



6 Eylül 2012 Rixos Pera İstanbul

# Impact2012

Comes To You

## IBM WebSphere Software Strategy and IBM Cloud Solutions

**Richard Baird**

*Vice President, WebSphere Foundation Development*



# Technology is Reshaping Industries







**Who are your  
developers?**

**Anyone**

# Who can access your information?

A blurred crowd of business professionals in a bright, white environment, suggesting a busy office or conference setting. The people are dressed in business attire, and the overall scene is out of focus, emphasizing movement and a large group of individuals.

**Everyone**

# Where do transactions happen?

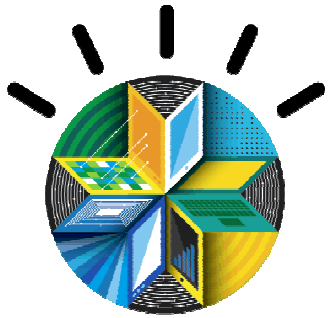
Everywhere

# Who is influencing your business?

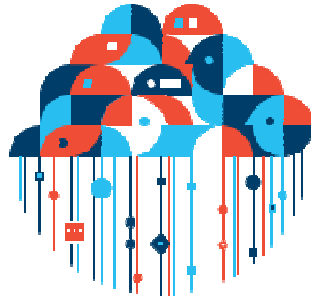


**Everyone**

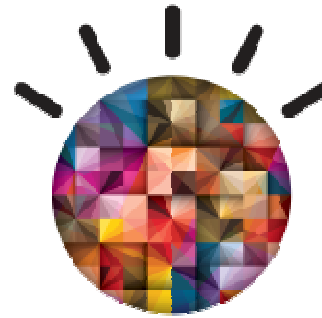
# These trends are changing entire industries



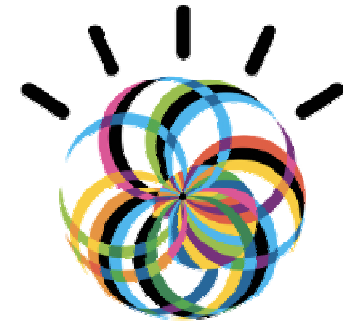
Mobile



Cloud



Big Data



Social





# Addressing them requires more than new engagements



## You Need:

- ▶ Reliability
- ▶ Integrity
- ▶ Integration
- ▶ Openness
- ▶ Scale
- ▶ Security





# Your workloads are not all created equally



# Build on a proven platform



**Extend. Transact. Optimize.**

# To extend to the world at large



**Partners**

**APIs**



**Cloud Services**



**Suppliers**

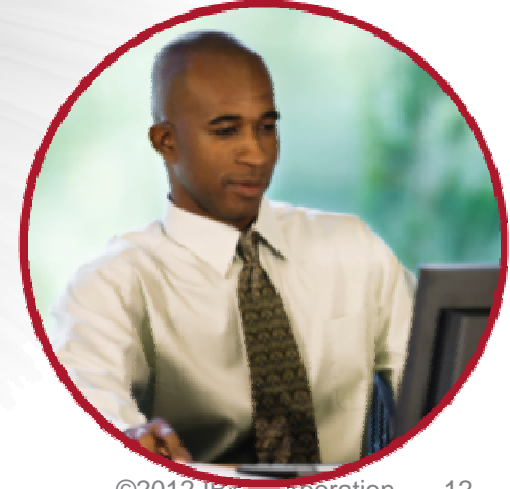
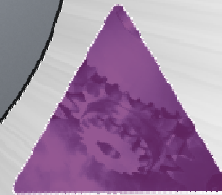


