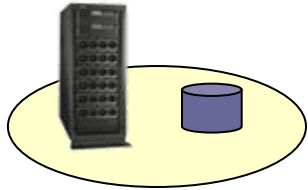




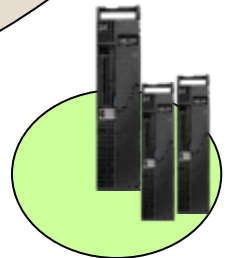
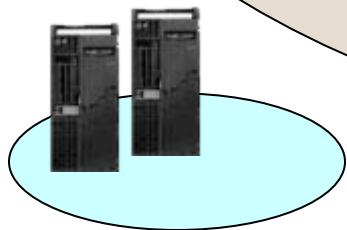
# **Start With A Solid Foundation – WebSphere Application Server**

# Smarter Solutions Need To Build On Existing Systems



## Smarter Solutions

- 
1. Start with a Strong Foundation
  2. Automate Business Processes
  3. Capture Business Expertise
  4. Connect Everything with an Intelligent Bus
  5. Make Smarter Decisions with New Intelligence
  6. Use the most efficient platform to achieve New Intelligence



# WebSphere Application Server Is The Undisputed Market Leader For The Last 11 Years

## ■ Largest Customer Base!

- ▶ 90% of the World's 100 largest corporations run their businesses on WebSphere Application Server
- ▶ 7,022 Customers in Production



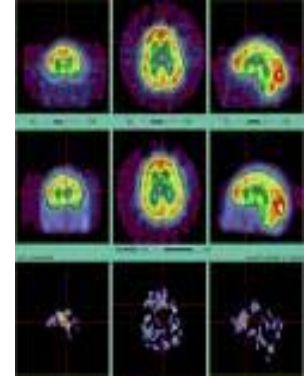
## ■ Unparalleled expertise, and level of investment

- ▶ Broadest, Deepest portfolio of offerings
- ▶ 13,000+ assets in the SOA business catalog (90% from business partners)
- ▶ IBM investing over \$1B a year to deliver SOA and Web services capabilities
- ▶ More than 700 WebSphere patents and over 6,700 IBM developers
- ▶ Trained IBM SOA community over 100K

## ■ Strongest Ecosystem

- ▶ 7,420 SOA community business partners

# Thousands Of Customers Across All Industries And Applications Choose WAS



Wimbledon had peak 1 million hits/min, 30K simultaneous access to scoreboard

Schwab.com handles 16.5 million transactions per day

eBay.com is running on WebSphere and handles 1+ Billion page views/day

The IBM employee portal handles 30 million requests a day, maintaining sub-second transaction response times for many applications

