



| IBM Software Group | WPLC

IBM Workplace Forms

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ON DEMAND BUSINESS™

New York State Department of Motor Vehicles
**BOND UNDER SECTION 2105 (d)
 OF THE NEW YORK STATE VEHICLE AND TRAFFIC LAW**
 www.nysdmv.com

Social Security Number
EMERGENCY CONTACT FORM
 We would like to keep our personnel records up to date and request that you help us by filling out and returning this form as soon as possible.
 any of the following information changes in the future, please notify us by phone or in writing as soon as possible. Thank you.

KNOW ALL MEN BY THESE PRESENTS:
 That I/we _____ of _____
 (Name) (State)
 as Principal and _____
 (Name of Surety Comp) SUPERIOR DESIGN INTERNATIONAL, INC.

IDC: "More than 80% of the processes in public and private businesses depend on forms."

All information (other than signatures) must be typed. Use caution when entering Vehicle, Hull or Manufacturer's Name. Liens will not be recorded if information is illegible, incorrect or incomplete.

VEHICLE/BOAT/MANUFACTURED HOME INFORMATION

Identification Number _____ Body Type/Model _____ Registration Plate _____
 Year _____ Make _____
 This is a: Vehicle Boat Trailer Manufactured home

OWNER INFORMATION

Owner's Last Name _____ First _____
 Owner's Last Name _____ First _____
 Street Address _____ State _____
 City _____

Check here if this is a new address
 NOTE: Lien will be recorded only if the name(s) listed as the owner(s) is EXACTLY the same as the name(s) on the Certificate of Title. If a Certificate of Title has not been issued to this borrower, print the name as it appears on the Certificate of Title. If a Certificate of Title showing the lienholder's name will be mailed to you, I understand that a new Certificate of Title, showing the lienholder's name, will be mailed to me.

OWNER(S): SIGN HERE _____ (Must be an original signature. If a POA is used, a copy of the POA must be attached.)
 If signing for a corporation, print your name and title: _____ (Name)

LIEN INFORMATION

Lien Filing Code (assigned by DMV: enter only if a code has been assigned to you or your company) _____
 Lienholder's Name _____
 Lienholder's Name (continued) _____
 Street Address _____ State _____
 City _____

4. **Absence/Tardiness:** Employee agrees to promptly inform both SDI and Customer of any absence or tardiness and also agrees to secure permission from the work site supervisor in advance of any absence or tardiness that failure to do the above or excessive tardiness and/or absenteeism may result in termination of employment.
 5. **Compliance:** Employee agrees to comply with all applicable laws, rules, regulations, and policies of SDI and Customer.

CONTACT INFORMATION:
 Company Name: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Country: _____ Zip: _____

Why do we still use Paper Forms?

1. Data Collection Structure
2. User Interface
3. Flexible/Ad-hoc
4. Transaction Record

Attendee information

Prefix * Select
 First name *
 Middle initial
 Last name *
 First name as it appears on badge *
 e-Mail *
 Alternate e-mail address
 Business phone *
 Fax

Company information

Company name *
 Title *
 Address 1 *

| CLASSIC | PLUS |
|----------------------------------|----------------------------------|
| <input type="checkbox"/> \$6,700 | <input type="checkbox"/> \$8,950 |
| <input type="checkbox"/> \$7,000 | <input type="checkbox"/> \$9,250 |
| Third Choice: _____ | |

four (4) Full Conference Badges.
 If you have completed and signed Application for Exhibit Space ("Application") and Exhibitor and will submit such materials to IBM to confirm eligibility. You are only eligible to participate as a sponsor if you are a member of IBM PartnerWorld. Your company's demonstration MUST be on Lotus Software. Upon IBM's approval of your Application, you will receive a confirmation letter. Following this will be instructions regarding the Lotusphere 2006 On-line Service Kit and all necessary exhibitor forms.
 This Application is subject to the terms and conditions set forth below.
 This Application must be made two weeks from the date of submitting this Application or by January 2, 2006.

The Impact of Paper Driven Processes

Obvious costs...

- Paper and printing, transmission
- Unused form disposal
- Archival and storage costs

