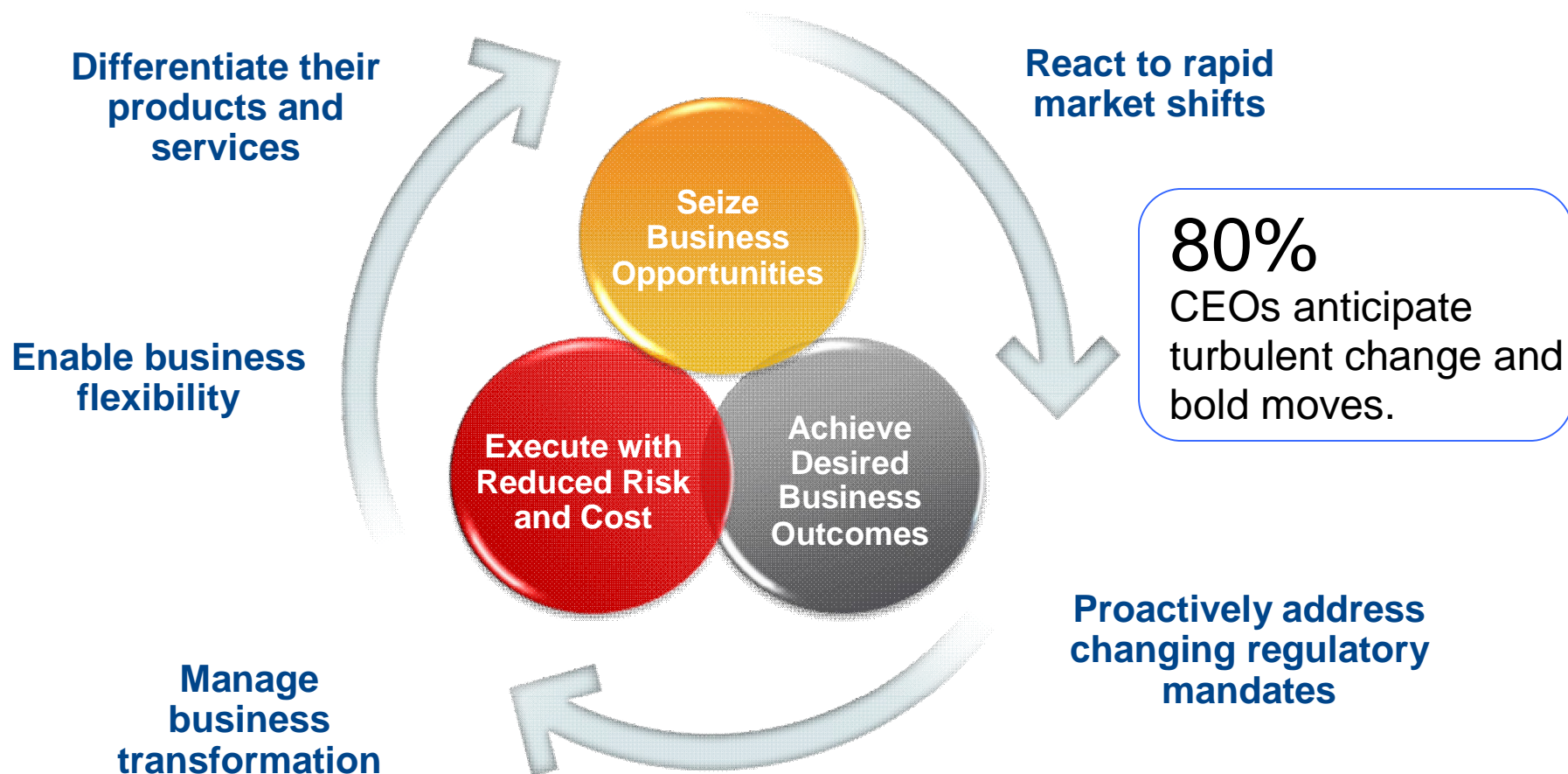

Moving your workloads to cloud using Integrated Service Management



Today's businesses face unparalleled rate of change along with requirement for increased business agility



* Source: IBM CEO Study

Cloud computing helps business and IT address rate of change while driving innovation

Cloud allows business to:

Improve security and compliance control posture

Embrace new business opportunities while maintaining control and mitigating risk.

Improve speed and dexterity

Speed the delivery of new offerings and services by creating new models of self-service and deployment.

Deliver IT without boundaries

Implement new systems and management processes that simplify access to information in order to deliver better business outcomes.

Create new business value

Empower internal and external communities to define and create new offerings and services.



Why deploy clouds on larger, scale-up servers like System z?



Higher Utilization

- Up to 100% CPU utilization
- “Shared everything” architecture
- Host thousands of mixed workloads



More Efficient Data Center

- Less power and cooling
- Less floor space
- Fewer parts to manage



Increased Productivity

- Efficient, rapid provisioning
- Superior workload management
- Fewer parts to manage



Greater Reliability, Availability

- Built-in hardware redundancy
- Decades of RAS innovation
- Capacity and Backup on Demand

System z has had Cloud Computing capability supplying business flexibility for years

System z supplies all components necessary to deliver cloud today

Workload Management

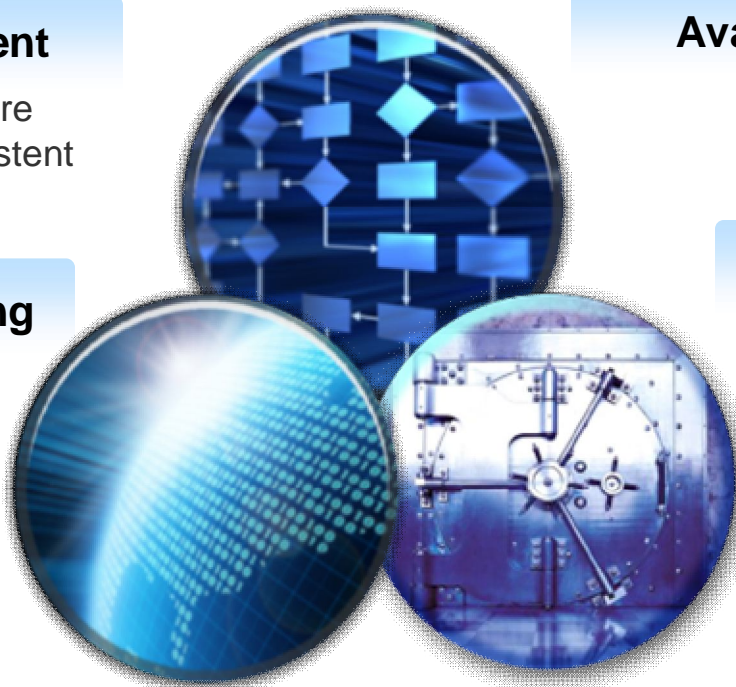
Manage cloud infrastructure capacity requirements consistent with business policies

Transaction Processing

Support integration of cloud with mission critical OLTP applications

Scalability

Scale vertically with zOS and LPAR and horizontally with zLinux and zVM coupled with Workload Manager