*Because of Scalability, Reliability & Availability*

eBay

Schwab

Shell

Deutsche Telekom

Bank of Montreal

Farmers Insurance

Dassault Aviation

Office Depot

Nissan

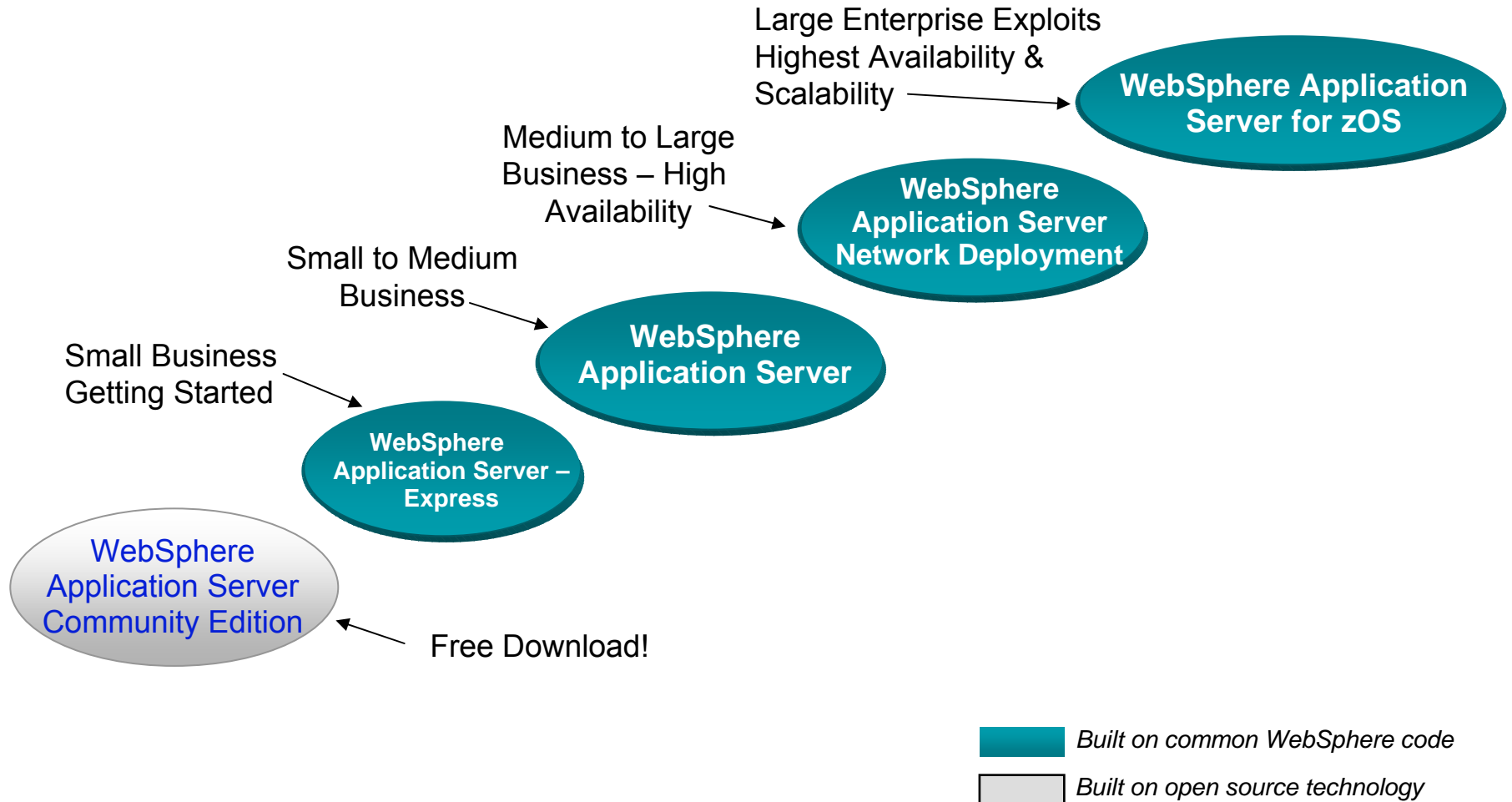
AAA Carolinas

Pear's Gourmet

Australian Open

Tony Awards

# The WebSphere Application Server Family – Tailored To Customer Needs



# The WebSphere Application Server Family – Special Purpose Capabilities

**WebSphere  
Application Server  
Hypervisor Edition**

World's first Application Server private cloud

**WebSphere  
Virtual Enterprise**

Manage performance, health, and editions of applications for non-stop operation

**WebSphere  
eXtreme Scale**

In-memory data grid for extreme transaction processing

**WebSphere  
Compute Grid**

Execute and manage Java batch processes

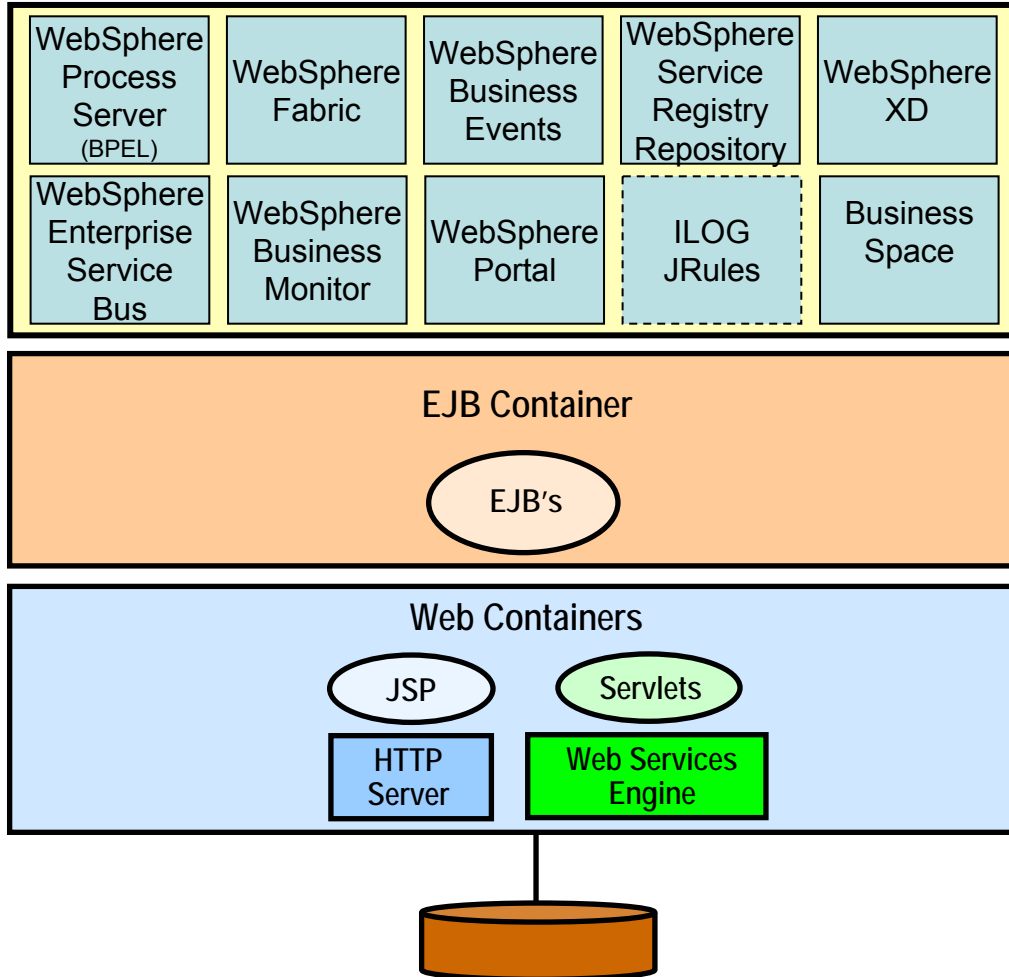
# WebSphere Application Server Beats The Competition

- Stable architecture to protect investments
- Best performance
- Best transaction integrity
- Cost of ownership lower than Open Source
- Non-stop operation
- Easy cloud-like deployment



# WebSphere Application Server Is The Foundation For IBM's Smart Work Framework

## Stable Architecture to Protect Your Investments



- One integrated framework for smart work solutions
- Based on open standards
- Built on WebSphere Application Server



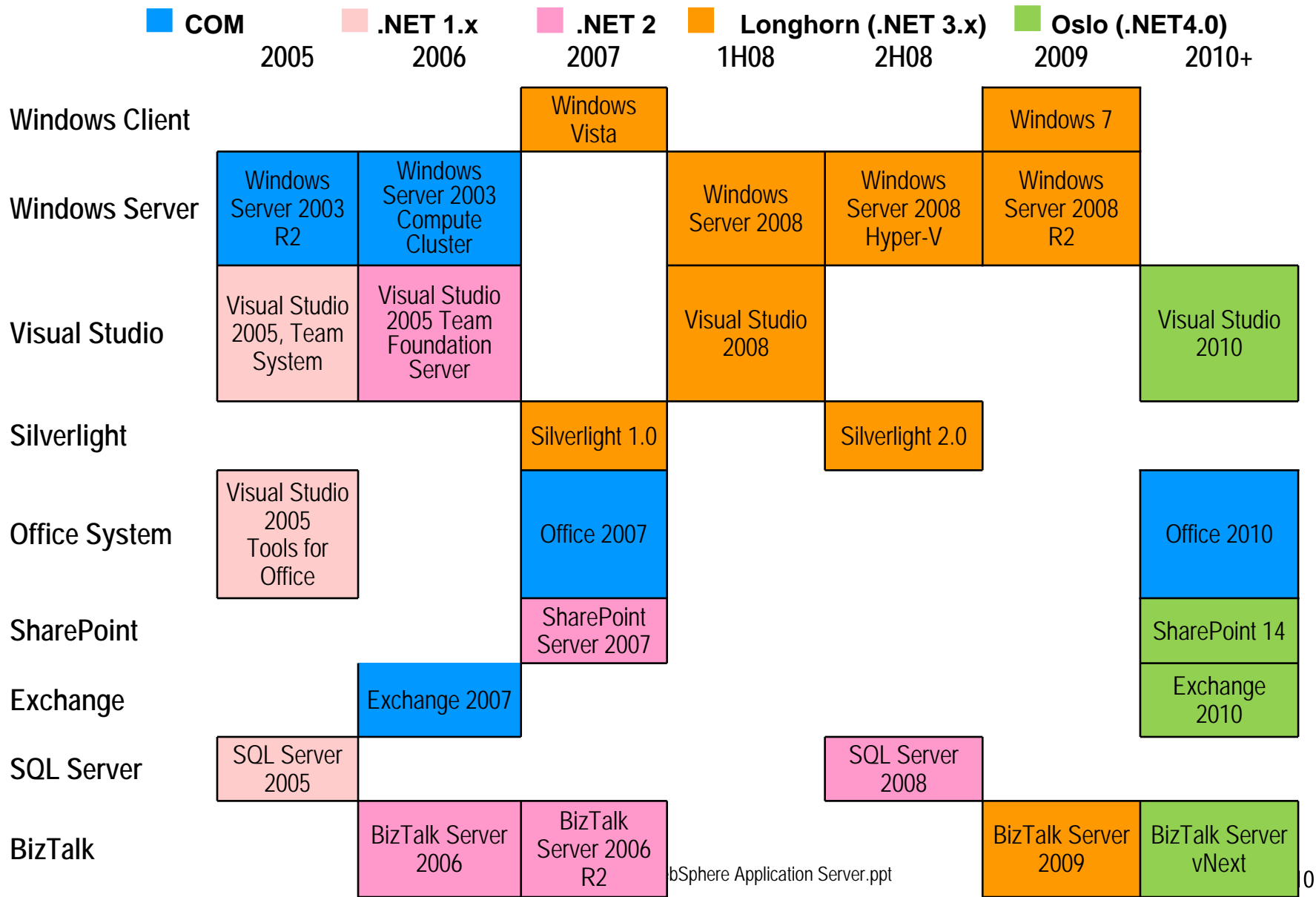
# Oracle Fusion Confusion – Not An Integrated Solution! Which Choices Are Strategic?