...hidden inefficiencies that can paralyze business

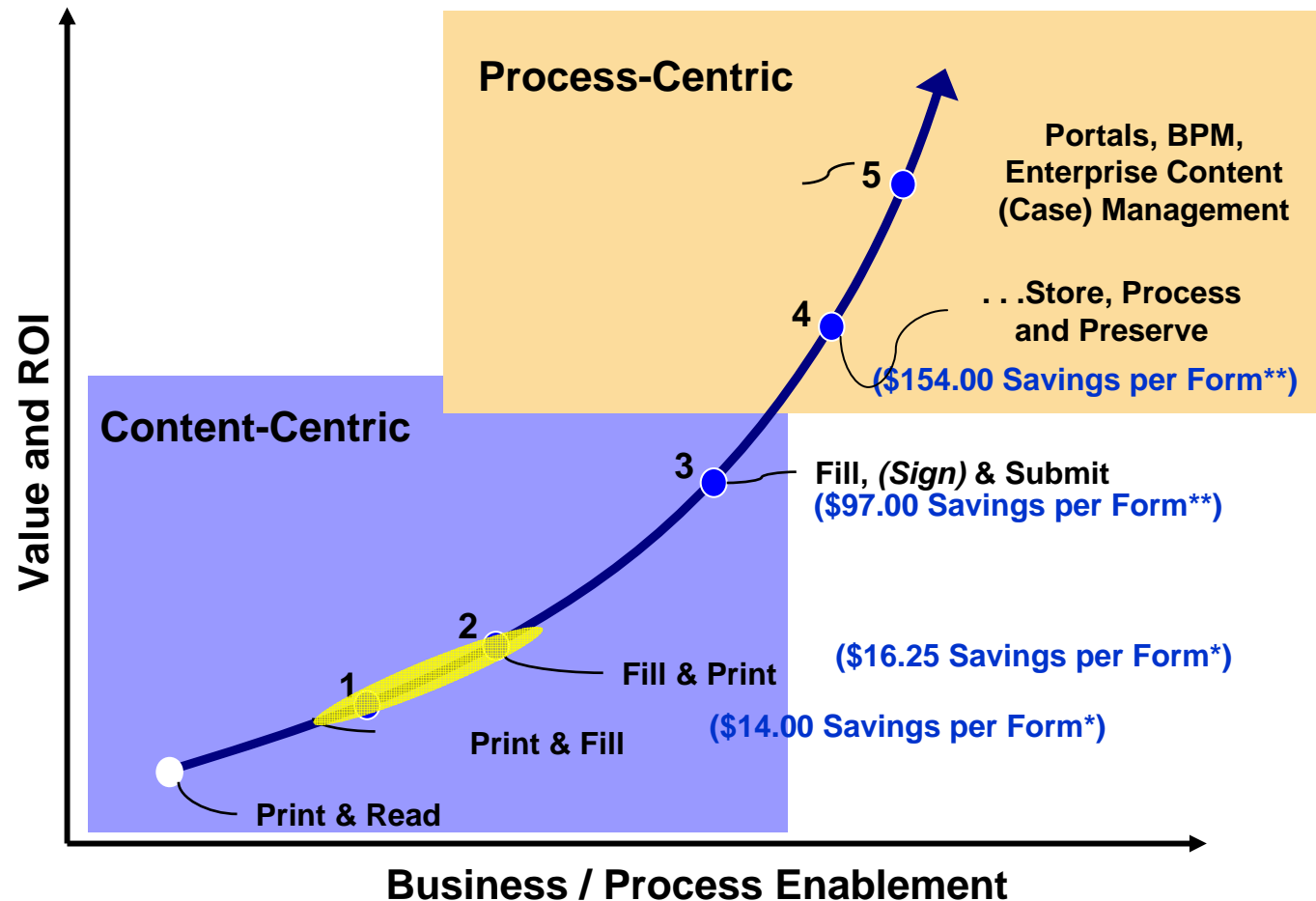
- Lengthy process cycles
- Incorrect and incomplete data
- Data re-keying
- Physical routing time
- Complex approval chains
- Data aggregation across forms
- Inaccessible data



Savings with intelligent e-Forms up to US\$154 per form

Gartner:

- “Enterprises are seeking **electronic process enablers, not just forms on the web**”
- “**e-forms based on XML architecture will become the standard** for web-based form input and document delivery by 2006”



**Gartner Group

Customer Examples and ROI



United States Army

Largest e-forms deployment in the world (Gartner): 100,000 forms, used by 1.4 million Army personnel around the world – expected ROI more than \$1.3 billion.



Electronic Social Care Record System. Meet Government requirements for social care record keeping. Integrate with existing systems and IBM infrastructure



Co-Operative Finance Services

Streamline and standardise processes. Enhance usability. Reduce cost of new product introductions.