**Customers**

**Apps**



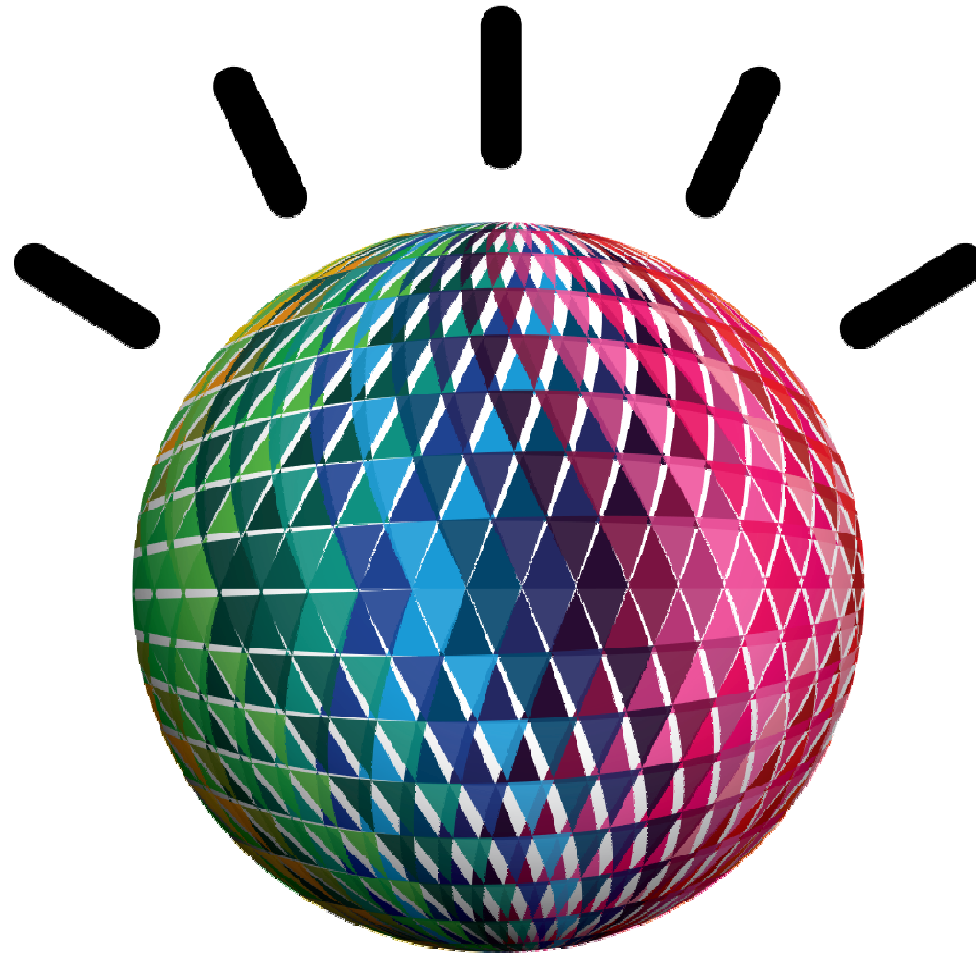
**Patterns**



**Developers**



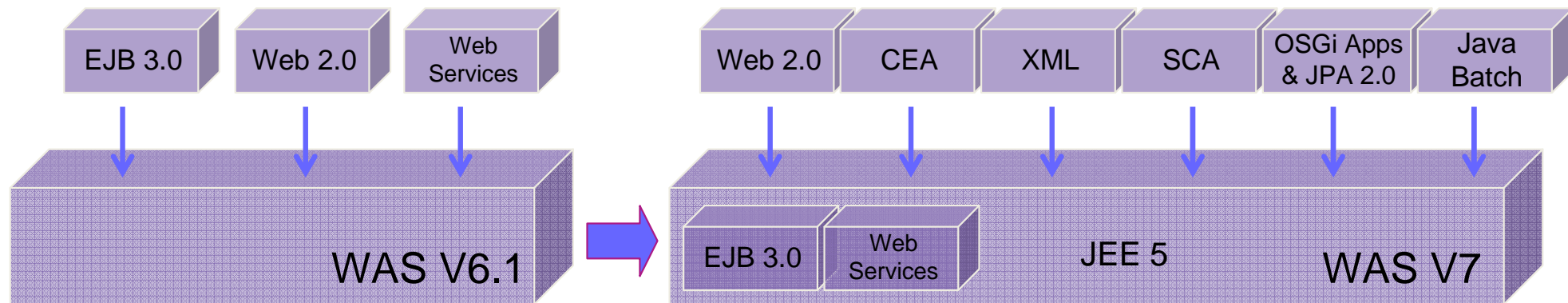
# Partnering to create a Smarter Planet



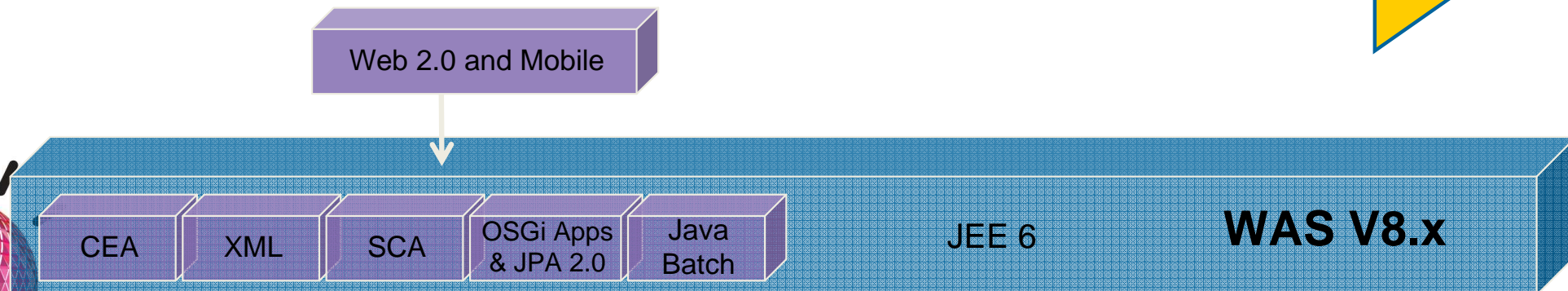
**Anything. Anyone. Everything. Everyone.**