Function Area	Oracle Product(s)	BEA Product(s)	Total Number
Application Server	<ul style="list-style-type: none"> <li>Oracle Application Server</li> </ul>	<ul style="list-style-type: none"> <li>WebLogic Server ★</li> </ul>	2
J2EE Development	<ul style="list-style-type: none"> <li>JDeveloper ★</li> <li>(not Eclipse)</li> </ul>	<ul style="list-style-type: none"> <li>WebLogic Workshop (Eclipse)</li> </ul>	2
Portal/Web 2.0	<ul style="list-style-type: none"> <li>Oracle Portal ★</li> <li>WebCenter</li> </ul>	<ul style="list-style-type: none"> <li>AquaLogic User Interaction ★</li> <li>WebLogic Portal</li> </ul>	4
Modeling	<ul style="list-style-type: none"> <li>BPA Suite (OEM'd IDS Sheer's Aris) ★</li> </ul>	<ul style="list-style-type: none"> <li>AquaLogic BPM</li> </ul>	2
BPM	<ul style="list-style-type: none"> <li>JDeveloper and BPEL Process Manager ★</li> </ul>	<ul style="list-style-type: none"> <li>AquaLogic BPM ★</li> <li>WebLogic Integration</li> </ul>	3
BAM	<ul style="list-style-type: none"> <li>Oracle BAM</li> </ul>	<ul style="list-style-type: none"> <li>AquaLogic Monitoring ★</li> <li>ProActivity BAM (OEM)</li> </ul>	3
ESB	<ul style="list-style-type: none"> <li>Oracle AQ</li> <li>Oracle JMS</li> </ul>	<ul style="list-style-type: none"> <li>AquaLogic Service Bus ★</li> </ul>	3
Registry	<ul style="list-style-type: none"> <li>Systinet (OEM) ★</li> </ul>	<ul style="list-style-type: none"> <li>Systinet (OEM) ★</li> <li>Flashline</li> </ul>	2

★ = Oracle has said this one is “strategic”

***Years Of Migration Misery!***

# Microsoft Middleware Roadmap Also Creates Migration Misery



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# Transaction Integrity - A Common Business Challenge

We are going to be selling investment bonds online and need to be sure that our data will be 100% accurate; we can not afford to lose orders!



**Service Oriented Finance  
CIO**

WebSphere will maintain process integrity and recover from all adverse conditions



**IBM**

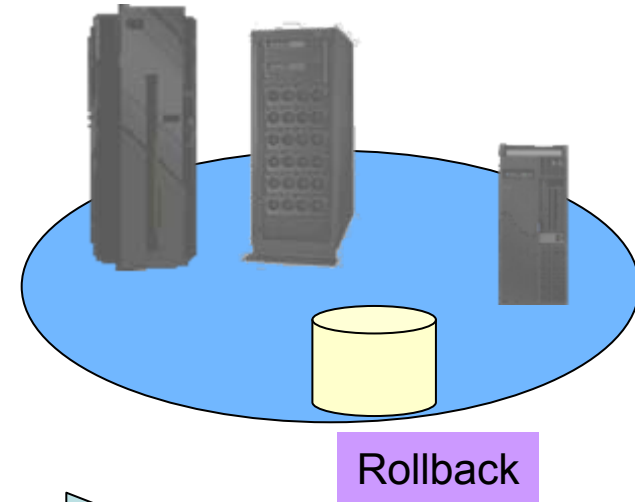
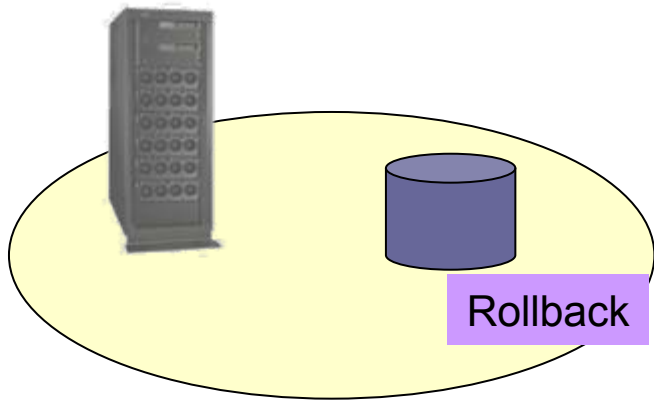
# What Is Transaction Integrity?

*Transaction Integrity is fundamental to any business!*

- Smarter planet processes usually span different systems and databases
- Data across the business must remain synchronized in logically **consistent** relationships
- Business processes must **not be lost** and must eventually be completed
- Business operations must **continue without error** despite system failures