Large Sports Apparel
Manufacturer

Collaborating with 2000 suppliers. *Estimated savings of 60K hours in first six months from one form alone.*

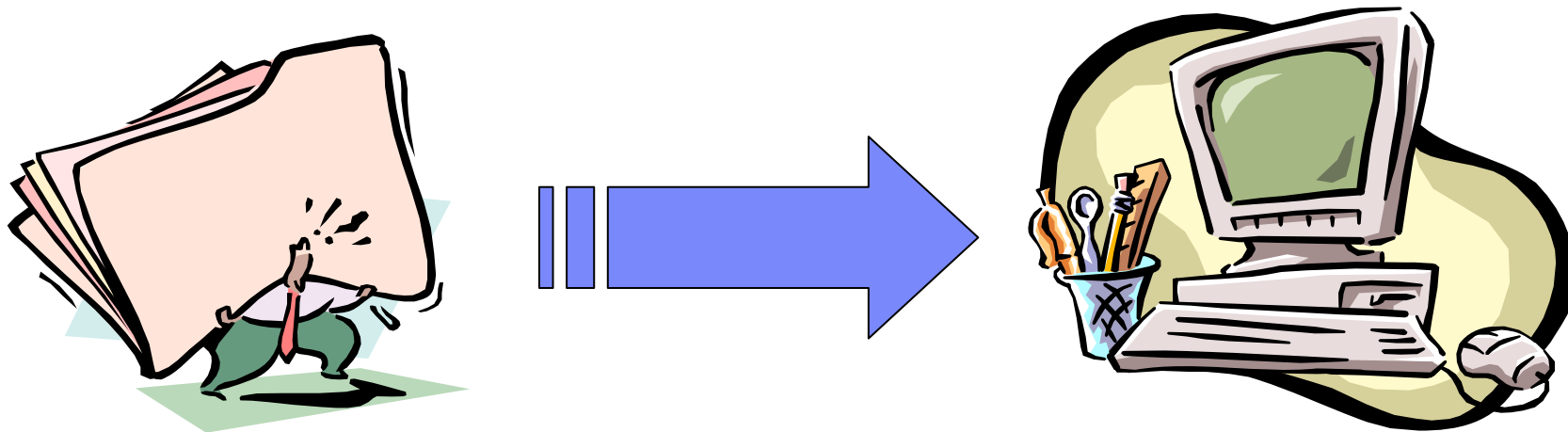


Woodmen of the
World Insurance

Intuitive wizards guide agents through policy application process offline with real-time data validation. *ROI: accelerates application process from weeks to hours!*

Key Features of Successful e-Forms

- High-value on-line transactions need to be:
 - ▶ **Enforceable** - Secure enough to be a transaction document.
 - ▶ **Automated** - Manual processing adds errors and time, creating unnecessary costs.
 - ▶ **Secure** - If someone attempts to alter a signed transaction, it is detected immediately.
 - ▶ **Auditable** - Can keep track of all the steps taken.



Workplace Forms: Document your Process



Workplace Forms open XForms documents capture the entire context of a transaction

Presentation

- The look of the form
- Colors, fonts, layout
- The “fine print”

Data

- Information entered by users
- Information entered by programs
- Electronic signatures
- Attachments

Logic

- Calculations, validations
- Business rules controlling form behaviour

“Process Documents that Document your Process”



Workplace Forms: E-Form Components

Presentation Layer

- Pixel-perfect Resolution for duplicating paper forms

Mountain-Sure INVESTMENTS **Brokerage Account Application**

INVESTMENTS Check/Withdrawing Account? Yes No Portfolio Account? Yes No

Account Type: Individual Estate Partnership Custodian for a Minor Collateral Additional Documents Required Joint Tenants Trust Corporation Charitable Organization Investment Club

Office: CA-32 AEP: 9999 Account#: 00000

Applicant Information Required by MSRB Rule G-6(a)(ii) and NASD Rule 2310

First Name: Richard Middle Initial: Last Name: Smith SSN: 999-99-9999 Date of Birth: 04-15-1964 Business Phone: () -

Mailing Address: 123 Electric Form Ave City: Springfield State: MA ZIP Code: 01111-1234

Legal (Direct) Address (Required in addresses P.O. Box): 123 Electric Form Ave City: Springfield State: MA ZIP Code: 01111-1234

Employer: PureEdge Solutions Occupation: Doctor City: Springfield State: MA Citizenship: U.S.

Are you or joint applicant employed by a member firm of a stock exchange, a municipal securities dealer or other securities broker or dealer? Yes, Co. No

Are you or joint applicant a director, 10% or greater shareholder or policy making executive officer of a publicly traded company? Yes, CUSIP No

I want my name, address, and securities positions disclosed to companies in which I own securities that are registered in nominee or street name. Yes No

Financial Information

Years of Experience: Tax Bracket: % Beneficial Account Owner:

I have the following investment objectives:

Preservation of Capital (Investment Grade Bonds) Speculation (Options & Equities)

Capital Appreciation Tax Advantaged Income

Income (Bonds, Mortgage Backed Securities) (Mutuals & Fixed Annuities)

Annual Income (in \$1,000s): Liquid Assets (in \$1,000s): Net Worth with Residence (in \$1,000s):

Risk Tolerance: Time Horizon:

Instructions for Payments & Safekeeping

Securities Settlement Instructions: Money Settlement Instructions (pick one option only)

Money Market Fund Sweep Regular taxable

Banking/Brokerage Reference

Bank or Brokerage Firm: City: State: Account #:

T.I.N./Backup Withholding Certification Please READ the following before entering into any transaction or signing this agreement.