Availability and Provisioning

Automation for deploying Virtual Machines and recovery applications including DR

Security and Compliance

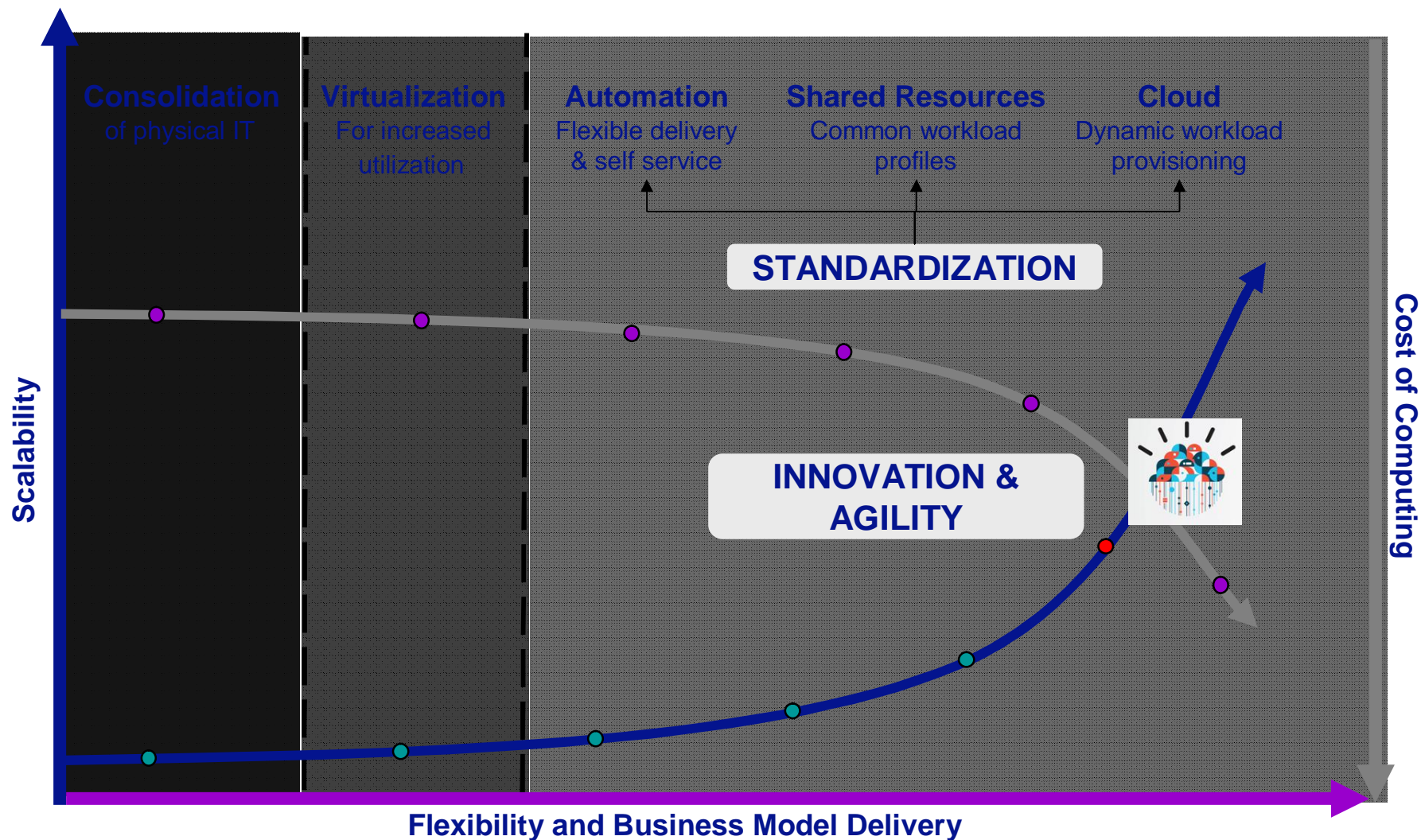
System Z Security provides fine grained controls with hardware encryption and isolation

Auditing and Metrics

Workload based accounting and metering to support capacity planning and chargeback to LOB

Obtaining the full benefits of cloud

Movement to standardized infrastructure is driving greater automation and optimization



Cloud computing services from IBM are delivering measurable results and addressing IT infrastructure challenges



Improve IT delivery speed and agility

Deliver IT without boundaries

Create new business value

However, Cloud is not without its challenges...

After all, IT has been trying to automate service delivery from the start...



Bottom Line:

- Virtualization good starting point but not sufficient
- Requires intelligent platform and QOS that z provides

Cloud Requires

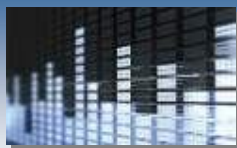
- ✓ Full **service lifecycle management**, not just provisioning of resources
- ✓ Seamless collaboration & workflow **across Service Design and Service Operations.**
- ✓ Interoperability of infrastructure, tools & delivery models as **automated system.**

Integrated Service Management delivers the value of Cloud on z

- Maximize utilization from automating and deploying workloads in a cloud
- Achieve greater efficiency with standardized, simplified resource allocation and monitoring
- Increase availability based on analytics for improved customer satisfaction
- Operate workloads securely across Enterprise Businesses
- Improve ROI with tracking and billing based on workload usage



Discovery



Monitoring



Security



Provisioning



Accounting

IBM's Cloud Service Delivery Platform gives organizations the Visibility. Control. Automation.™ needed for cloud...



VISIBILITY



Visibility: Track cloud service levels & performance, and predict cloud problems before clients are impacted.



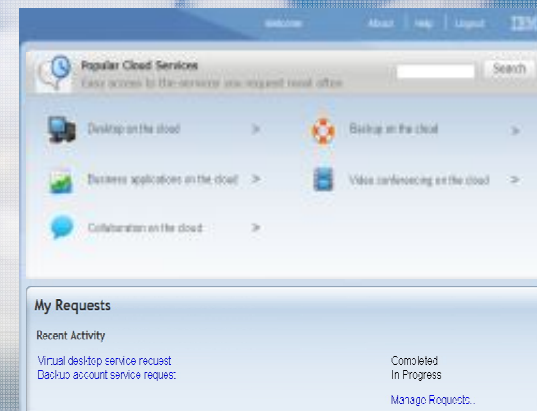
CONTROL

Service	Units	Rate	Charge
Wire Transfer	16,000.00	0.000000	17,260.00
Total International Banking Charges			17,260.00
ATM Transaction	62,000.00	0.027620	1,714.92
Credit Card Transaction	402,000.00	0.000000	20,100.00
Electronic Deposit	111,000.00	0.000000	36,000.00
Online Electronic Payments	35,000.00	0.000000	11,200.00
Telephone Transaction	81,000.00	0.000000	26,386.50
Total Global Consumer Charges			106,711.42
Cash and Collection	20,000.00	0.000000	14,000.00
Source Rate - Branch Common	7,400.00	1.980000	14,753.20
Total Cash Management Charges			28,753.20
Commercial Loan	11,000.00	0.000000	20,940.00
Overnight	1,600.00	0.000000	3,200.00
Total Loan and Credit Charges			24,140.00
Refund	11,000.00	0.000000	1,000.00
Total Issuing Charges			1,000.00
Total for AA - Northern California Branch Operations			186,236.41

Control: Manage compliance and costs through effective cloud policy enforcement and service reporting.