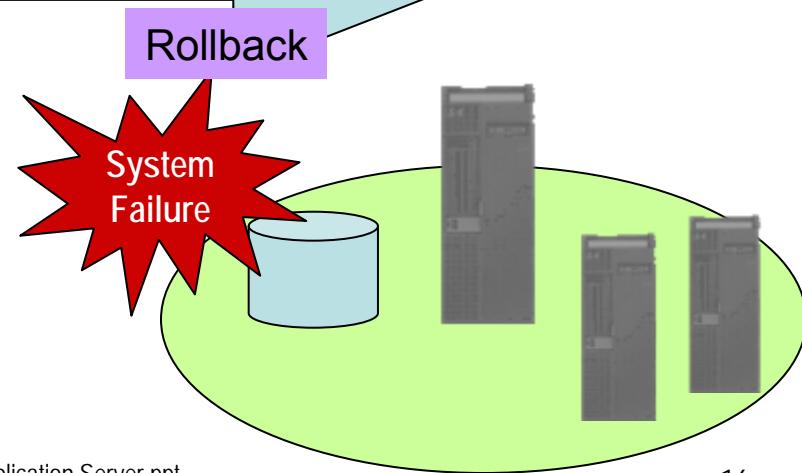
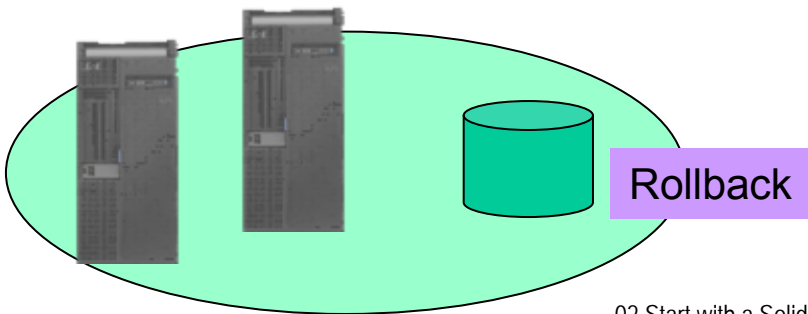
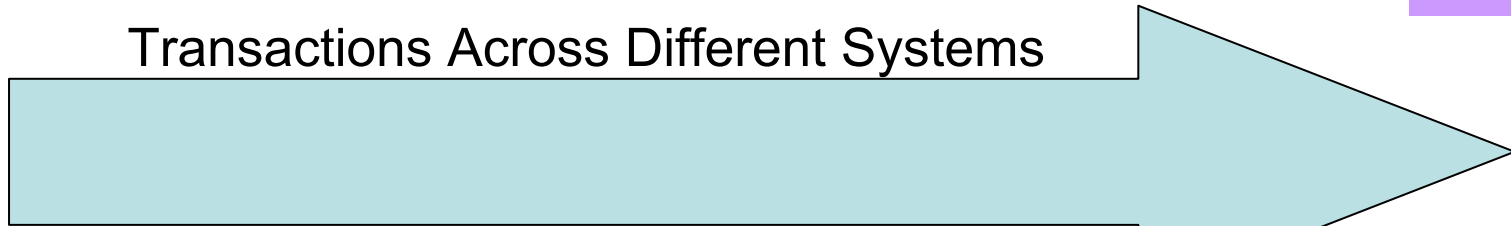
*IBM has been doing this right for 35+ years!!*

