ZSeries e-business Executive Briefing Nomination Form

IBM specialists from Field Sales, Telesales and Business Partner firms can nominate, via the form below, the customers (by name) who they want to invite to the briefing. These nominations should be based on the customer meeting the nomination criteria which is defined below.

Nomination Criteria:
1. OS/390 / z/OS Customer
2. Decision-Maker (Power Sponsor) or Key Influencer (Sponsor) for the solutions covered in the briefing.
3. Evaluating acquisition of upgrading current hardware/software and/or implementing or re-engineering an e-business solution in 2001.
4. Identified S/390 opportunity identified in OMSYS or a S/390 opportunity which is being qualified by the IBM Team

To maximize the value of this briefing it will be beneficial to have multiple attendees representing various business areas (Information Technology, e-business Planning, Application Development, Database Management) within the same company.

Sales Rep Info:

First Name: _____

Last Name: _____

Title: _____

email address: _____

Phone #_____

Company Info:

Company Name: _____

Street Address: _____

City:_____

State/ Prov:_____

Zip / Postal Code:_____

Opportunity Info:

Revenue Opportunity: $ _____

Product/Solution:_____

OMSYS ID:_____

Customer Info:

First Name:_____

Last Name:_____

Title:_____

Responsibility: _____

email address: _____

Phone # _____

Comments: _____

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Briefing Info:

**Please select four topics which best address this customers business issues and interests.
(you will need to insure the scheduled times for the topics do not conflict with each other).
Once your customer is confirmed you will be asked to finalize their agenda.**

Briefing topics focused on deployment and management of e-business applications/systems
Suggested Audience: IT Management, IT Architects

__   1:00   Why Deploy e-business on   zSeries?
__   2:00   Managing e-business Network Service Levels
__   3:00   Integrating your e-business Systems
__   4:00   e-business and e-commerce Solutions for zSeries

Briefing topics focused on designing, building, and maintaining e-business applications/systems
Suggested Audience: AD Management, AD Architects, e-business Architects/Planners

__   1:00   Delivering Applications to the Web
__   2:00   Building and Web-Enabling CICS Applications
__   3:00   Application Development Topics I - Speed Development of e-business Applications
__   4:00   Application Development Topics II- New Enterprise Application Test and Debug Tools

Briefing topics focused on database strategy and database management
Suggested Audience: Database Management, Database Architects, Database Administrators

__   1:00   Web Enabling your Data
__   2:00   Turning Data into Business Intelligence
__   3:00   Enterprise Data Management Topics Part I - DB2 V7 Enhancements
__   4:00   Enterprise Data Management Topics Part II Data Management Tools

Please select one of the following briefing locations

__	Dallas	Thursday, April 26	Four Seasons Hotel
__	San Francisco	Monday, April 30	Airport Marriott Hotel
__	Detroit	Wednesday, May 2	The Townsend Hotel
__	Atlanta	Tuesday, May 10	Omni Hotel, CNN Center
__	Chicago	Thursday, May 24	The Westin- Michigan Ave.
__	Toronto	Thursday, May 31	Hotel Inter-Continental
__	New York City	Tuesday June 12	Le Parker Meridien