# WebSphere Application Server – The Broadest Set of Integrated Standards-Based Programming Models

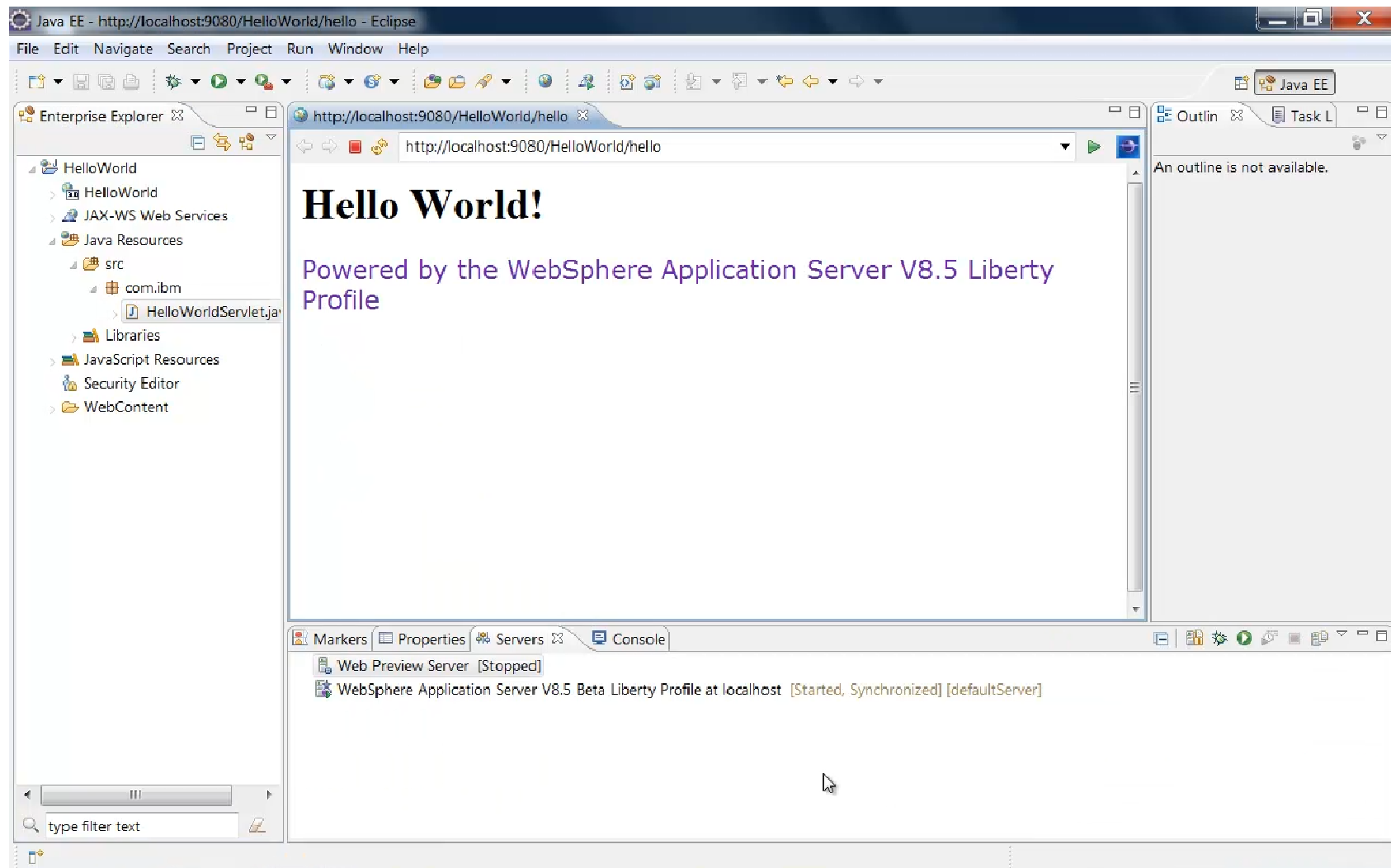


*As new technology evolves, so does WebSphere – Feature Packs enable you to selectively take advantage of new standards and features on the current release.*



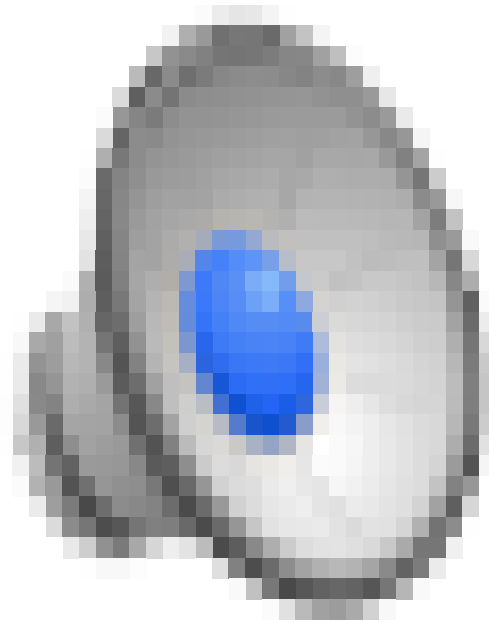


# WebSphere Application Server





## *WAS Liberty video*



Click here





# Garanti Bank - Direct Banking with WebSphere

MİLYONLARIN KALBİ BURADA TIKLIYOR

Toplam  
**429**

farklı işlem çeşidi  
(Bireysel + Kurumsal)