# Synchronous Transaction Integrity – Adverse Conditions



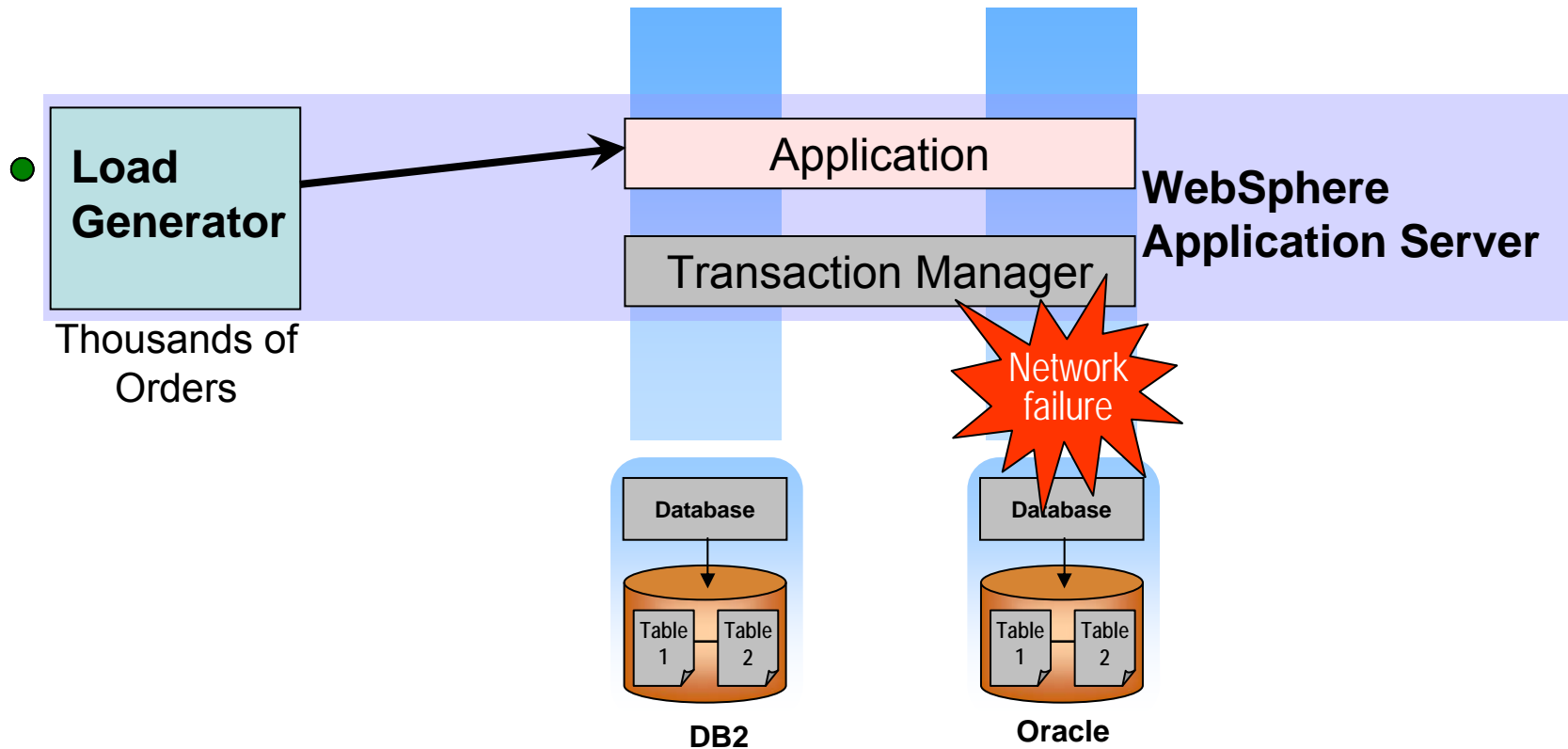
Customer Order

Transactions Across Different Systems



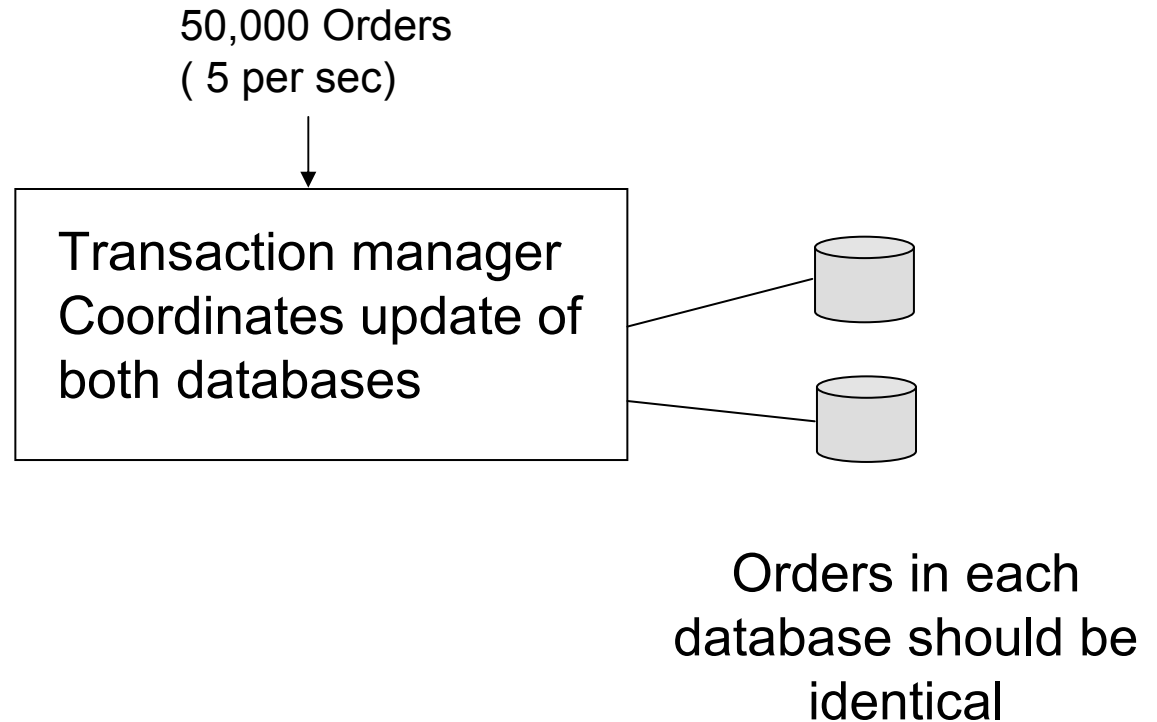
# DEMO: IBM Synchronous Application Server Under Load With Network Outage

- Enterprise requirements
  - ▶ Data is always consistent and visible to other instances
  - ▶ Automatic data recovery in the event of a network failure
  - ▶ Return exception after failure, application may retry

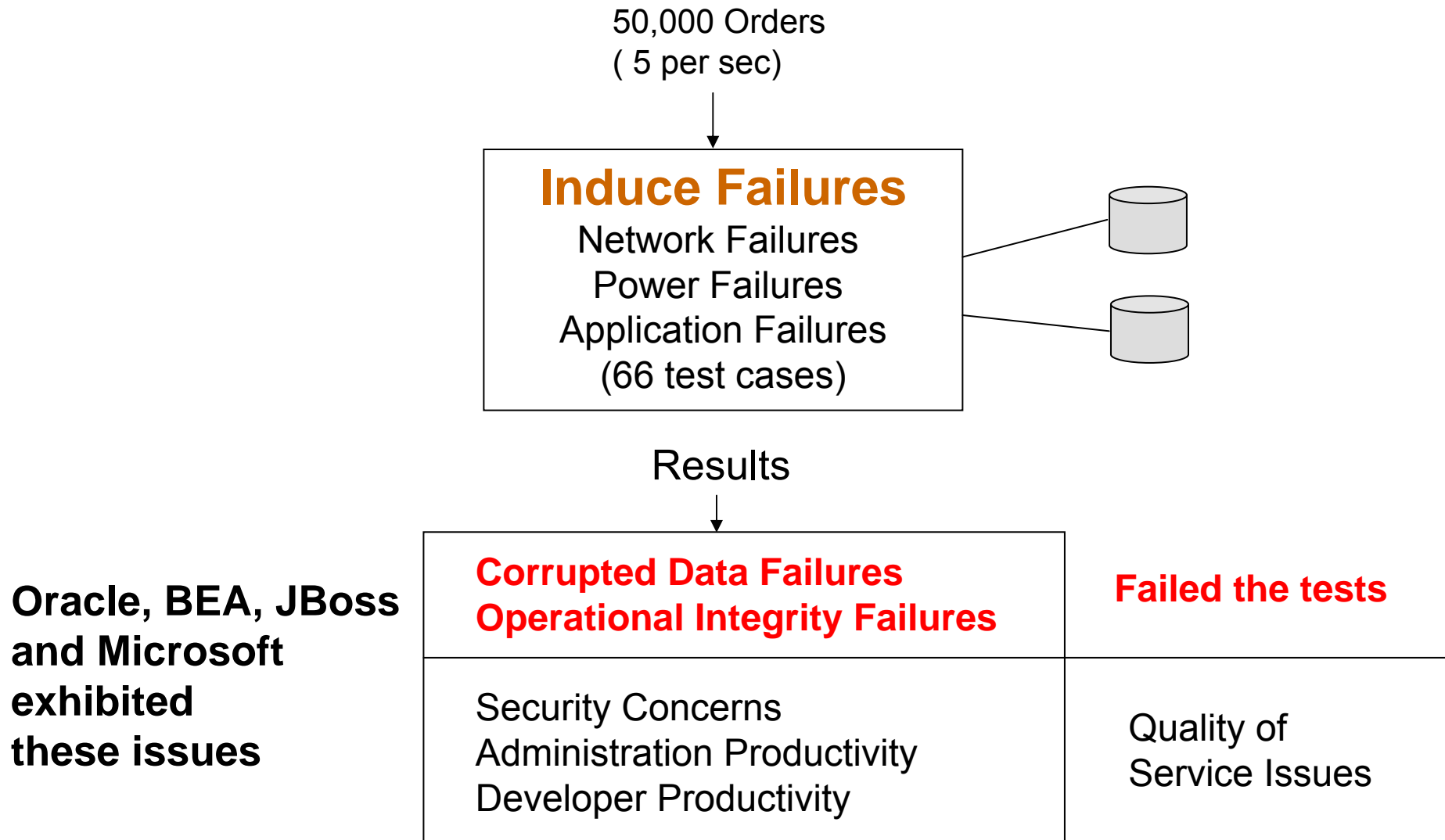




# Overview – The IBM Transaction Integrity Study



# Overview – The IBM Transaction Integrity Study



# Transaction Integrity – Test Results

## IBM WAS

- Passed all the failure tests including network failures, power outages and application exceptions.
- Does corrupt data or degrade performance

## JBoss AS

- Fails to handle a network / power outage causing a corrupted data problem
- Little to no support for EJB 3.0 development

## Oracle OC4J

- Performance degradation following power outage
- Frequent reboots of OS due to Application Server hangs