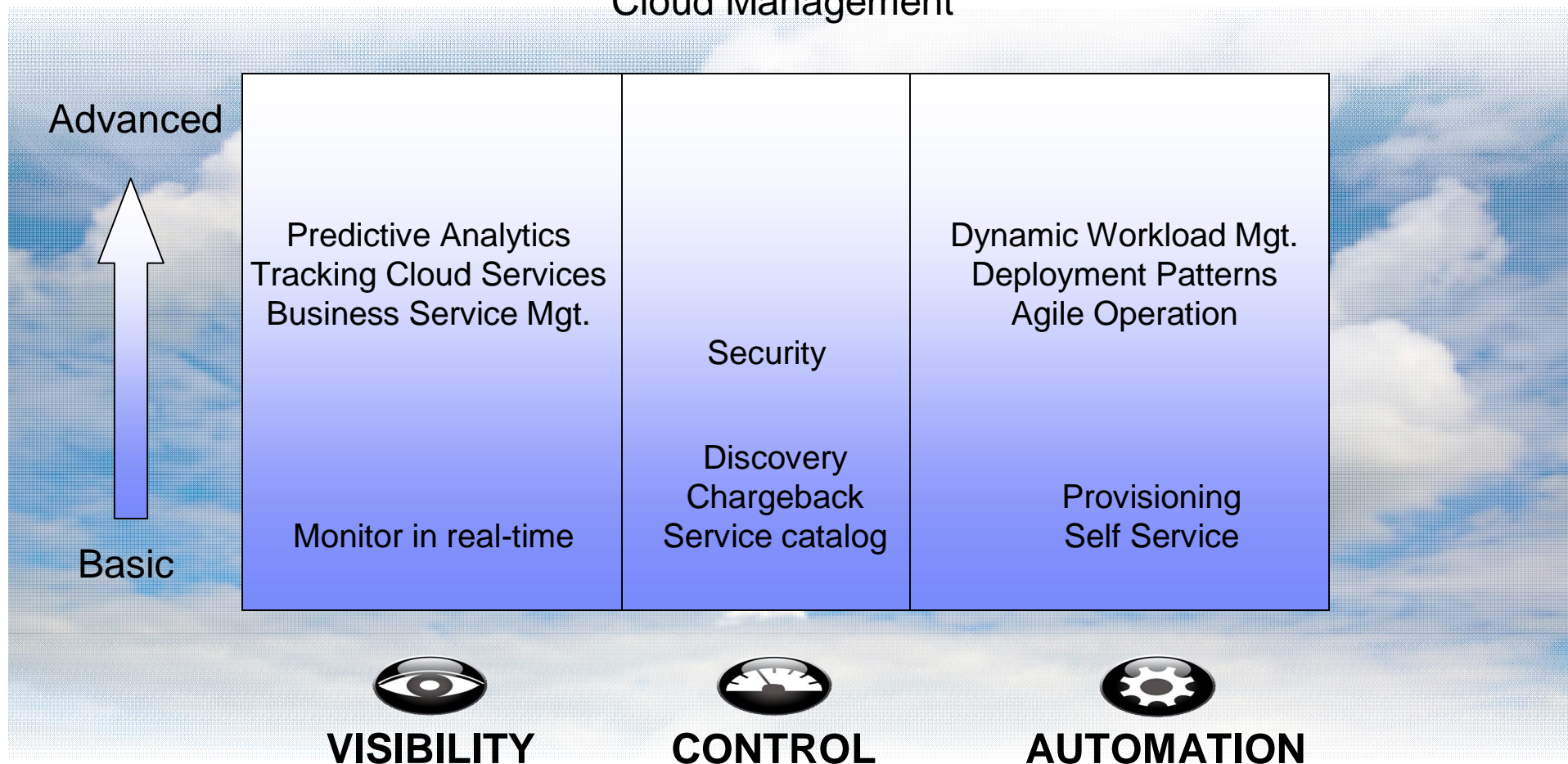
AUTOMATION



Automation: Enable user self service while improving productivity and time to market for cloud services.

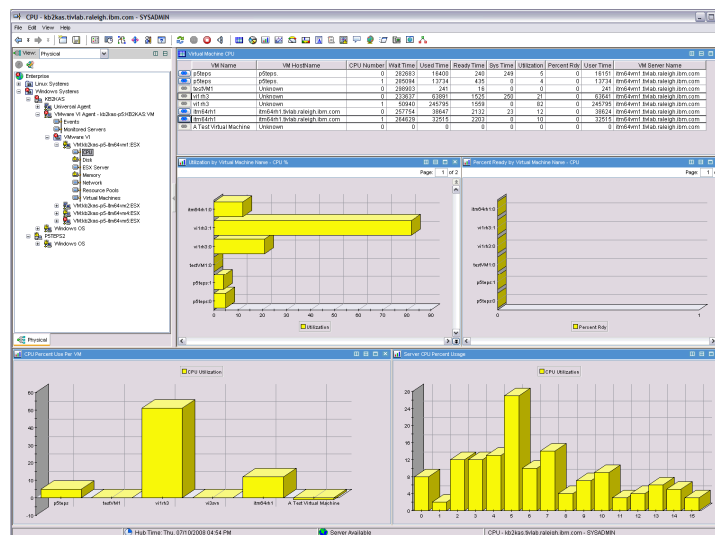
Driving cloud ROI using advanced cloud management capabilities

Cloud Management





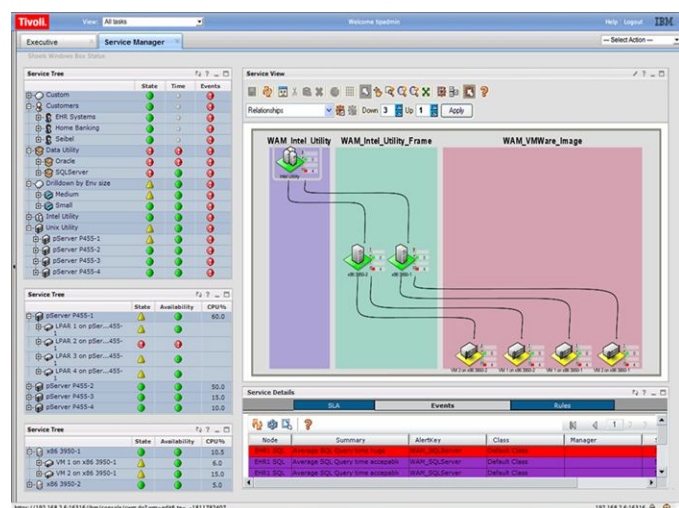
Visibility to cloud servers through real-time monitoring



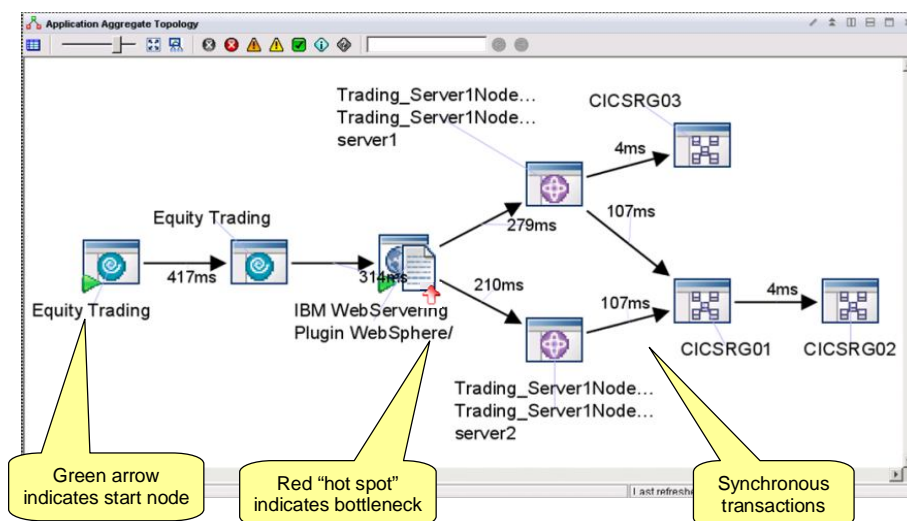
- Collect key performance and availability metrics.
 - Application, VM, virtual network, virtual storage I/O and other metrics
- Receive real-time proactive & predictive alerts
 - Side-by-side and historical data to identify problems quickly
- Warehouse data and report on current and future trends
 - Identify resource bottlenecks, plan for future capacity needs, and optimize resource performance

Visibility at the business level leveraging detailed views

Business Service Management



Detailed transaction view



- Visualize physical & logical partitions and physical & virtual machines
- See service-impacting root cause events for prioritized response

- Agentless tracking for public and hybrid clouds, zLinux agent for clouds on z
- Ability to monitor and alert on SOA SLA policies defined in WebSphere
- Integrated response time and tracking