**750** BIN

Günlük ortalama  
login

Kurumsal  
**16**  
MİLYON

Aylık ortalama  
işlem sayısı

Bireysel  
**44**  
MİLYON

Aylık ortalama  
işlem sayısı

Aktif müşteri sayısı  
**2.200.823**

Garanti

İnternet Şubesi



Müşteri sayısı pazar payı \*

**%24**

\* TBB 1. çeyrek



Finansal işlem pazar payı \*

**%29**

\* TBB 1. çeyrek



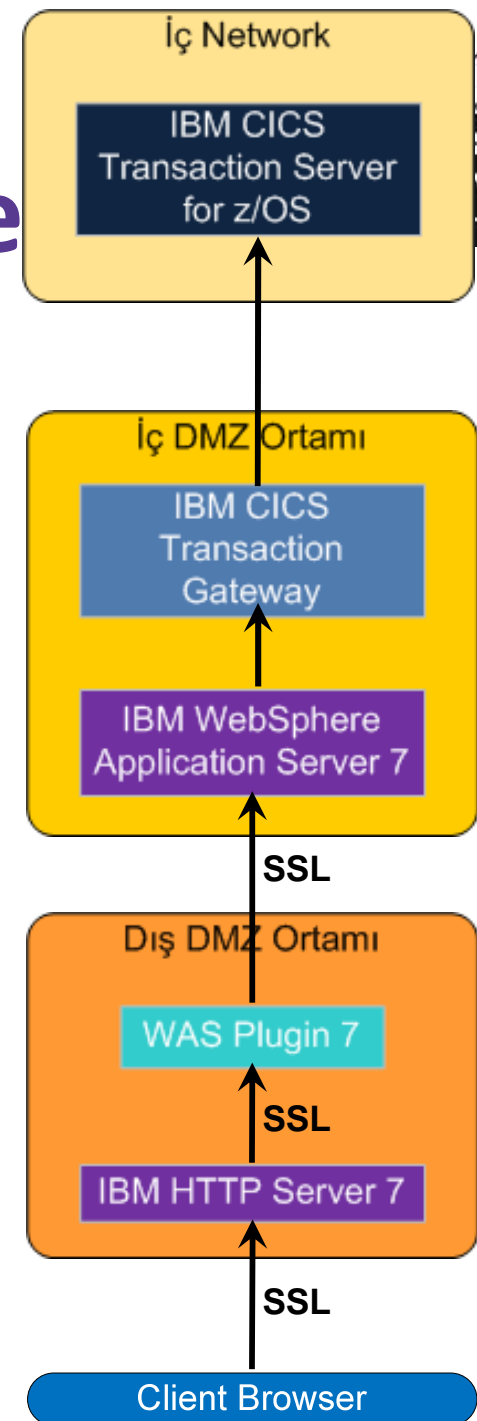
Ödemeler pazar payı \*

**%56**

\* TBB 1. çeyrek

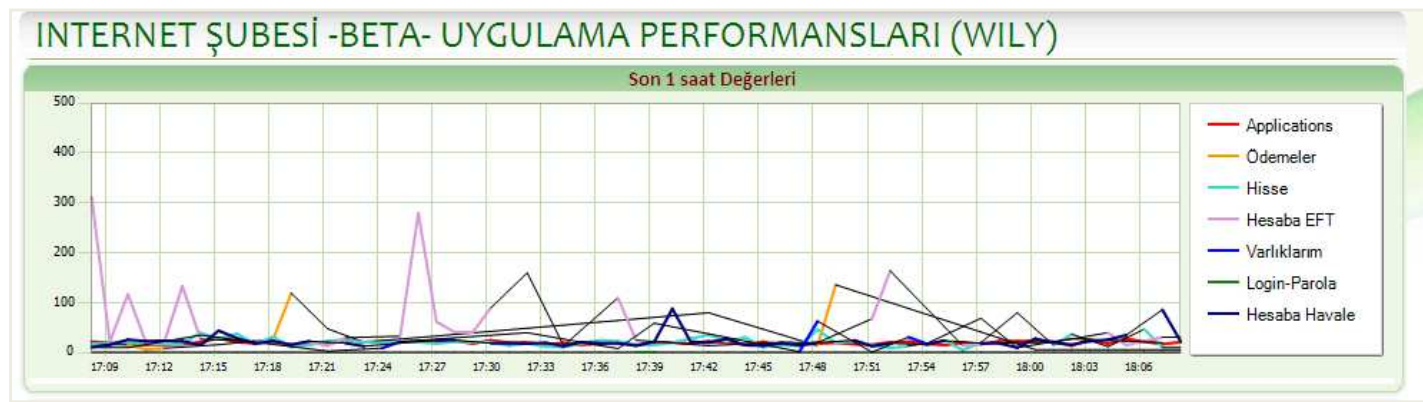
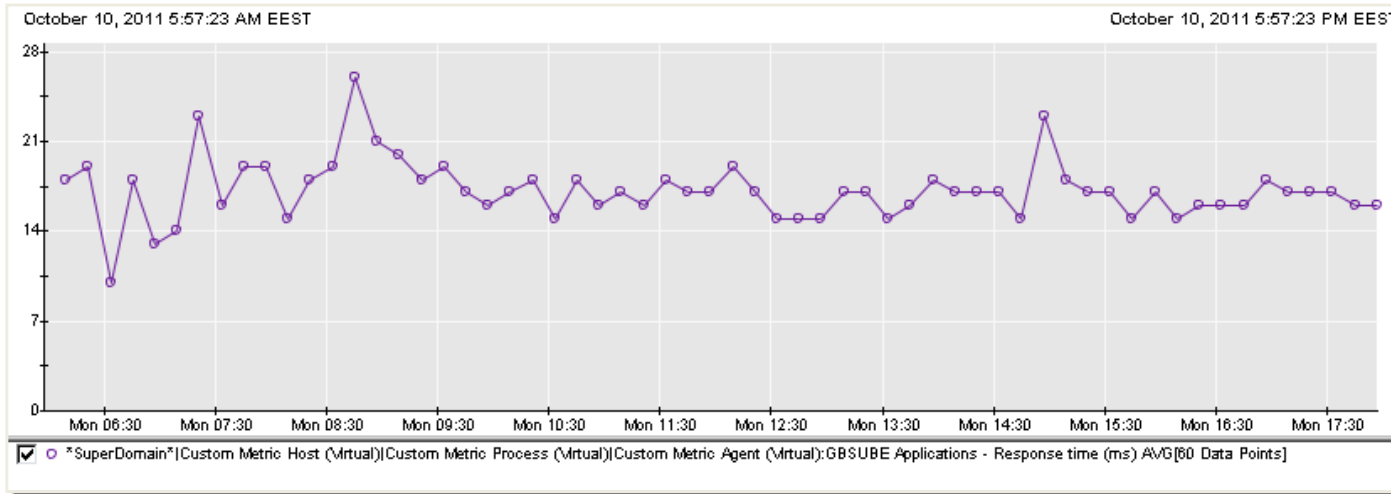
# Direct Banking with WebSphere