(Cross out item (2) if subject to backup withholding.)

Under penalties of perjury, I certify:

(1) that the number shown on this form is the correct taxpayer identification number (T.I.N.) and

(2) that I am not subject to backup withholding either because I have not been notified that I am subject to backup withholding as a result of failure to report all interest or dividends, or the Internal Revenue Service has notified that I am no longer subject to backup withholding.

I acknowledge that the attached form of application contains a substitute Form W-9 as well as the same and conditions under which my account will be managed. I further acknowledge that the Internal Revenue Service does not require my consent to any provisions of the attached application other than the certification required to avoid backup withholding.

T. Mountain-Sure Investments

In consideration of your accepting this brokerage account, I (we) hereby acknowledge that:

(1) I (we) have received, read, understand and agree to the terms set forth above and in the Customer Agreement printed on the reverse of this application, including the predispute arbitration clause as found in paragraph 16.

(2) I (we) authorize the manual or electronic transfer of funds between accounts on this application. All persons must sign if this is a joint account.

(3) Mountain-Sure Investments (MSI) is a member of the NASD & SIPC.

(4) Mutual funds, annuities and other investment products are "not FDIC insured," not deposits or obligations of or guaranteed by any bank, and "may involve investment risk, including possible loss of the principal amount invested."

(5) Brokerage services and products are offered through Mountain-Sure Investments.

Applicant: X [Redacted] Date: [Redacted] Joint Applicant: X [Redacted] Date: [Redacted]

Brokerage Accounts Representative: X [Redacted] Date: [Redacted] Approving Principal: X [Redacted] Date: [Redacted]

Account are carried by MSI. Member NYSE/NASD/SIPC

Workplace Forms: E-Form Components

Presentation Layer

- Guided-interview process option (Wizard driven)

IBM Workplace Forms **simplifies** forms for end users, saving them time and effort