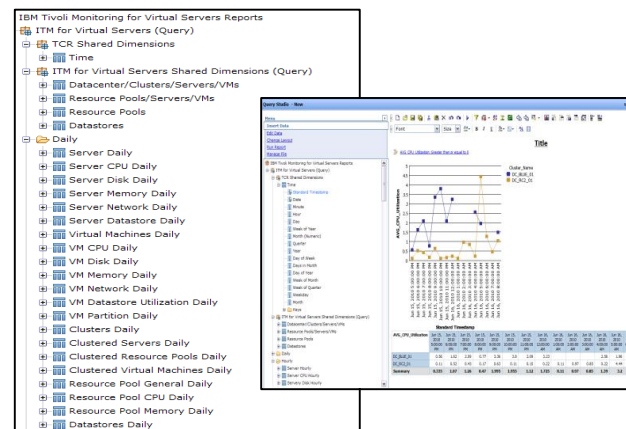
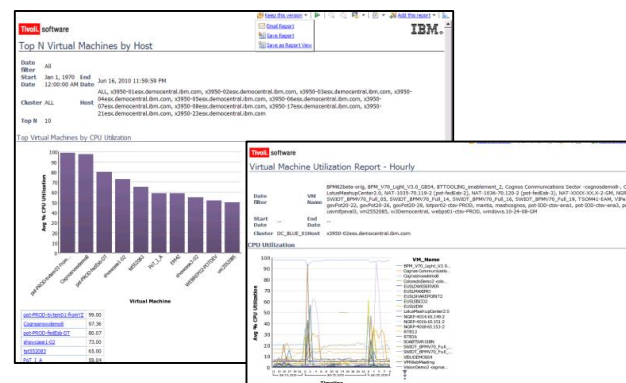
Visibility through analytics to enable capacity planning and optimization of cloud & virtual environments

Capabilities Include

- What-If Analysis for Workload Placement
- Performance Trends and Resource Forecasts
- Workload Right Sizing and Balancing

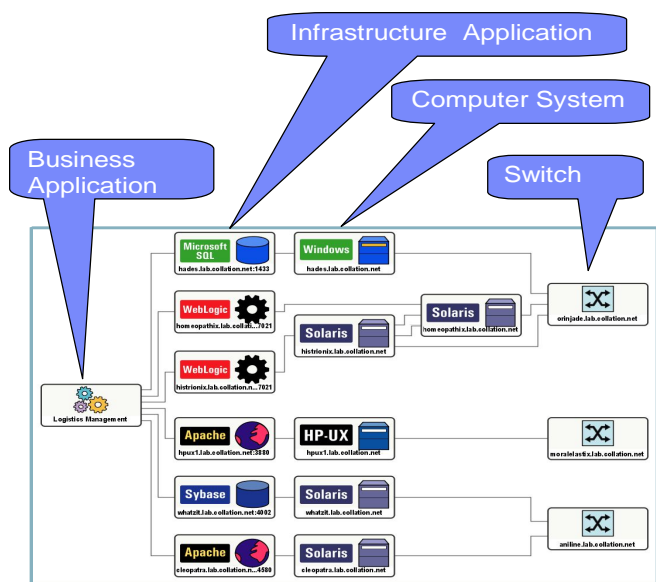
Allowing you to

- Perform virtual machine right sizing - adjust the allocated computing resources to levels needed for the virtual machine by understanding real usage of computing resources over time
- Determine how many more customers or virtual machines can be serviced with existing resources
- Predict physical and virtual resource capacity bottlenecks



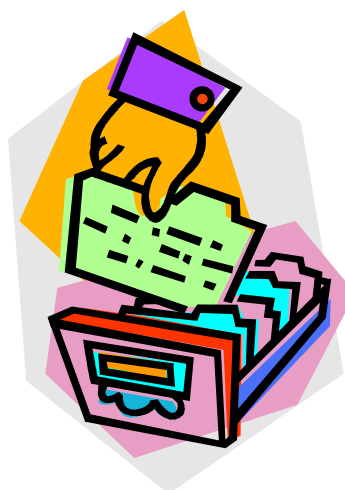
Control the cloud environment and services

Discover



- Understand what you have
- Discovery application relationships/dependencies
- Determine if it is compliant

Service Catalog



- Single repository for all cloud services
- Insure delivery of standard services to avoid virtual server sprawl

Chargeback



- Control supply by charging for services
- Determine service rates based on service costs and real usage
- Provide service usage and enable billing



Control cloud security

- Deploy a security strategy that smoothly integrates into the fabric of the cloud
- Consider... one size does not fit all, different cloud workloads have different risk profiles



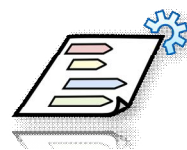
Access and Identity

Need to leverage a combination of extensive internal policies



Data and Information

Apply data protection to information when possible



Release Management

Implement strong polices for management of virtual images and software within it's environment



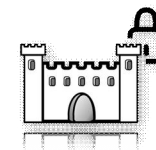
Security Event Information Management

Provide the functions for security event and information management



Physical Security

Need to apply security to data centers such as CCTV, 24/7 physical security biometrics, etc.



Threat and Vulnerability Management

Leverage managed services and tolling for best of breed solutions



Control in cloud will require security to address reliability and compliance

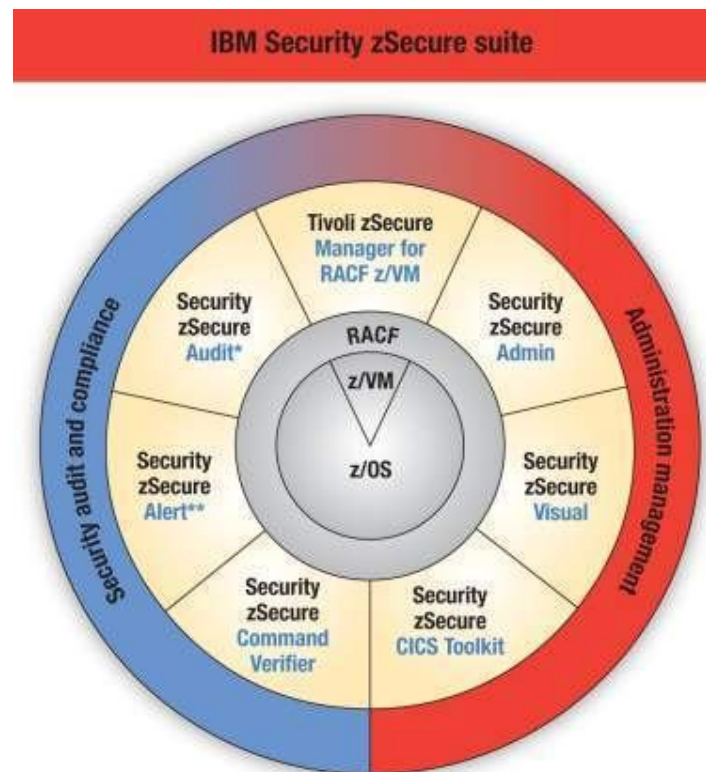
- Enforce security policy compliance and reduce security vulnerabilities
- Centrally manage and protect access to applications, business services, infrastructure, and data across server, storage and network
- Leverage the mainframe as your Enterprise Security Hub for cross-platform security

Tivoli zSecure suite

- Cost-effective security administration, security policy enforcement, automated auditing and compliance to detect threats and reduce risk

Tivoli Key Lifecycle Manager

- Protect data encrypted on server and storage
- Supports all latest system Z centric storage
- Supports all system Z hardware crypto