- End to End data security
- Authorization and Authentication with LDAP integration
- 3 Layer network isolation
- Using Security of IBM HTTP Server
- Using Security of IBM WebSphere Application Server



# Direct Banking with Websphere

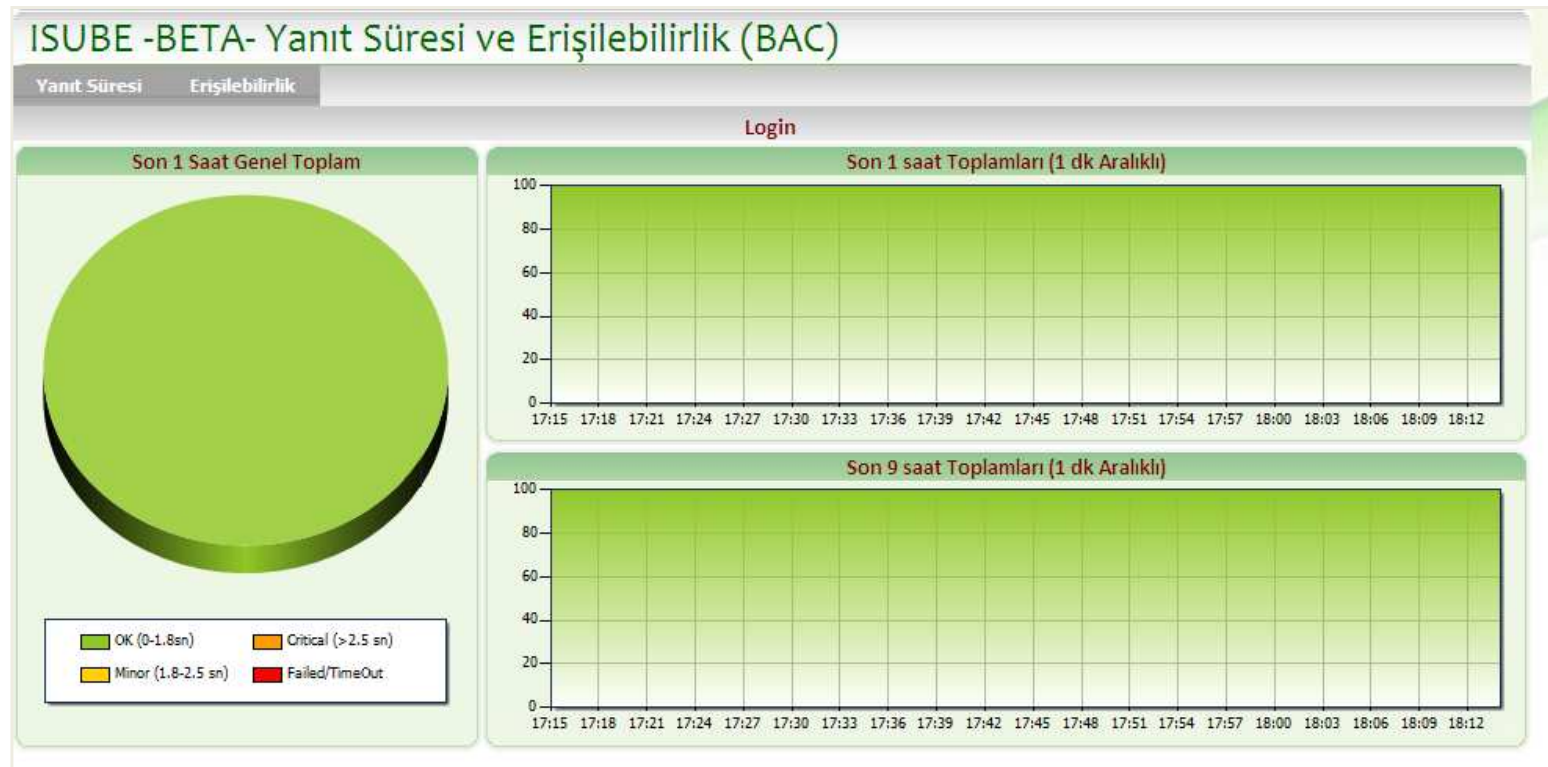
- High Performance with WebSphere



# Direct Banking with WebSphere



- High Performance with WebSphere
- Flexibility with WebSphere
- %100 accessibility with WebSphere





# IBM Mobile Foundation



The screenshot shows an Android application interface. On the left is a navigation drawer with the following items: ApexBank (with a sub-link # apex about...), Privacy (highlighted in orange), Step 1, Step 2, and Review. The main screen is titled "Privacy" and has a progress bar with four steps: Privacy (orange), Step 1 (red), Step 2 (red), and Review (red). The content of the Privacy screen includes:

Apply for a ApexBank Premier Card in 4 easy steps!

To apply for a ApexBank Premier Card, you must meet the following criteria:

1. You meet the age of majority in the province where you reside. The age of majority is 19 in Newfoundland, Nova Scotia, New Brunswick, British Columbia, Yukon, Northwest Territories, and Nunavut. The age of majority in all other provinces is 18.
2. You have not declared bankruptcy within the last seven years.
3. You are a permanent resident of Canada.
4. You have read and agree to be bound by the Terms & Conditions outlined in the ApexBank Premier Card Terms & Conditions PDF document below.

