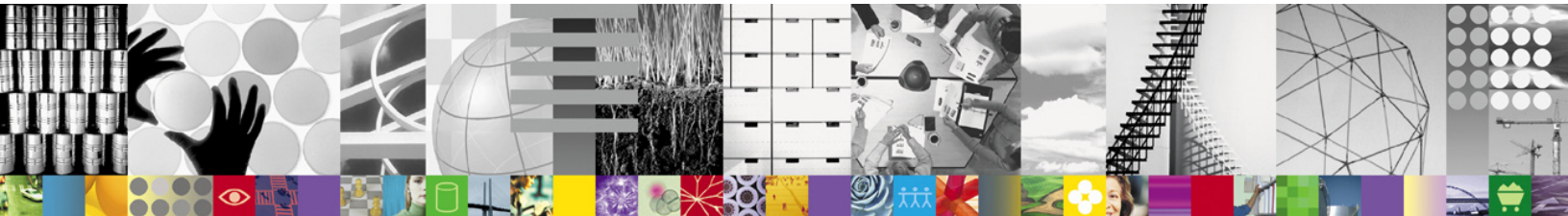


IBM Globalization Software Services

Enabling end-to-end global solutions



Highlight

■ Engage the experts - team with IBM Globalization Software Services. We can help you develop and implement a global IT architecture that will ensure worldwide access of your applications in the user's preferred language and convention

■ IBM can offer expertise at every stage in the process. We are a knowledgeable and experienced partner, providing guidance to refine your current Globalization strategy or define one for the first time

■ Leverage IBM's cultural and technical best practices, as well as Globalization resources, technical support, translation services and standards expertise to deliver a winning combination in the global marketplace

Business Challenges

- You don't have the in-house global marketplace knowledge or technical expertise to develop a global IT strategy
- You need the right planning up front to hold translation and Globalization costs to a minimum
- You want to create business applications to interact with your customers and business partners in their own languages and cultural conventions
- You want to maintain your company's unique brand identity while addressing and respecting local cultural sensitivities
- You need to integrate multi-lingual user interfaces and data with back end processing applications and apply them seamlessly to new environments

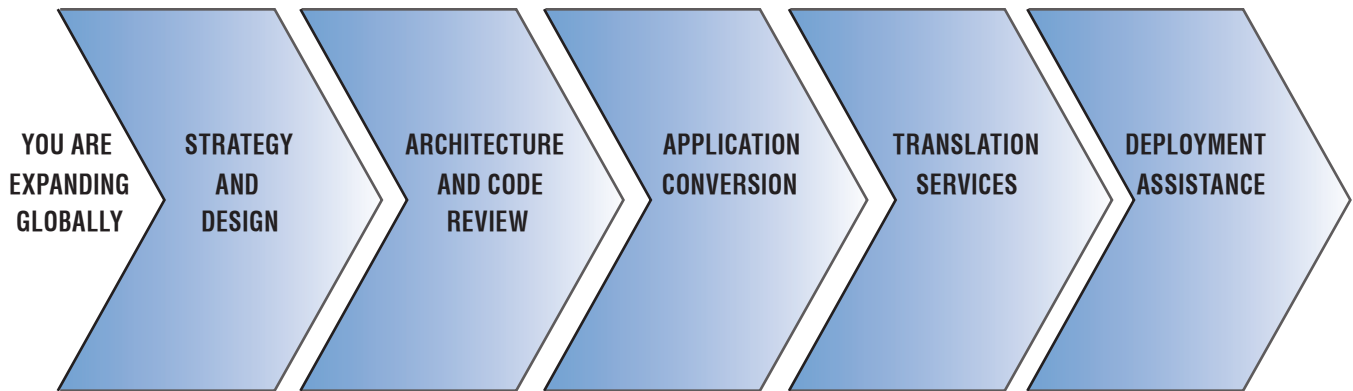
Services Solutions

IBM Globalization Software Services will build business solutions from business needs by:

- Reducing the time and the costs of entering new international markets by developing solutions that apply easily to new IT environments
- Decreasing project, translation and training costs by leveraging IBM's Globalization experts, assets, tools and processes
- Leveraging proven best practices and real-world lessons learned to solve business problems quickly
- Creating opportunities to gain a significant competitive advantage

IBM is uniquely qualified to assist you no matter where you are in the Globalization process. We offer decades of experience and a wide breadth of services ranging from strategy and design, to application programming and testing, to education and deployment.

Not Sure How to Globalize? Let IBM Help You Create A Globalization Strategy That Fits Your Specific Needs



Typical Activities

The following activities will be customized to fit your Globalization needs. Our Globalization experts will:

- Conduct a global design and strategy workshop to determine a full Globalization process
- Review existing architecture and code to improve translation capabilities
- Establish Globalization standards and best practices
- Convert your current applications to provide multi-lingual support
- Include or enhance software Globalization education
- Address development requirements for solutions
- Supply translation and translation test services
- Provide deployment assistance

Deliverables

Based on these activities, Globalization experts will provide the following:

- Global, tactical and strategic recommendations and project plans
- An Assessment Summary Report
- Translation of your website, documentation or audio-visual materials
- Global-ready applications and code
- Valuable global knowledge transfer including broad concepts that emphasize high-impact Globalization issues

Duration

Timeframes for these services are customizable and will vary depending upon your specific needs.

Contact Us

To learn more about Globalization Software Services or to contact a Globalization Services Sales Representative near you, please visit www.ibm.com/software/globalization.

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