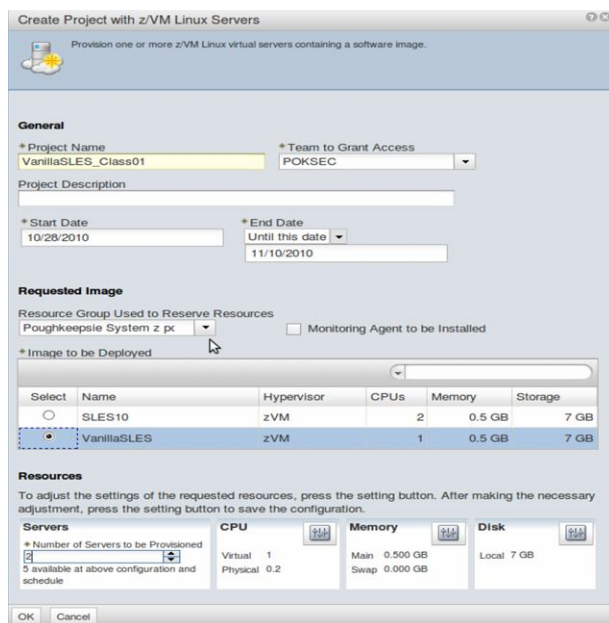


*Also available for ACF2™ and Top Secret®

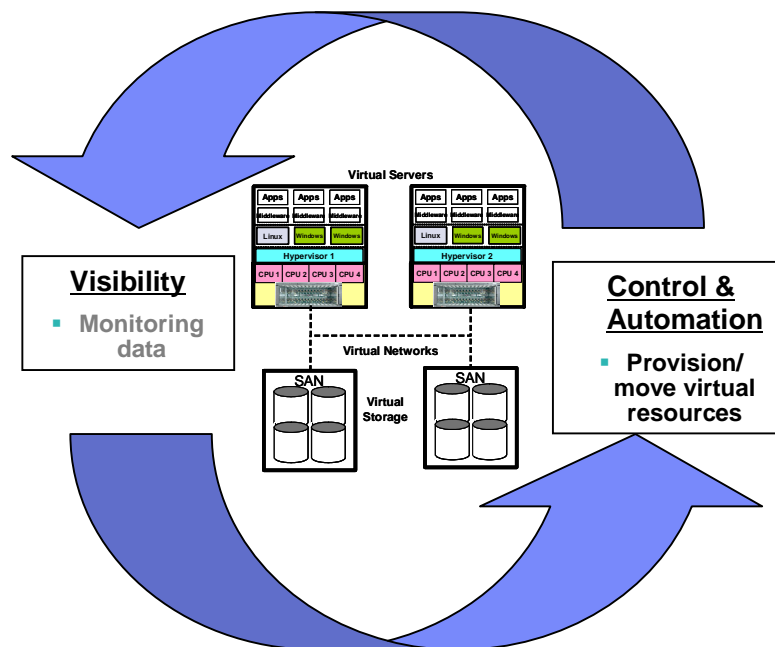
**Also available for ACF2

Automation of service provisioning and enable self service

Self Serve Portal



Automated Provisioning



- Self serve web portal allows users to request services from a service catalog
- Automate approval workflows and provide visibility to status
- When service no longer needed de-provision resources and return to pool

- Coordinate and manage virtual resource provisioning from a centralized manager
- Increased HW utilization and decreased energy consumption

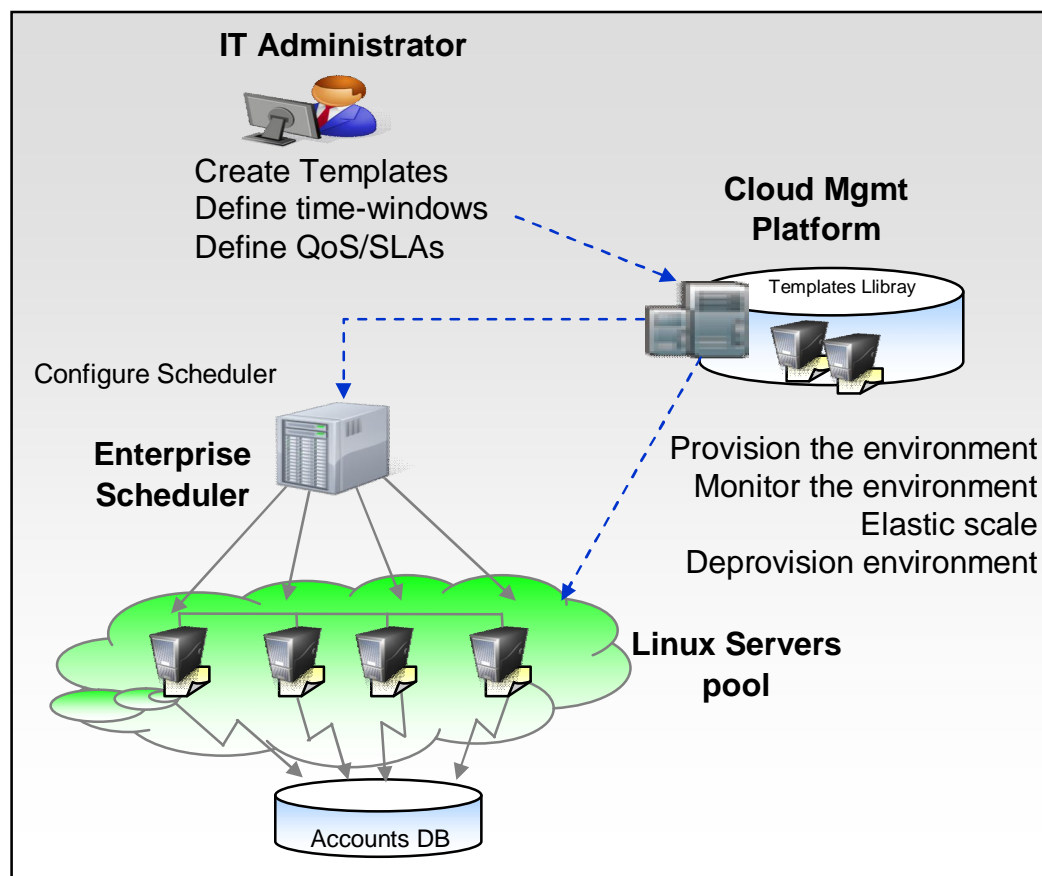
Automation for cloud based dynamic workload management

Scenarios

- Every month-end a Bank needs to create a set of Reports. Reporting application runs on a Linux servers pool that should be created on month-end and released after its usage
- Reports for private-banking accounts must be delivered by 8:00 AM; in case of potential delays, customer wants the environment to be automatically boosted to meet this SLA