Complete details and a summary of important information about this application for ApexBank Premier Card are described in the President's Choice Financial MasterCard Application Terms & Conditions document below.

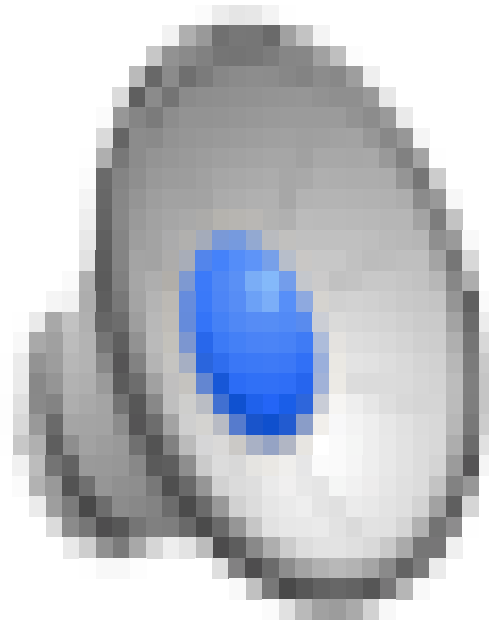
At the bottom of the screen is an orange button labeled "I agree".

On the right side of the screenshot, there is a virtual Android keyboard and a set of navigation icons (camera, volume, power, call, home, menu, back, search).





## *Worklight video*



Click here





# IBM Business Process Manager



# WebSphere Operational Decision Management



Process Portal

IBM WORK DASHBOARDS

George Gomez

work >

**Step: Gather Client Contact Info** Due: April 8, 2012

Customer ID

Family Name First Name

Description	Is Primary?	Country Code	Area Code	Number	Extension	
	<input type="checkbox"/>	0	0	0	0	Delete

1 - 1 of 1 item 6 | 12 | 60 | All

Add

Task Complete

Details Stream Experts

Recommended Experts (1)

Richard Robinson

Experts Recommended by the Subject Matter Experts Group (2)

John Smith @Mention Collaborate

Paul Brown



# Allianz Turkey, 905 people in Turkey operation





# Allianz Turkey Products

They have the operation in two main areas

## Allianz Sigorta A.Ş.

- Fire
- Health
- Traffic
- Vehicles
- Accident
- Liability
- Engineering
- Marina
- Aviation
- Agriculture



## Allianz Hayat ve Emeklilik A.Ş.

- Life Insurance
- Retirement



# The Importance using a Business Rule Management System at Allianz



## Applications need to be agile

- **Continuous regulations on legislation of Insurance**

  - Example : Tariffs modifications

- **To be agile on Market Dynamics**

  - Example : New Product

- **Operational Processes Automation at Allianz**

  - Example : Authorization





# Business Rule Management System Experience and Completed Projects at Allianz

## 1 – Health Insurance Accrual Automation

- Automatic checking of invoices delivered in batch by Allianz-contracted healthcare providers prior to payment
- Decreasing the workload of business units in checking the invoices

## 2 – Fire Insurance Policy Production Authorization

- Purpose: Enabling the agencies to produce fire policies rapidly and in a controlled manner
- Method: Evaluating the risk and supporting the coverage and pricing independent of IT



# Optimize business operations across organizational boundaries



**Extend** ▶ Record ad-hoc interactions with full visibility

▶ Automate decisions with predictive analytics

**Transact** ▶ Publish and reuse best work practices

**Optimize** ▶ 300% productivity improvement



# Build your platform on proven design principles and a foundation of deep integration



- ▶ Internet Scale Messaging
- ▶ Mobile integration
- ▶ Sensor and device connectivity
- ▶ Hybrid cloud integration
- ▶ API creation and publishing



## WebSphere MQ and Message Broker



## WebSphere Cast Iron Live

The screenshot displays the IBM Cast Iron WebAPI interface. At the top, there is a navigation bar with 'APIs', 'Dashboard', 'API Users', and 'Operations'. The main content area shows the configuration for an API named 'customers[id]'. The method is 'GET'. There are checkboxes for 'Proxy' (unchecked) and 'Require Authorization' (checked). Below this, there are tabs for 'Resource Details', 'Implement Resource', and 'Test'. The 'Parameters' section shows a single parameter 'id' with the description 'The ID of the customer'. The 'Request Headers' and 'Response Headers' sections each have a table with columns for 'Header name' and 'Description'. The 'Request Headers' table has one entry: 'Auth token'. The 'Response Headers' table has one entry: 'Auth token'. The 'Request Body' section is empty. The 'Response Body' section contains a JSON object: 

```
{
  "CustomerID": "0",
  "Name": "Laura O",
  "Address": "Hursley"
}
```

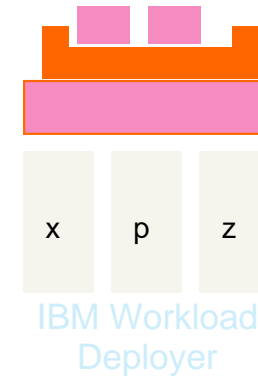


# With IBM Cloud Offerings workloads can be deployed in different environments



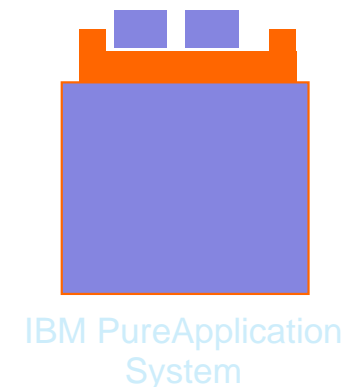
## IBM Workload Deployer (existing virtualized environments)

