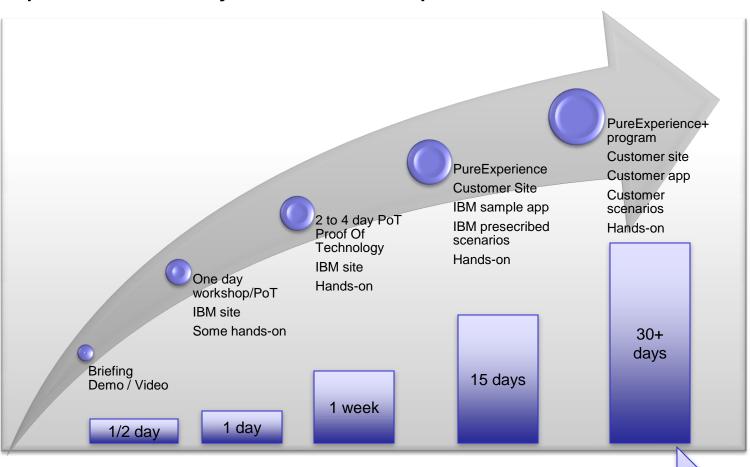
Benefits will vary by customer



Expert Integrated Systems lowers the cost of operations...

- Hardware and software costs are reduced through consolidation, increased utilization
- Maintenance and administration costs are reduced through improved monitoring and automated, policy-driven resource management
- Intelligent health management capabilities reduce businessimpacting outages and incidents
- Pattern-based provisioning simplifies upgrades and migrations, patching, testing
- ...while accelerating application development that enables projectdriven cost reduction, quicker realization of productivity and revenue benefits





IBM Investment and length of sales engagement

PureExperience: IBM's investment to prove it

IBM PureExperience Offers the following at no charge:

- On-site installation of PureApplication System and guided demonstration of business value
- Execution of a 10 day on-site service engagement
- 3. Use of the PureApplication System for 30 days
- Lab advocate for usage questions and advice
- 5. Single point of IBM support and maintenance