Business benefits

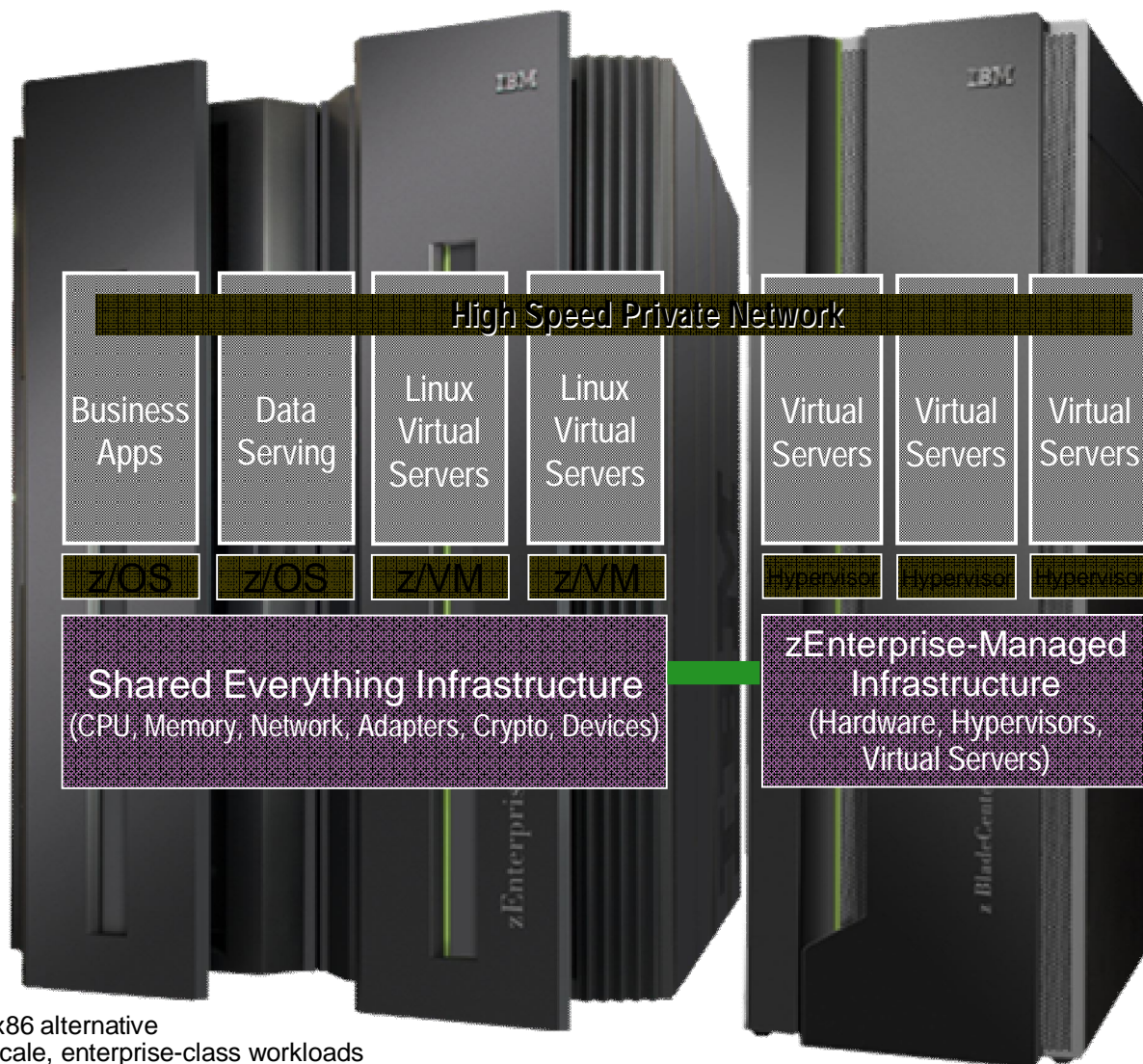
- Reduce investments and effort, through simple provisioning and release of workload automation resources
- Simplify the lifecycle management of a “batch-ready” execution environment
- Reduce energy costs



IBM zEnterprise for IT Optimization, Consolidation, Cloud Computing

The “graduate” level capabilities in Cloud computing

- Consolidate even more with zEnterprise IFLs: up to 60% faster at 33% lower price
- Increase energy savings as you scale, up to 75% ⁽¹⁾
- Spend up to 70% less on acquisition costs ⁽²⁾ and boost staff productivity by up to 70% ⁽³⁾ compared to virtualized x86 alternatives
- Incorporate IBM POWER® and System x technologies for unparalleled levels of workload optimization
- Manage and govern the integrated environment to deliver superior business results at a lower cost