- A 2U management node with which can deploy and manage middleware workloads on existing infrastructure environments
- Offers choice of infrastructure options, and works with **existing virtualized infrastructure** on x86, Power and z



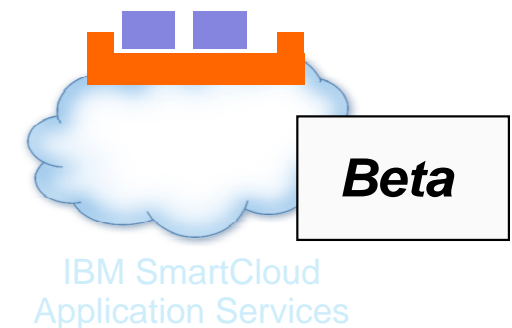
## IBM PureApplication System (Private Cloud)

- Middleware workloads integrated with compute, networking and storage on a PureFlex hardware platform
- Features an elastic platform integrated and optimized with the hardware environment
- Single management experience across the platform software and hardware.
- Optimized for the specific hardware included in the system
- Includes the infrastructure in the offering



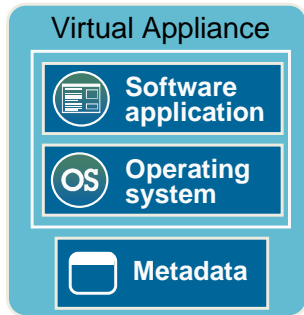
## IBM SmartCloud Application Services (Public Cloud)

- Middleware delivered in a managed, hosted environment
- Features deployment and management of workloads with no on premises hardware or software required
- Payment for services is based on usage of underlying workloads and infrastructure



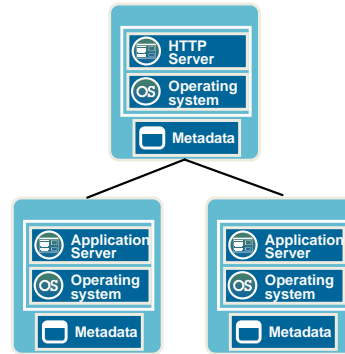


# Multiple pattern types to enable open ecosystem



## Virtual Appliances

- Standard software installation and configuration on OS
- Images created through extend/capture
- Traditional administration and management model
- Infrastructure driven elasticity



## Virtual System Patterns

- Automated deployment of middleware topology patterns
- Traditional administration and management model
- Application and infrastructure driven elasticity



## Virtual Application Patterns

- Highly automated deployments using expert patterns
- Business policy driven elasticity
- Built for the cloud environment
- Leverages elastic workload management services

Virtual Appliances

Virtual System Patterns

Virtual Application Patterns

Standard TCO  
**existing** applications

Improved TCO  
**virtualized** applications

Best TCO  
**cloud** applications



# IBM PureApplication System

## *A Simple, Efficient, Flexible, Virtualized Application Platform*



### Complete, Ready-to-Go Systems

- Pre-integrated, up and running in <4 hours
- Pre-optimized for enterprise application workloads

### Simplify Ongoing Tasks

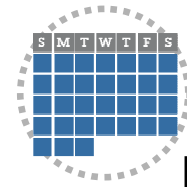
- Single point of platform and application management
- Repeatable self service application provisioning