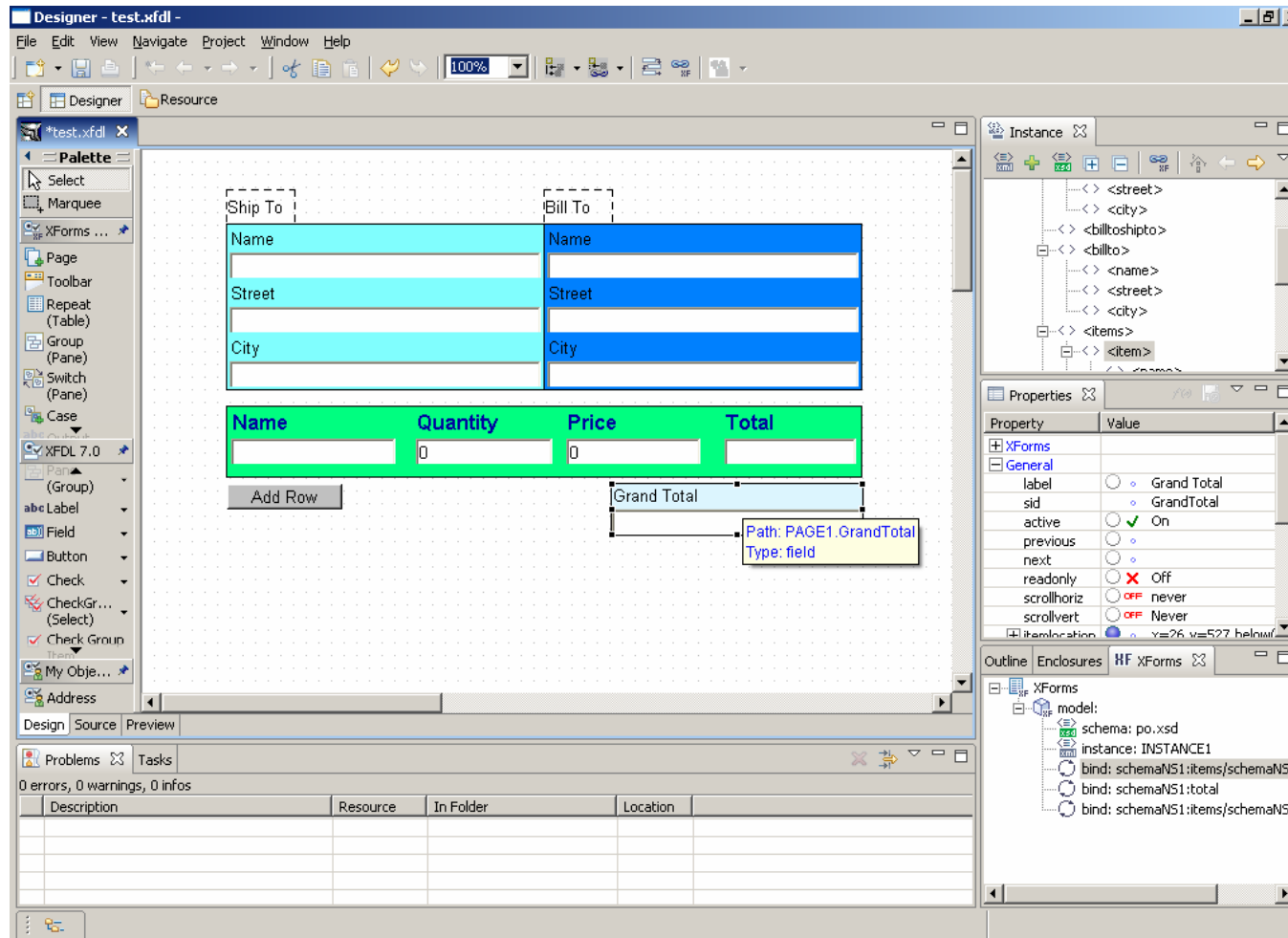
Flexibility

on the same data
en “views”

Dynamic Behavior

- Pre-population
- Declarative Rules instead of scripting dynamic behavior
- Enables much more complex dynamic behavior without deep programming

Workplace Forms Designer



Workplace Forms: E-Form Components

The screenshot shows a 'Brokerage Account Application' form from Mountain-Sure Investments. It includes sections for 'INVESTMENTS' (Account Type, Office, Account #), 'Applicant Information' (Name, SSN, Date of Birth, Address, Occupation), and a 'Financial' section. Below the form is a flowchart diagram illustrating the logic for account types. A central diamond node is connected to two columns of boxes representing account types: Individual, Joint Tenants, Corporation, Estate, Charitable Org. on the left; and Investment Club, Custodian for Minor, Trust, Partnership on the right. A callout box notes: 'User Changes Account Type' and 'any application type to any different one (and back again)'. A decision diamond labeled '[else]' is also visible.

Presentation Layer

Business Logic

- Capture forms processes in the form

IBM Workplace Forms creates intelligent forms with custom business rules that validate form input at the point of entry

Business Rule Flexibility

- Client side or Server Side Application of Forms "logic" to fit requirements

Workplace Forms: E-Form Components

Presentation Layer

Business Logic

Digital Signatures in Secure “E-Envelope”

- Sign multiple, overlapping sections or complete form
- Use built-in signing, digital certificates or signing pads
- Significantly smaller file sizes compared to proprietary binary formats

Data Instances

File Attachments

Summary of Benefits – Pure XML eForm Components

e-Envelope

IBM Workplace Forms combines form data and business logic into a single document, an intelligent message that *flows* through an IT environment

Treating forms as XML objects allows us to:

- Maintain presentation and logic with data

▪ *Save a form and work offline*

available transport
(web, email, FTP, etc.)

