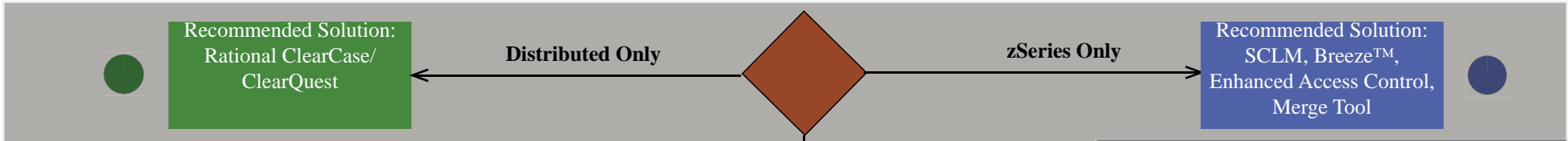# Sales Guide to selling IBM® SCLM Suite and Rational® ClearCase®/ClearQuest®

Does client manage mixed zSeries® and Distributed Objects?
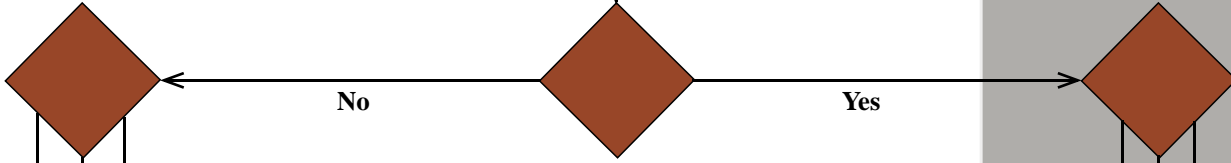
Shading indicates positioning

Internal Use Only

Recommended Solution: Rational ClearCase/ClearQuest

Distributed Only

zSeries Only

Recommended Solution: SCLM, Breeze™, Enhanced Access Control, Merge Tool

Do you know or does your client have a strategy of where the SCM should reside?

Where is the mission-critical application development being done?

No

Yes

Single centralized CM model or multiple distributed CM model?

Equal zSeries and Distributed

Recommended Solution: Store zSeries assets in SCLM, store distributed assets in ClearCase/ClearQuest and develop synchronization control process*

Multiple Distributed CM

Please note the following definitions:

Single Centralized Off-Host:
A single vendor solution but could contain multiple instances/repositories of the same product.

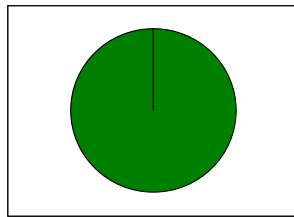Single Centralized On-Host:
A solution containing one repository from one vendor.

* IBM's direction and intent is to provide such synchronization in the future as a part of the Enterprise Management offering.

Greater zSeries

Recommended Solution: SCLM Suite (SCLM, Breeze, Cloud 9 Enhanced Access Control, Merge Tool)

Single Centralized On-Host

Please proceed to the next page for more information on each of the solutions listed here.

Greater Distributed

Recommended Solution: Store complete applications using Rational ClearCase/ClearQuest and the ClearCase Remote Build feature

Single Centralized Off-Host

Legend

Distributed

zSeries

Sales Guide to selling IBM SCLM Suite and Rational ClearCase/ClearQuest
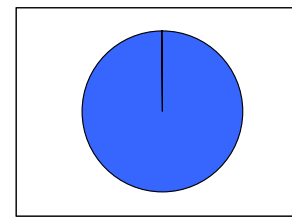
Legend

🟩 Distributed

🟦 zSeries

Applications: 100% Distributed Code
Recommended Solution:
Rational ClearCase/ClearQuest
Value Proposition Points:
1. Version Control
2. Workspace Management
3. Build Management
4. Comprehensive Integrations with leading IDEs.
5. Easily control change with Unified Change Management (UCM)
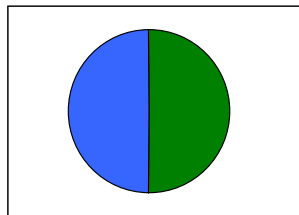6. Parallel development

Applications: 100% zSeries Code
Recommended Solution:
SCLM, Breeze, Enhanced Access Control, and Merge Tool
Value Proposition Points:
1. Lower Cost
2. Distinctive Functionality
3. Library and Configuration Management Functions
4. Package Approvals
5. Extension of RACF controls
6. Three-way Code Merging