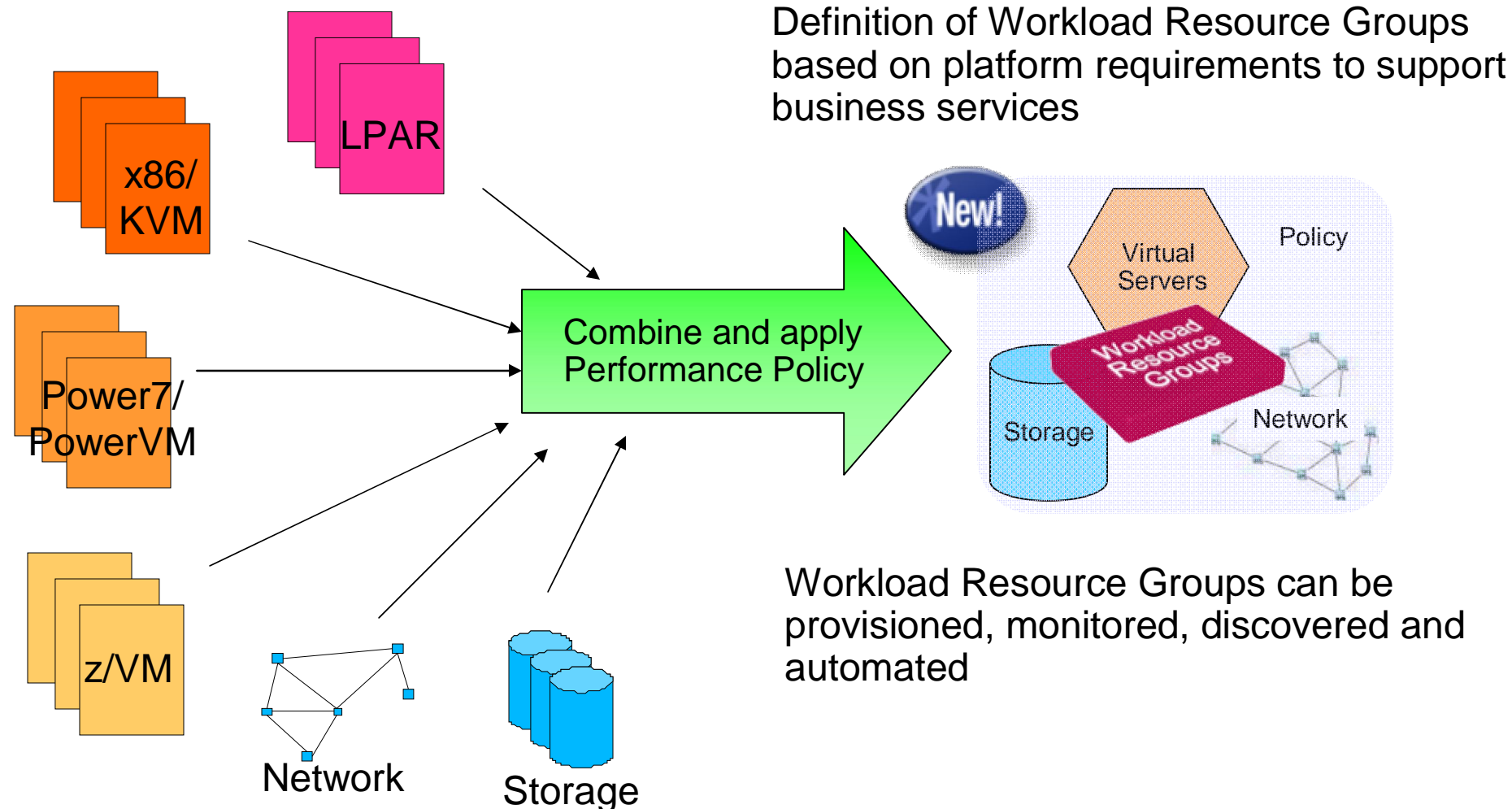


(1) Based on zEnterprise comparison to virtualized x86 alternative

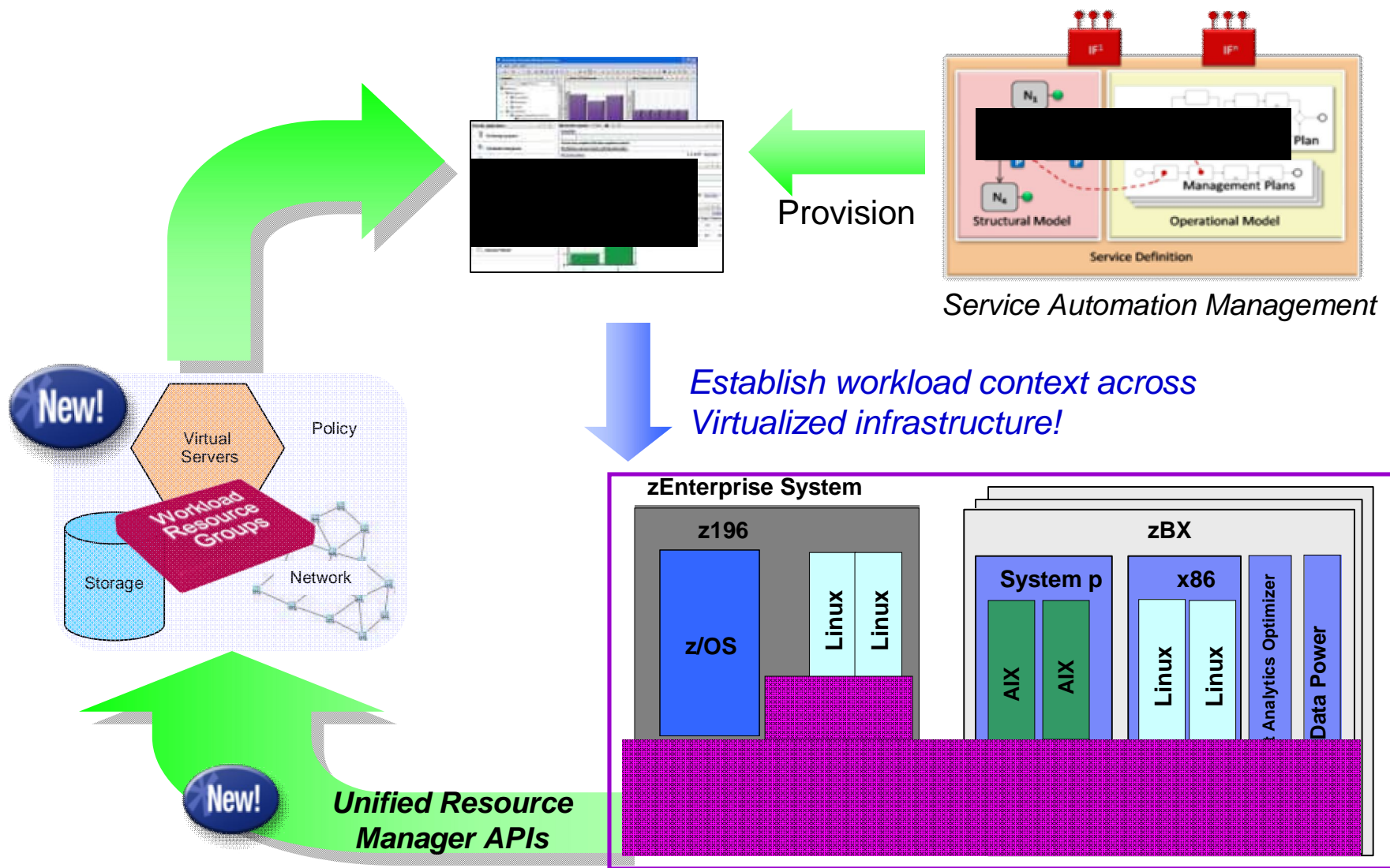
(2) Based on three-year acquisition costs for large-scale, enterprise-class workloads

(3) Based on life-cycle management testing of large-scale virtual server environment conducted by IBM

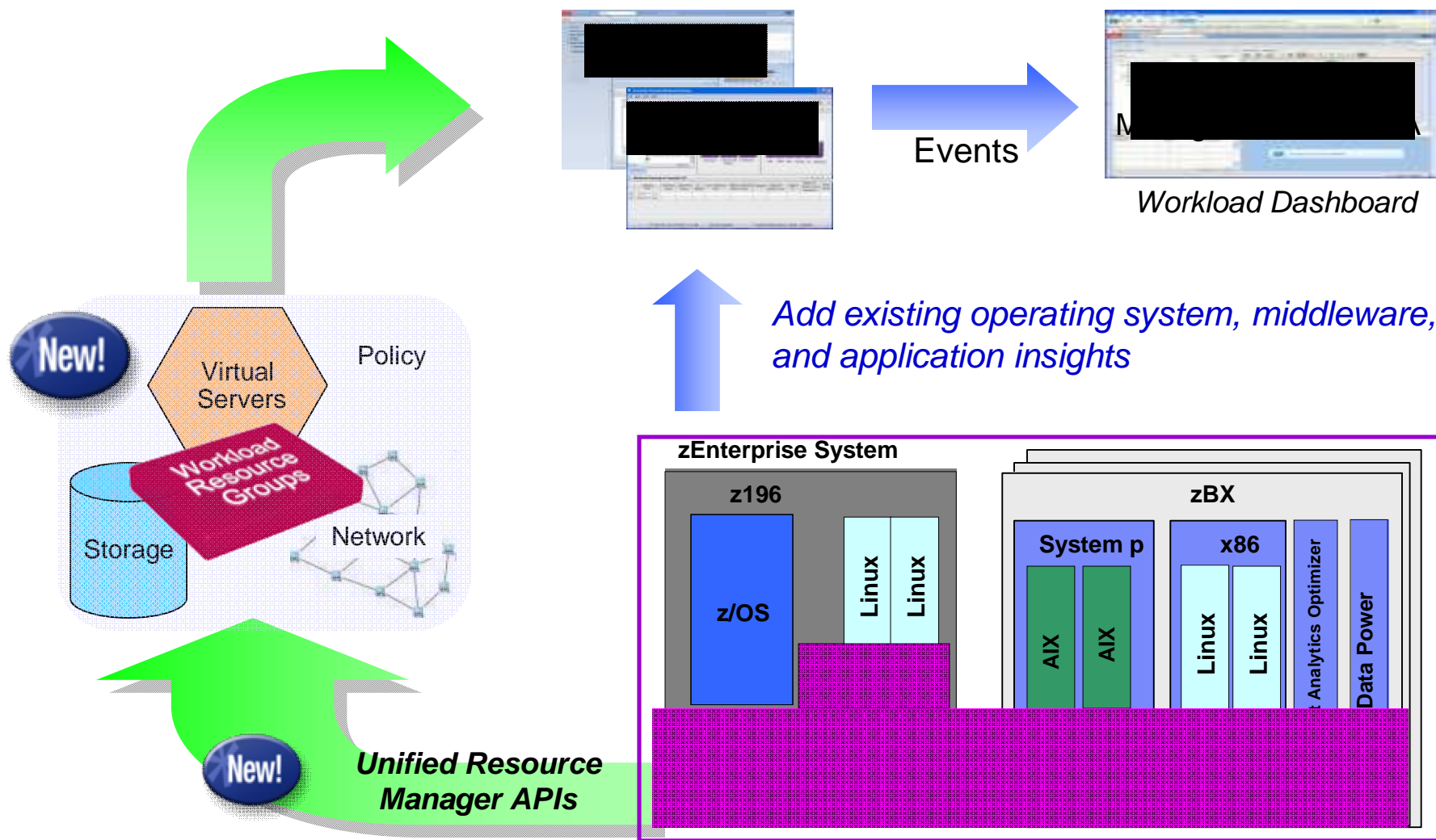
Workload Resource Groups moves management to the business level versus resources and components