base

and *extract* data from a

perproof

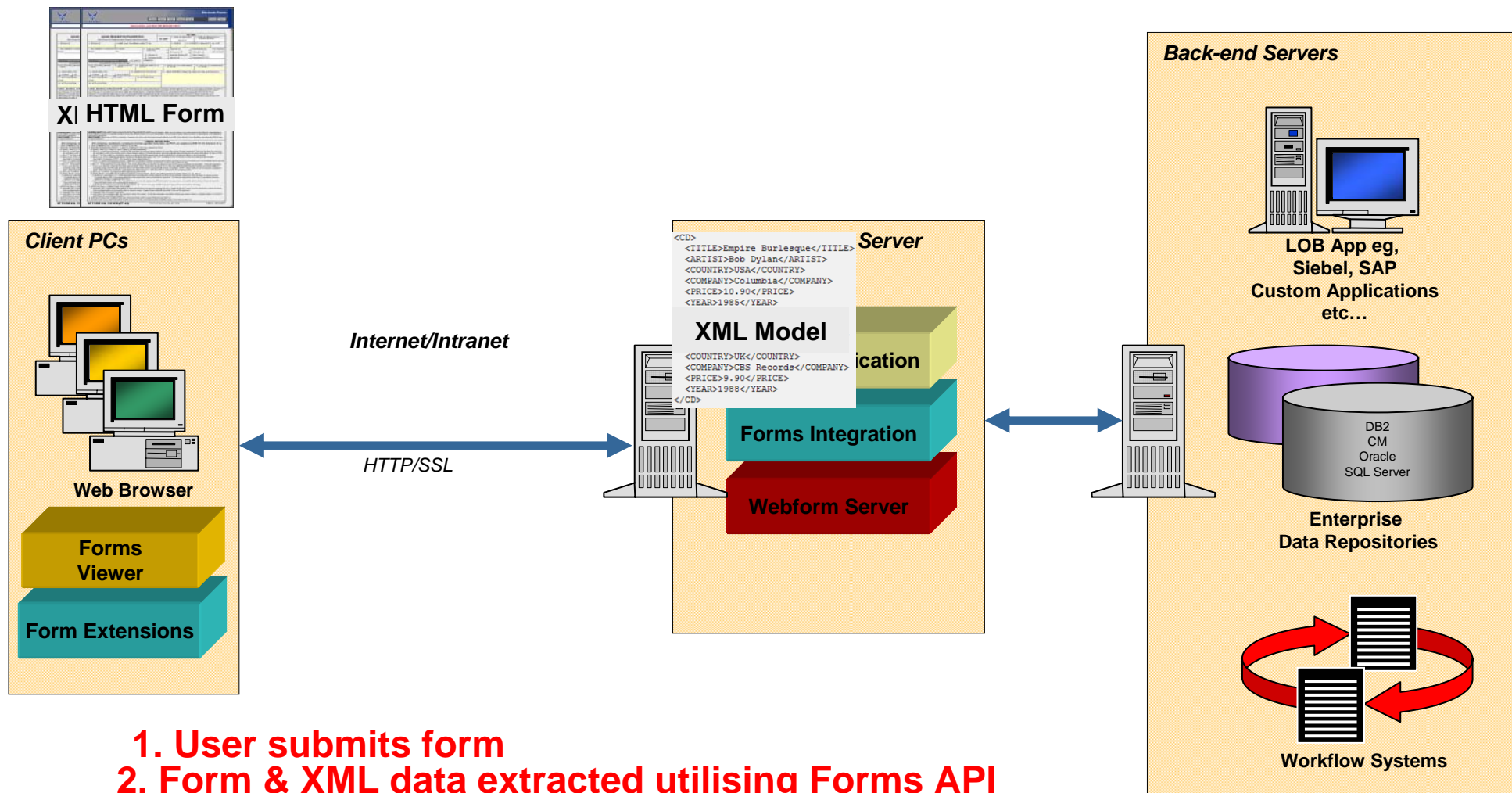
technologies (i.e.,

workflow, EAI, document/content management, etc.)