### Built for Cloud

- “Platform as a Service”
- Elastic application runtimes



Manual, brittle



Best practice, pattern-based



Deploy

OS, runtime, resources



Policy based elasticity, single view



Manage

Manual optimizations on-site

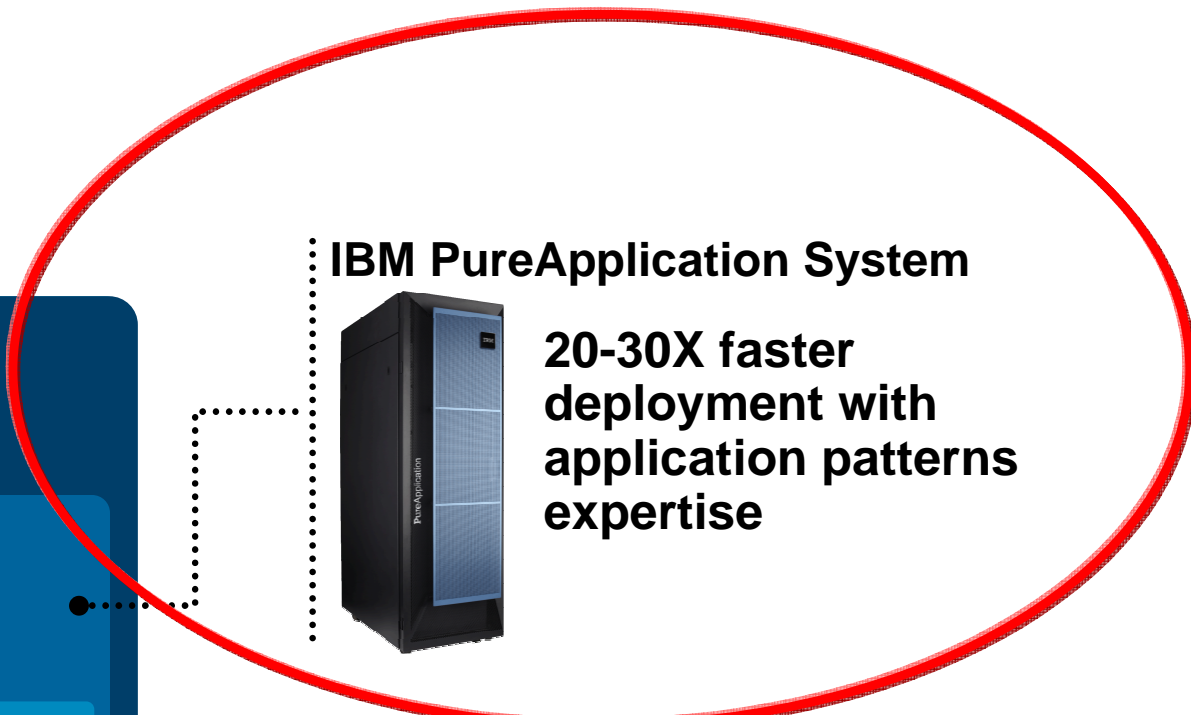
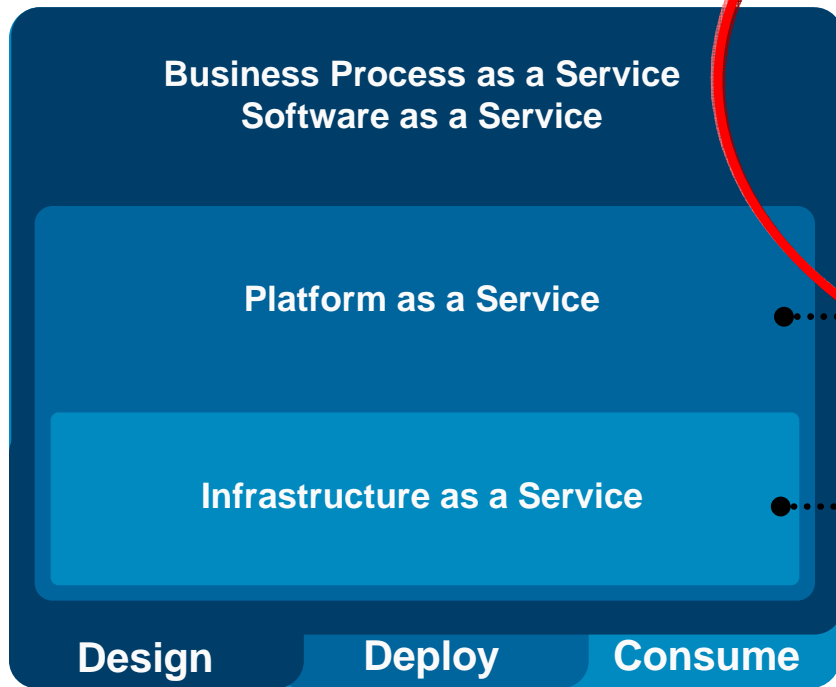


Pre-optimized by experts



Optimize

# Built for cloud



## IBM PureApplication System



**20-30X faster deployment with application patterns expertise**

## IBM PureFlex System



**Accelerate adoption of private clouds with built-in virtualization and superior automation**





# Design Matters: Inheriting Infrastructure Flex-ibility

Application patterns from IBM and partners

Integrates an application platform optimized for enterprise applications

Inherits the capabilities of PureFlex System

## 100+ ISV business applications

Business intelligence  
Business process management  
Web experience  
*More to come in 2012...*

**Patterns of Expertise:** A deployable form of proven best practices and expertise to simplify complex tasks.

## Application Platform

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





# IBM PureApplication System integration by design



## Optimizes the complete solution stack:

- All hardware and software components factory integrated and optimized
- Virtualized across the stack for efficiency
- Unified management, monitoring & maintenance
- Integrated and elastic application and data runtimes
- Application patterns allocate system and application resources for optimal performance, security and reliability

# IBM PureApplication System

## *A Simple, Efficient, Flexible, Virtualized Application Platform*



### Complete, Ready-to-Go Systems

- Pre-integrated, up and running in <4 hours
- Pre-optimized for enterprise application workloads

### Simplify Ongoing Tasks

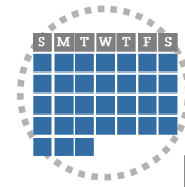
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Manual, brittle



Best practice, pattern-based



Deploy

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Policy based elasticity, single view



Manage

Manual optimizations on-site



Pre-optimized by experts



Optimize



# Three ways to get the value of patterns of expertise

Add **third-party** application patterns of expertise

Use **IBM** patterns of expertise throughout the system



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*

# IBM PureApplication System delivers value throughout the IT lifecycle



*Driving efficiencies across these areas:*

**47% fewer** deployment labor hours

Virtually eliminating these steps:

- Specify/design required servers
- Integration/configuration/testing of infrastructure software and middleware
- Application deployment
- Clustering and backup implementation
- Trouble shooting/tuning production environment
- Implementing hardware management environment



**73% fewer** management labor hours

**3370 Hours**

*Yearly labor hours to manage a private cloud environment*



**Management Types**

- Change
- Security
- Asset
- Incident/Capacity
- Deployment

# Every project and every process needs a proven platform



- ▶ **WebSphere** Application Server
- ▶ **IBM** Mobile Foundation
- ▶ **IBM** Business Process Manager
- ▶ **WebSphere** Operational Decision Management
- ▶ **WebSphere** MQ
- ▶ **WebSphere** Message Broker
- ▶ **WebSphere** Cast Iron Live
- ▶ **IBM PureSystems**







# Reshape your industry

**Extend.**

applications, processes  
and services

**Transact.**

with integrity, scale,  
and speed



**Optimize.**

business operations