Applications: Mixed: Mission-critical applications developed approximately equally on zSeries and distributed platforms. Or, strategic direction of multiple distrbuted configuration managers.
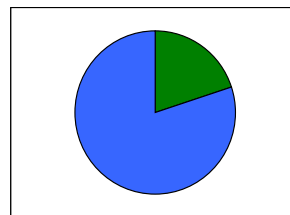**Recommended Solution:**
Store zSeries assets in SCLM, store distributed assets in ClearCase/ClearQuest and develop synchronization control process*
Value Proposition Points:
1. Solution from a single vendor
2. Positions customer well for future direction
* IBM's direction and intent is to provide such synchronization in the future as a part of the Enterprise Change Management offering.
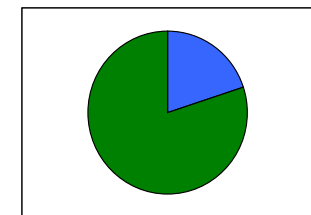
Applications: Mixed: Mission-critical applications developed mostly on zSeries platforms with some minimal development on distributed platforms. Or, stragetic direction of a single on-host configuration manager.
Recommended Solution:
SCLM Suite: SCLM, Cloud 9, Breeze, and Enhanced Access Control, Merge Tool
Value Proposition Points:
1. Distributed and zSeries code can be stored in one location and packaged together
2. Built and deployed as a single entity

Applications: Mixed: Mission-critical applications developed mostly on distributed platforms with some minimal development on zSeries platforms. Or, strategic direction of a single off-host configuration manager.
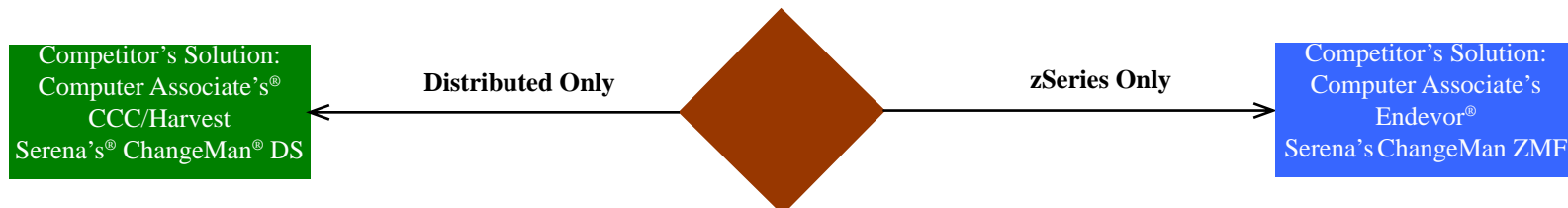**Recommended Solution:**
Store complete applications in Rational ClearCase/ ClearQuest and utilize the Rational ClearCase Remote Build feature
Value Proposition Points:
1. Distributed and zSeries code can be stored in one location and packaged together
2. Built and deployed as a single entity

Competitor Positioning

Are the applications distributed, zSeries,
or mixed?

Distributed Only

Competitor's Solution:
Computer Associate's®
CCC/Harvest
Serena's® ChangeMan® DS

zSeries Only

Competitor's Solution:
Computer Associate's
Endevor®
Serena's ChangeMan ZMF

Mixed

Single centralized CM
model or multiple distrib-
uted CM model?

Please note the following definitions:

Single Centralized Off-Host:
A single vendor solution but could con-
tain multiple instances/repositories of
the same product.

Single Centralized On-Host:
A solution containing one repository
from one vendor.

Quarterly updates will be provided
to this Competitor Positioning chart.

Single Centralized Off-Host

**Single
Centralized
On-Host**

Multiple Distributed CM

Competitor's Solution:

Competitor's Solution:

Competitor's Solution:
Computer Associate's
AllFusion™ including
Endevor and CCC/Harvest.
Serena's ChangeMan
product family.
Merant's® Dimensions™
product.*

* Merant claims full
zSeries support.

Legend
Distributed
zSeries

Internal Use Only

Sales Guide to selling IBM SCLM Suite and Rational ClearCase/ClearQuest

1. If the customer is developing applications for execution on distributed platforms, then recommend Rational ClearCase/ClearQuest.

2. If the customer is developing mainframe applications (e.g., COBOL) for execution only on the zSeries or S/390 platforms, then recommend SCLM with Breeze, Enhanced Access Control, and the Merge Tool. At a given point in time, it is often costs less than similar products from our competitors and offers the distinctive functionality of providing **both** Library and Configuration Management functions.

3. If the customer is developing mixed applications where they have legacy (e.g., COBOL) components and distributed (e.g., Java) components, recommend one of the following three options:
   - Storing Java code in Rational ClearCase on the distributed platforms, and continue to store their COBOL code in SCLM, and if needed, develop a process to control the synchronization of their development life cycle. IBM Global Services can assist with the development of this process if so desired.
     - It is IBM's statement of direction to develop integration between SCLM Suite and Rational ClearCase/ClearQuest as a key step toward providing a complete Enterprise Change Management solution that spans distributed and zSeries development.
   - Storing, managing, and controlling the complete application through the development / build / deployment cycle by using SCLM Suite.
   - Storing complete application in Rational ClearCase and ClearQuest and use the Mainframe Connectors feature, Remote Build, to support building on the z/OS environment.

As with all plans, IBM Rational reserves the right to make changes to its current and future plans as needed.

For more information, please contact:

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