- *Parse* the XML data at any appropriate time in the form's lifecycle



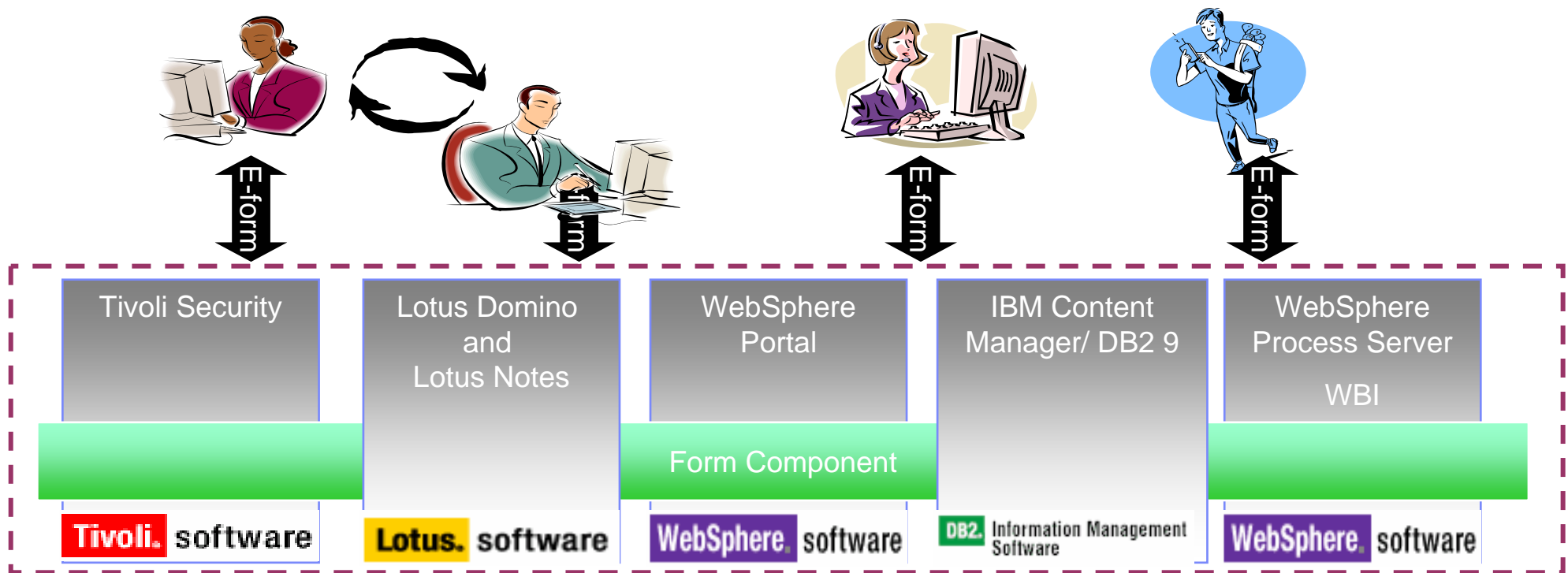
Example Workplace Forms Deployment



1. User submits form
2. Form & XML data extracted utilising Forms API
3. Form stored in repository
4. Data provided to LOB applications

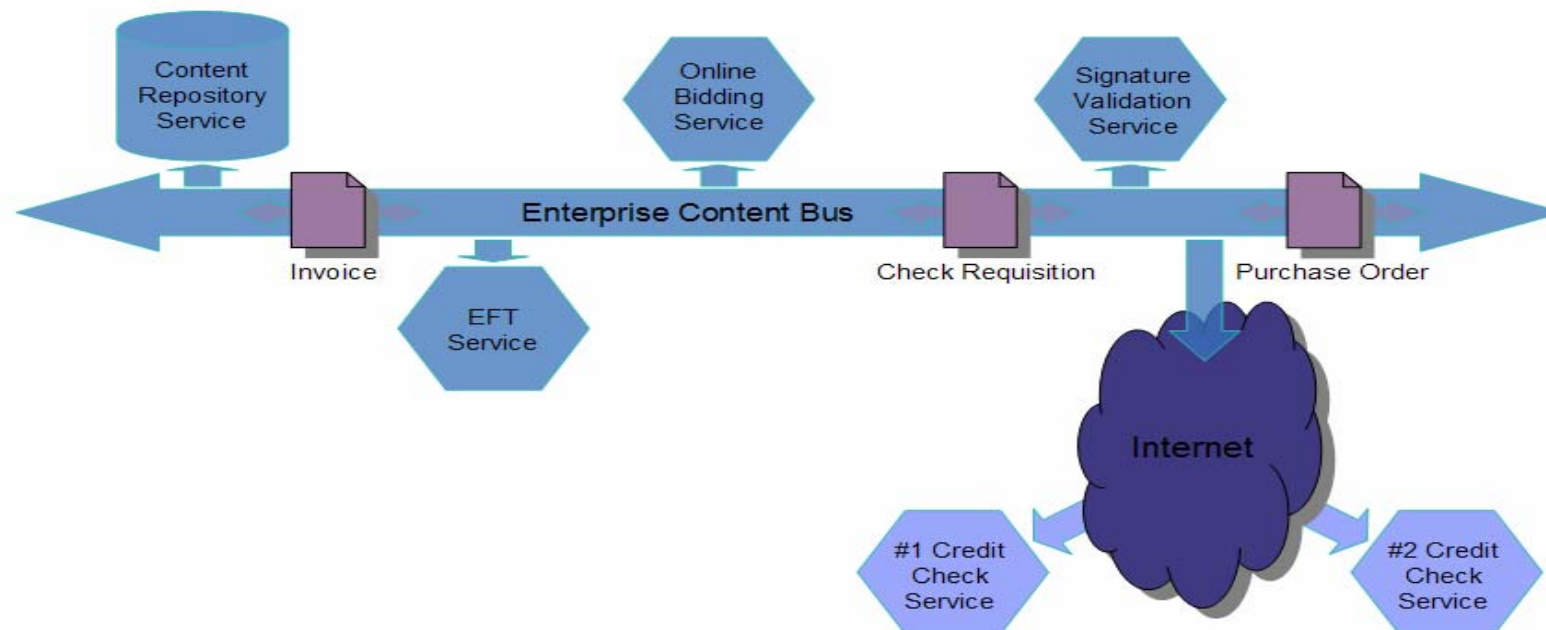
Workplace Forms Integrates Across IBM Software SOA

eForms technology varies from simple (print-and-fill, Webforms) to advanced (digital signatures, offline storage). Advanced e-forms are a critical component of Industry Solutions due to their broad applicability to a variety of business processes. E-forms provide a common front-end to many different IBM software products.