## Oracle WebLogic Server

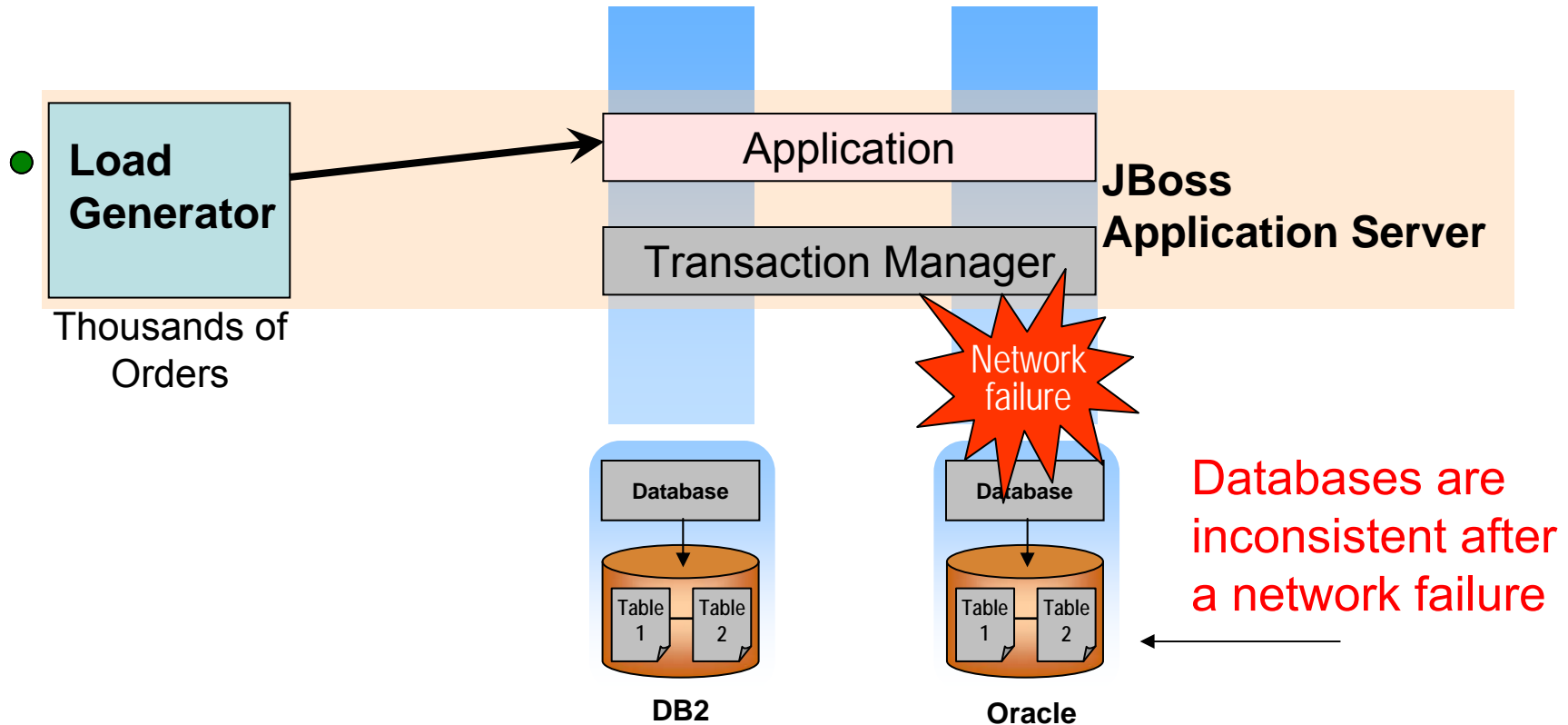
- Fails to reject incorrect data (duplicate key)
- Poor recovery from network outages led to corrupted data problems

## Microsoft .NET

- Enabling transaction support exposes serious security risks, such as malicious DLLs being loaded in the kernel

# DEMO: JBoss Synchronous Application Server Under Load With Network Outage

- Enterprise requirements
  - ▶ Data is always consistent and visible to other instances
  - ▶ Automatic data recovery in the event of a network failure
  - ▶ Return exception after failure, application may retry



# Think About The Business Implications



- Can a business afford to lose orders?
- Would customers tolerate shipments with missing items?
- How are inventory levels managed if your inventory tracking is incorrect?
- How are key databases reconciled that get out of sync?

$$2+2=4$$



**IBM**

# WebSphere Application Server Beats The Competition

- Stable architecture to protect investments
- Best performance
- Best transaction integrity
- Cost of ownership lower than Open Source
- Non-stop operation
- Easy cloud-like deployment



# A Foundation For Smart Work

Even Open Source offers a Java Enterprise Edition Application Server.

Why should I pay for WebSphere?



**Service Oriented Finance  
CIO**

It may come as a surprise to you that WebSphere Application Server actually costs less than JBoss.

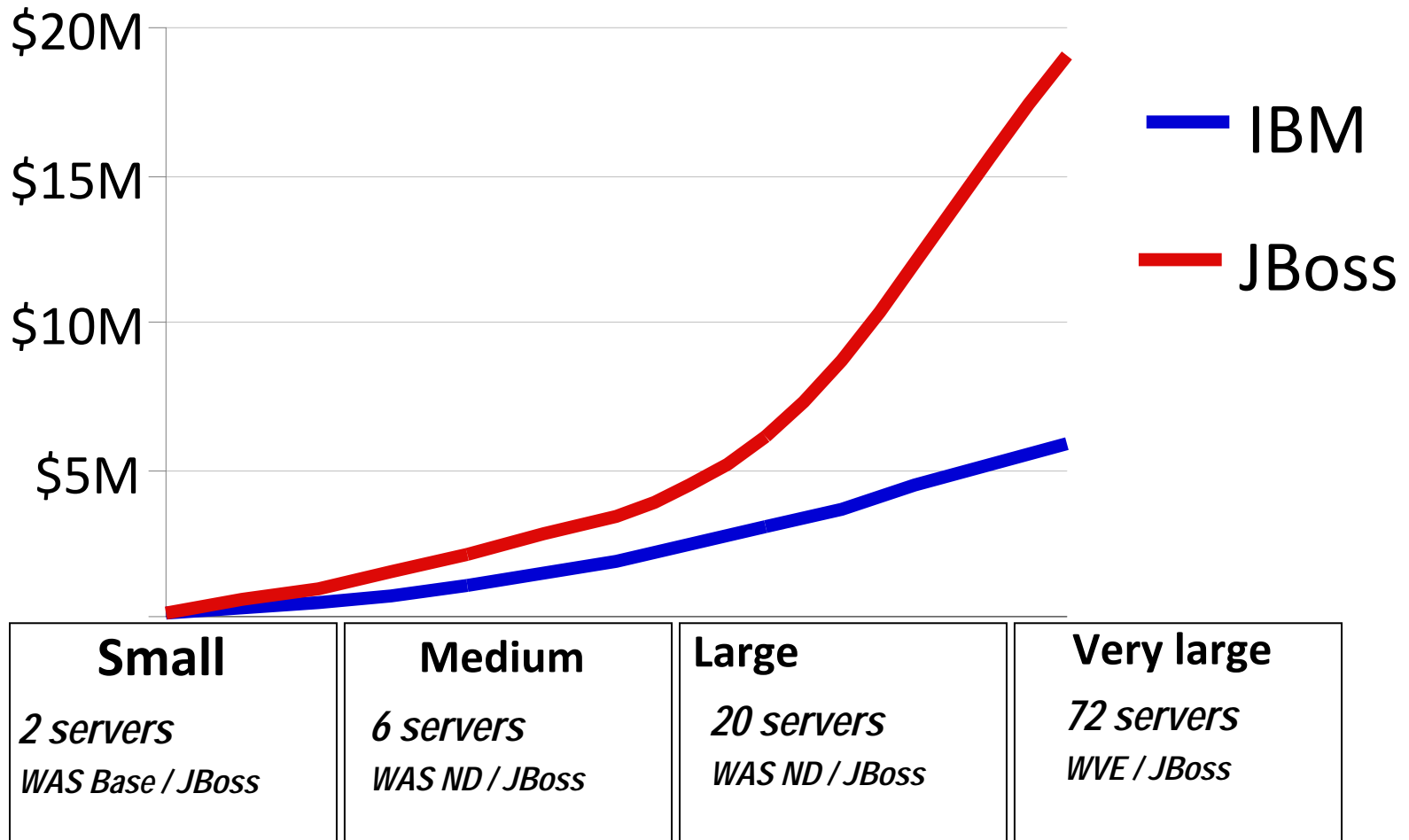
Let me prove it to you!



