



Quarterly DB2 and Business Intelligence Business Partner Conference Call

Shawn James

Americas Data Management Channels Marketing

July 10, 2002

IBM Software Group



Agenda

- Welcome / Introduction / Key News Bulletins
 - ▶ Shawn James
- Start Now Solutions Proven
 - ▶ Marty Voshell, Americas Channel Marketing, Solutions Proven
- Business Partner Education Update
 - ▶ Bonnie Endicott, PWSW, Business Partner Education
- Quick Proposals and Technical Support
 - ▶ Mary Kimbrough, PWSW, NA Technical Support Program Manager
- Harmony Products that drive more revenue
 - ▶ Colleen Campbell, PartnerWorld for Software, Program Manager

Replay available

- If you are unable to attend the call, a recorded version will be available for 30 days.
- Replay Number: 1-800-408-3053 or 416 695-5800
- Passcode: 119 8197

DB2 Trends and Directions

- ▶ What's in store for DB2 Universal Database on the distributed platform? If you missed the webcast and conference call on June 18th, don't miss the opportunity to listen to the replay. This session will explore the new technology that will be introduced into the DB2 product, and how customers and Business Partners will be able to take advantage of these features.
- ▶ You'll hear topics including:
 - ▶ A sneak preview of new technology that will be introduced to DB2
 - ▶ Enhanced database administration
 - ▶ Business Intelligence features
 - ▶ New SQL features
 - ▶ Online utilities
 - ▶ Improved Application Development
- ▶ Copy this URL into your browser:
<http://www.placeware.com/cc/informix/A?id=DB2%20UDB&pw=DB2%20UDB>
or go to <http://www.placeware.com/cc/informix>
- ▶ On the "Enter Meeting" page that appears, supply this information:
 - ▶ Your Name, company name, location and e-mail address
 - ▶ Meeting ID: DB2 UDB - Meeting Key: DB2 UDB
 - ▶ Click the "enter" button at the bottom of the page.

Announcing: TEST DRIVE Program

- Proof of concept program
- Great follow on "closing" tactic to initial Data Management marketing program
- Reduces customer risk and Business Partner risk
- Demonstrate solution on customer's system with their data
- Use IBM Not for Resale (NFR) software
- Reimburses Business Partner up to \$2K USD for 4 person days
- Go to ibm.com/software/data/channels for full details

Redbook CD ROM Available

- Receive a complimentary Data Management Redbook CD
- Contains over 100 IBM Data Management Redbooks on
 - ▶ DB2
 - ▶ Content Manager
 - ▶ Data Warehouse
 - ▶ z/OS
 - ▶ OS/390 and IMS and Tools
- Provides information on positioning, value guidance, installation, implementation experiences and step-by-step "how-to" guidelines.
- Sample code and other support materials often included.
- Order at: <http://www.ibm.com/db2/redbookcd>

Business Partner Feedback

- We welcome suggestions for topics you want to hear
- Tell us what you like and don't like about this call, our programs
- Forward feedback to Glenn Rogers at grogers@ca.ibm.com
or 905 316-6549