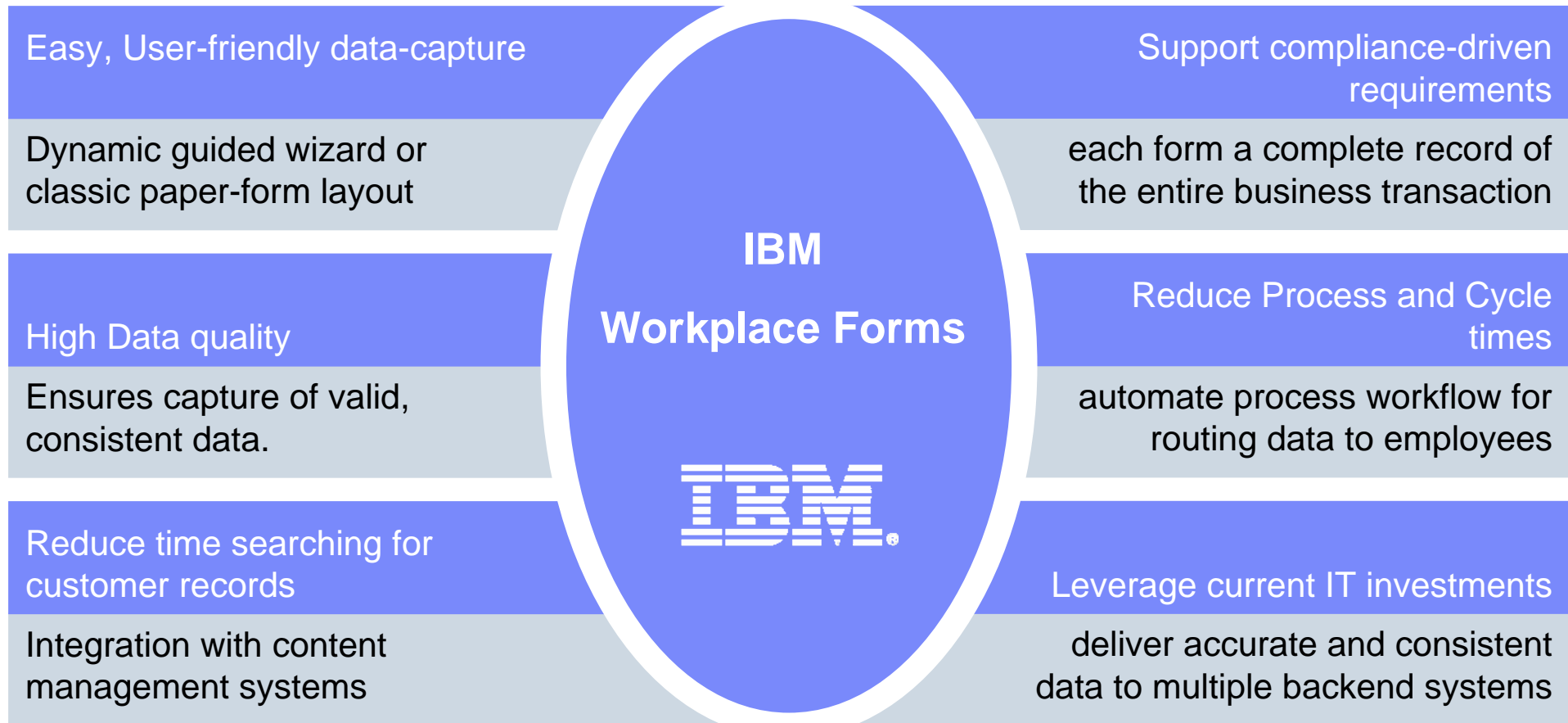


Workplace Forms Intelligent Process Messages for SOA

Workplace Forms enables XForms as **messages** that seamlessly **flow** through processes enabled by a Service Oriented Architecture (SOA), and imbed the **intelligence** to adapt to services across multiple enterprises and domains



Summary: Workplace Forms Business Value



Questions ?



- Contact details:
 - ▶ mark.osborn@uk.ibm.com

- More information:
 - ▶ ibm.com/software/forms
 - Whitepapers, Case-Studies, Webinars
 - Workplace Forms Viewer and Designer **FREE** 60-dayTrial
 - Download sample forms

 - ▶ ibm.com/developerworks/workplace/products/forms/
 - Technical Information

IBM Workplace Forms helps reduce the time, costs, and problems **inherent** to manual, forms-based processes.

Providing far more than simple electronic print and fill capabilities, IBM Workplace Forms aids in **streamlining** and **automating** end-to-end business processes that are initiated by forms

The image shows a screenshot of a 'Brokerage Account Application' form from Mountain-Sure Investments. The form includes sections for 'INVESTMENTS', 'Applicant Information', 'Financials', 'Instructions for Payments & Safekeeping', 'Banking/Brokerage Reference', and 'T.I.N./Backup Withholding Certification'. Overlaid on the form are three cartoon illustrations: a green clock with dollar signs, a money bag with a dollar sign, and a green turtle with a small brown snail on its back. The turtle is walking towards the right, and the snail is also walking towards the right.

Process * Compliance * Document/Record * XML