**IBM**

# Summa Technologies TCO Study Results: JBoss Costs More Than WebSphere!

Application Server TCO over 5 years for environments of different scale



Source: Summa Technologies, Inc. May 2009 TCO Study



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# Service Oriented Finance Needs A Non-Stop Operation

I need not only high availability but the ability to roll out new applications without shutting my existing applications down.



CIO

**WebSphere can do this also! We Call this “non-stop operation”**

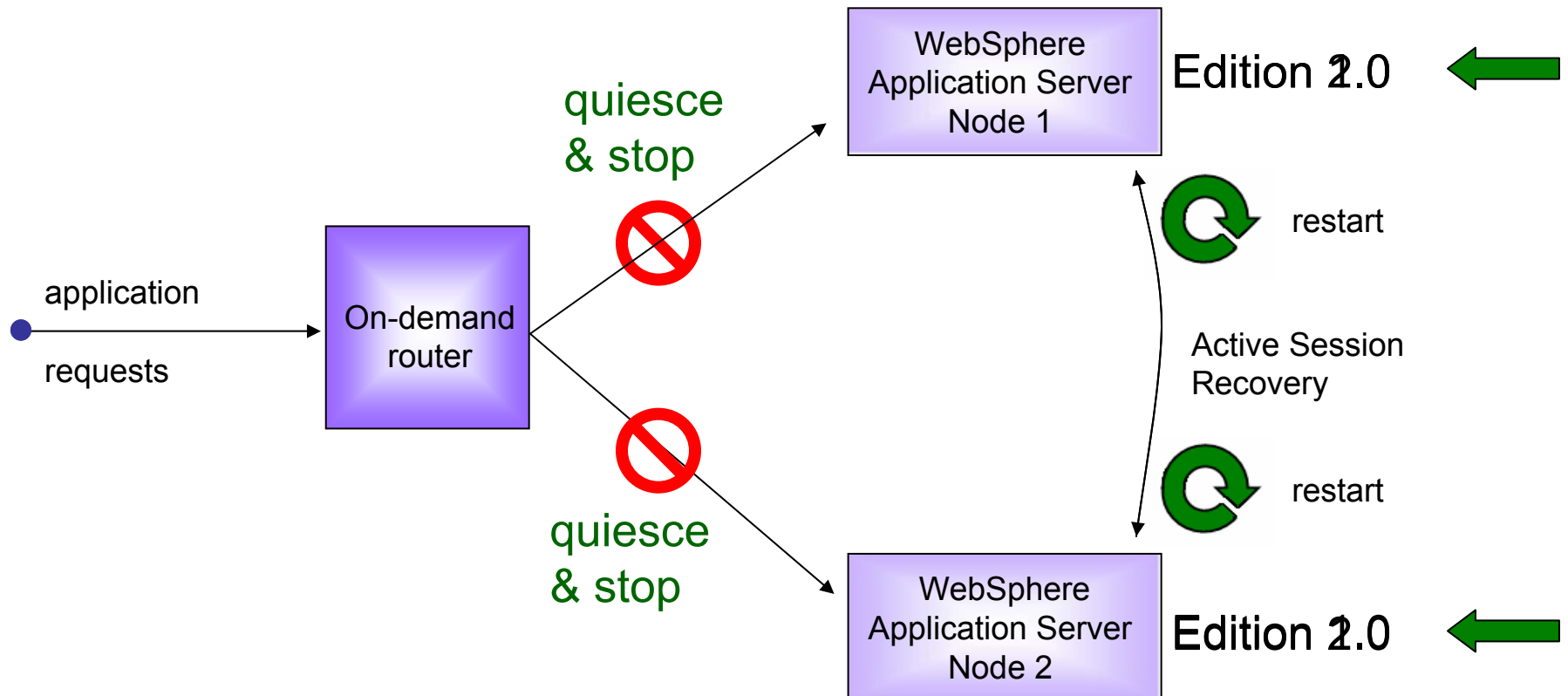
**Let me prove it to you!**



IBM

# Demo: Non-Stop Operation During Software Maintenance Or Upgrades

- Deploy new applications with lower risk of losing service.
- Deploy application versions without interruption.



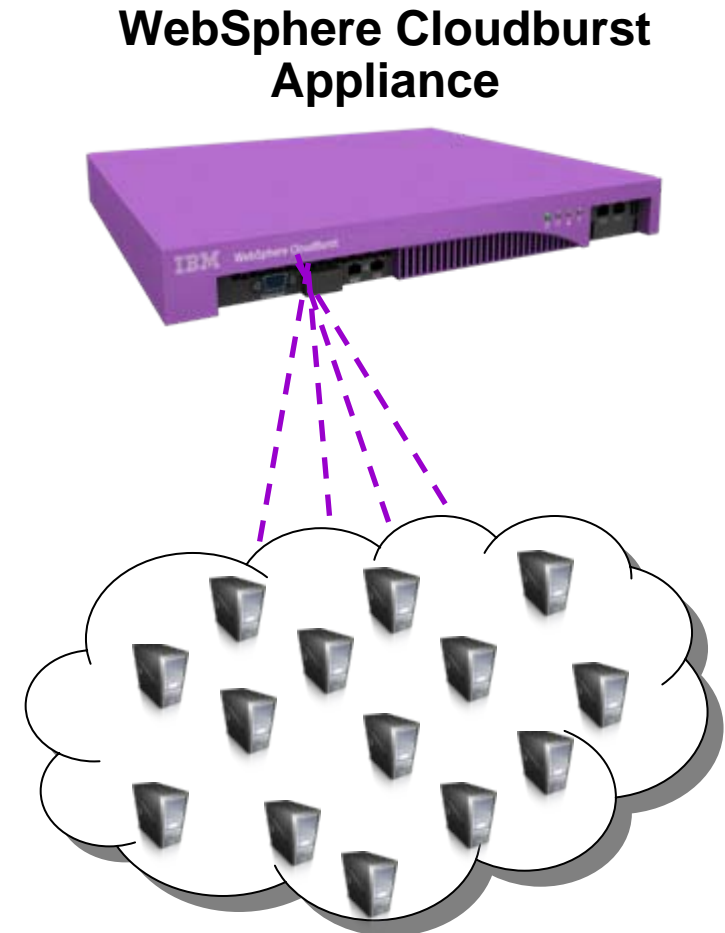
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# Leverage WebSphere Cloudburst Appliance For Faster, More Flexible Deployments

- New class of hardware appliance for data centers
- Secure, self-service cloud management device
- Dispenses hardened WAS patterns into a pool/cloud of virtualized hardware running a supported hypervisor (e.g. VMware)
  - ▶ Patterns leverage 10 years of WAS best practices deployment and configuration experience
- Enables consistent and repeatable deployment of application environments based on patterns (e.g. single server, multi-tier, etc.)