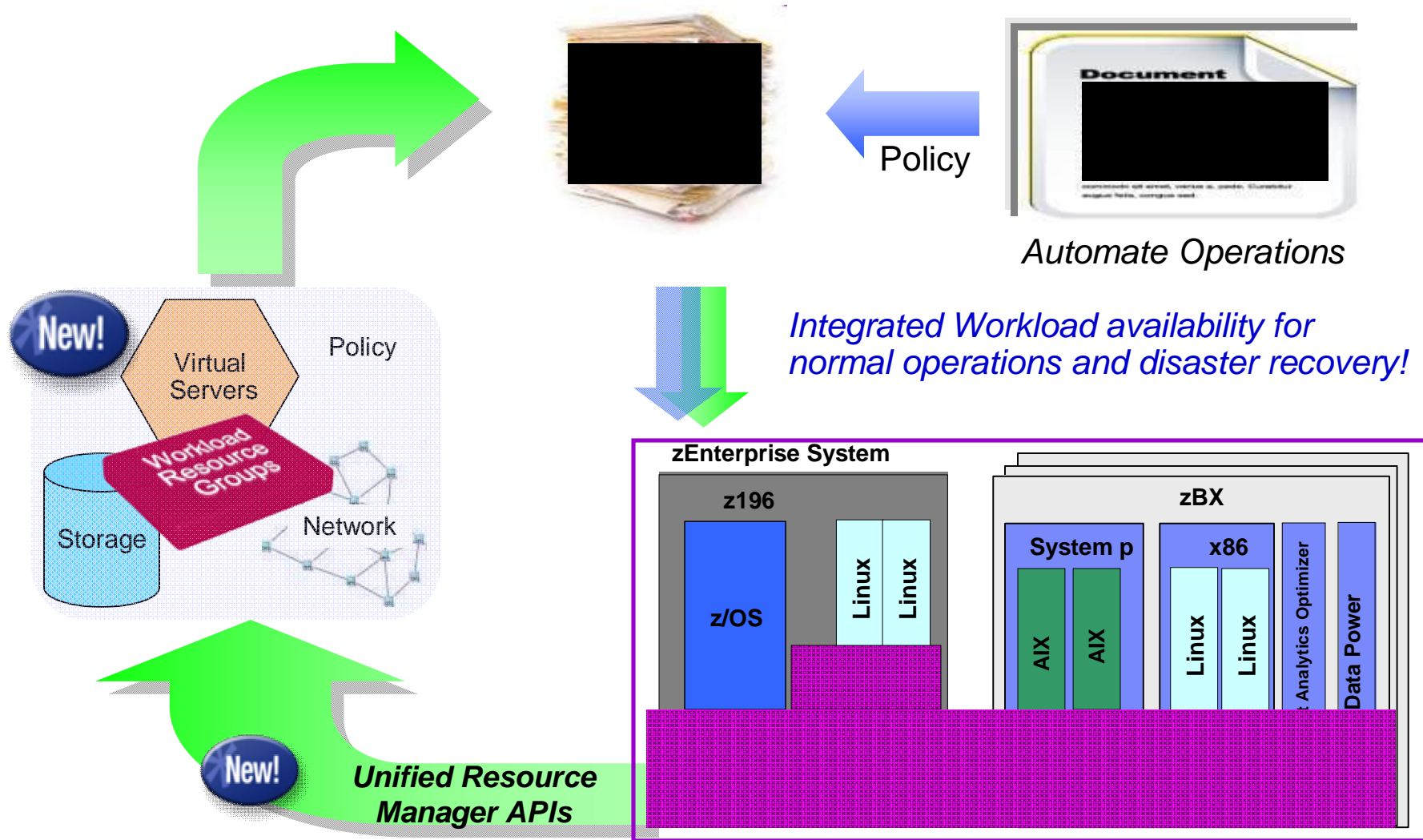
Provision the Cloud across heterogeneous resource groups



Track and manage Workload Resource Groups across zEnterprise



Leverage automation to ensure availability of Workload Resource Groups and Business Services



Emerging successful cloud adoption patterns for both beginning and progressing cloud initiatives:

Cloud Enabled Data Center

Cut expense, manage complexity and drive standardization

Integrated service management, automation, provisioning, and self service

Cloud Platform Services

Accelerate time to market

Integrated stack of middleware optimized for automated deployment and management of heterogeneous workloads that dynamically adjusts

Cloud Service Provider

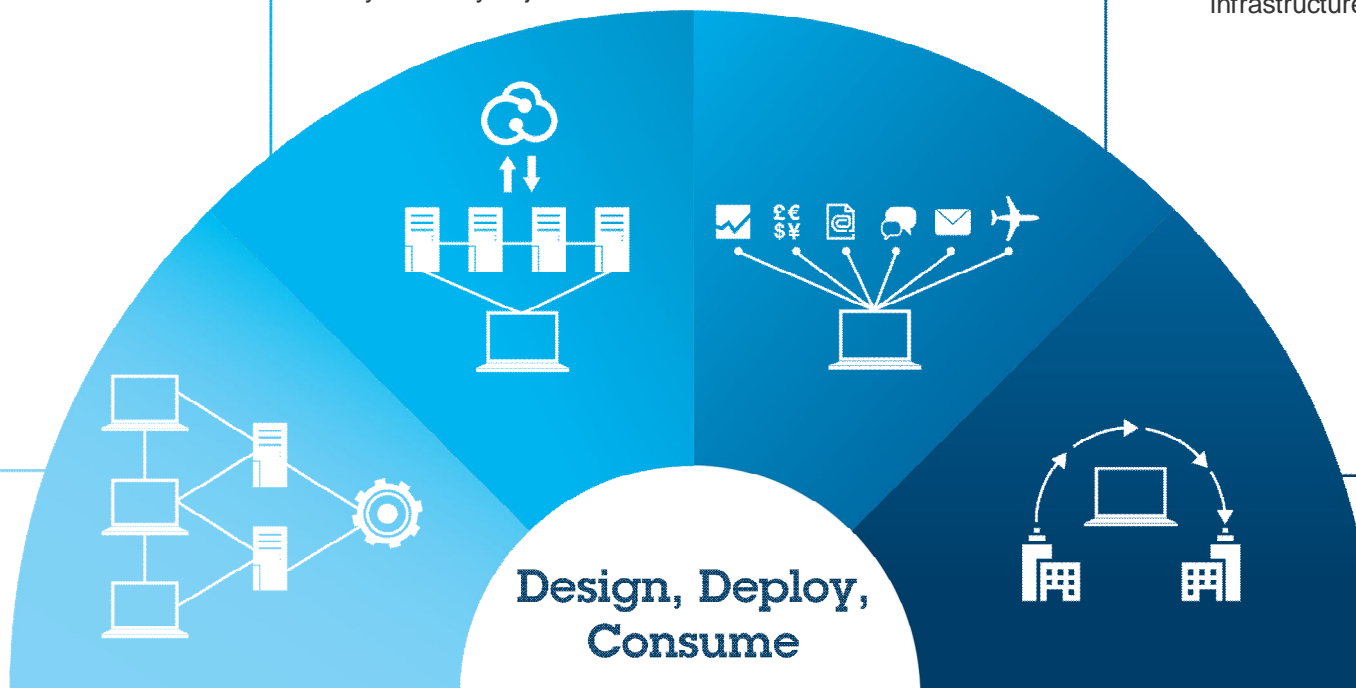
Innovate business models

Advanced, reliable, highly secure and scalable platform for creating, managing, and monetizing cloud services

Business and IT as a Service

Immediate Access, Immediate Value

Capabilities provided to consumers for using a provider's applications running on a cloud infrastructure



Universita di Bari

Innovative Cloud Solutions

Wine Market

Support for 60 wineries to determine demand and get best market price

Fish Market

Electronic fish auction for fishermen while on boats

MoniCA

Logistics solution tracks and collects data real time

**Solution Edition
for Cloud
Computing**



Solve community challenges



BENEFITS to Clients

Cloud computing allows multiple organizations to tap into heavy-duty computing power at minimal cost.

It lowers the barrier for local businesses to benefit from this technology.

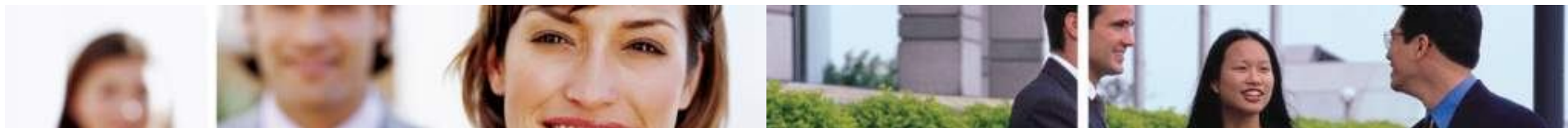


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