# Deploying A New WebSphere System In The Cloud



Select Pattern

## WebSphere CloudBurst



CloudBurst Downloads Application

CloudBurst Downloads Virtual Image

WAS HE VM Image

CloudBurst Downloads Customization Information

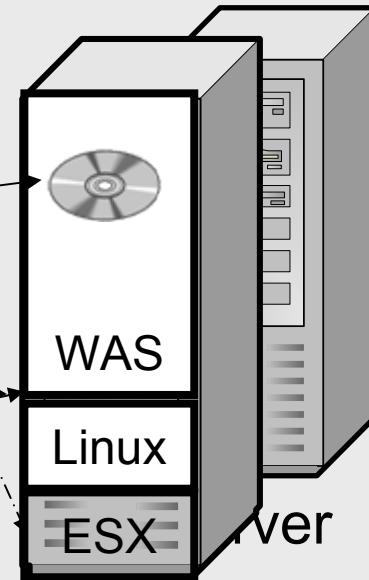
Private Cloud

CloudBurst Issues Deploy Image Command

WAS Installs Application

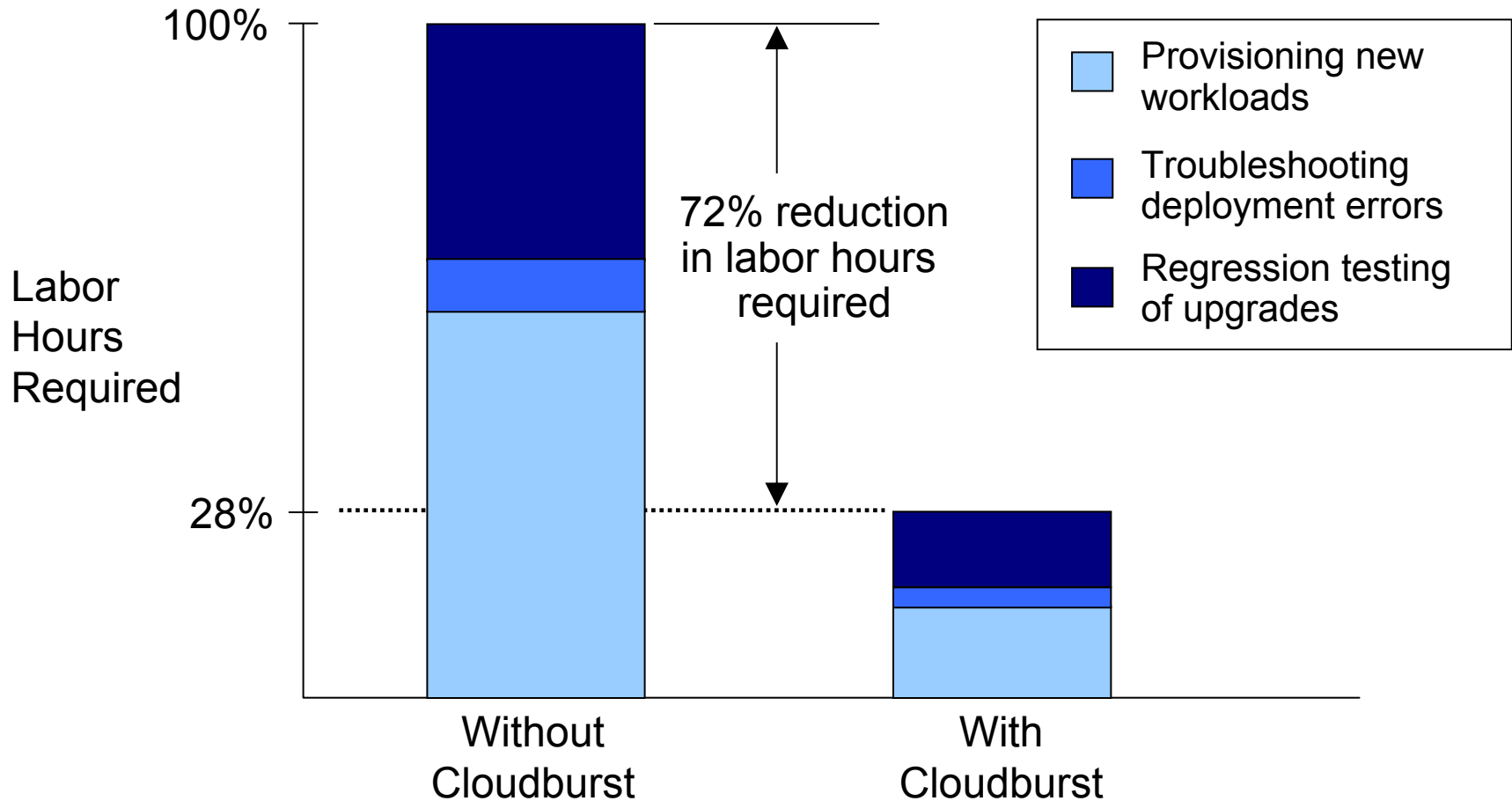
ESX Applies Customization

ESX Installs WAS HE Virtual Machine



Server

# WebSphere Cloudburst Can Reduce Labor Requirements By Up To 72%



# IBM WebSphere Cloudburst Differentiators

<b>Capabilities</b>	<b>IBM</b>	<b>Microsoft</b>	<b>Oracle</b>
Pre-loaded optimized virtual images for application server	Yes	No	Yes
Pre-defined customizable patterns incorporate best practices	Yes	No	No
Drag and drop tooling for assembling virtual images, scripts and topologies into customized patterns	Yes	No	No
Automatically deploy multiple virtual images based on a pattern	Yes	No	No
Intelligent placement of multiple virtual images based on cloud activity	Yes	No	No
Appliance serves as an encrypted vault where images, patterns, and permissions are stored	Yes	No	No
Efficiently manages virtual images so that common files are stored once and differences can be tracked	Yes	No	No
OVF Standard Packaging	Yes	No	No



# Think About It

Can you afford to corrupt the data in your systems?  
Can you afford to lose customers because of slow response times?  
Do you want to build your enterprise on a solid foundation?



**IBM**

Now I see the value of a strong foundation –  
**WebSphere Application Server.**



**Service Oriented Finance  
CIO**

# WebSphere Application Server – The Best Foundation For Your Business

	IBM	Oracle	Open Source	Microsoft
Stable architecture to protect investments	YES	NO	NO	NO
Performance	YES	Competitive	NO	NO
Transaction Integrity	YES	NO	NO	NO
TCO Lower than JBoss	YES	N/A	NO	N/A
Easy Cloud-Like Deployment	YES	NO	NO	NO
Non-Stop Operation	YES	Competitive	NO	NO