The next generation iSeries...
…simplicity in an on demand world –
- First Hundred Days Observations
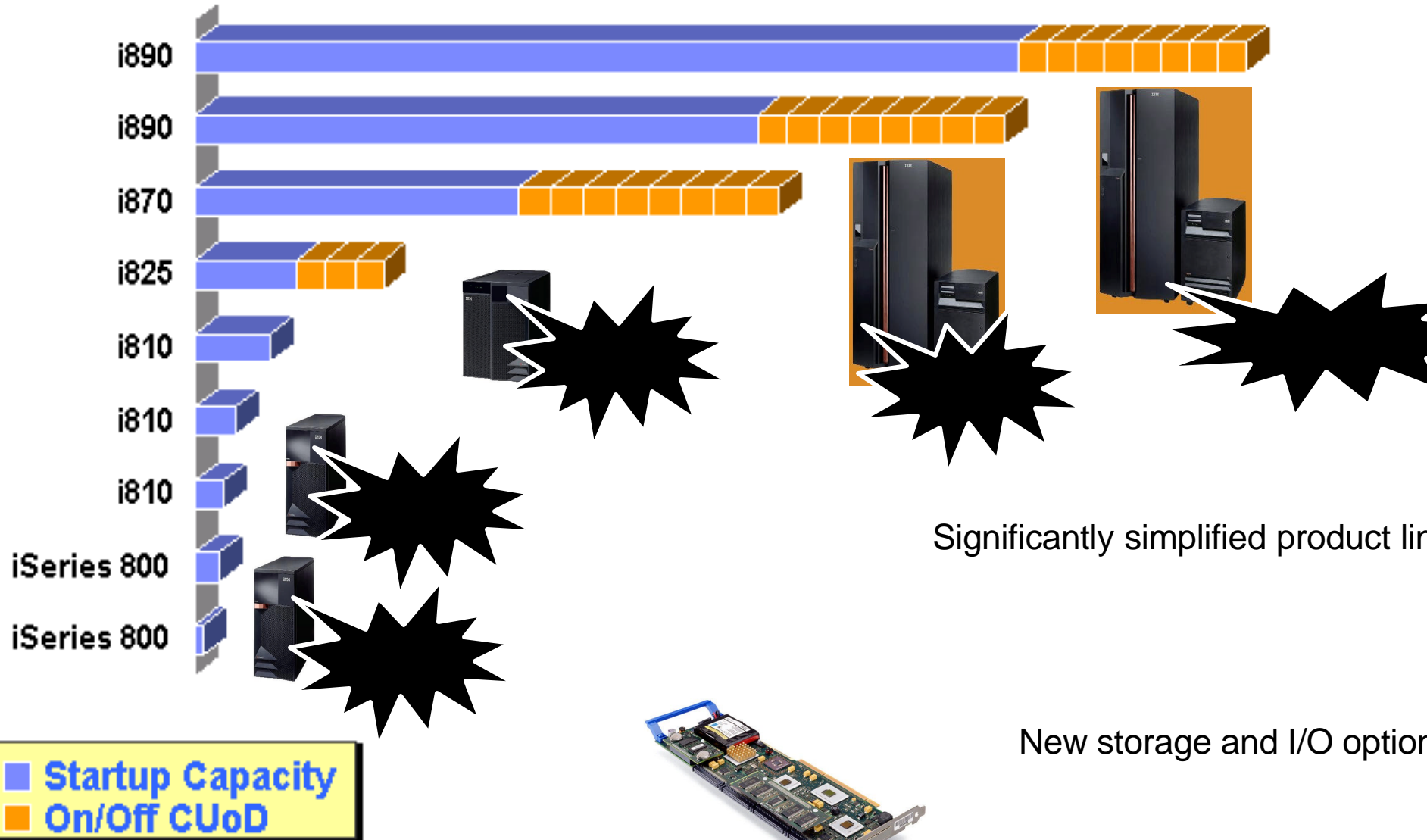
Al Zollar
General Manager
IBM eServer iSeries

First 100 Days

IBM eServer iSeries – New, Simplified Product Line

Startup Capacity
On/Off CUoD

Significantly simplified product line

New storage and I/O options

Getting the Word Out regarding our new products

IBM @ server iSeries

iSERIES NATION

January 20th

January 22nd

LiNUXWORLD CONFERENCE & EXPO

Lotusphere 2003

January 26 - 30, 2003
Orlando, Florida USA

January 26th

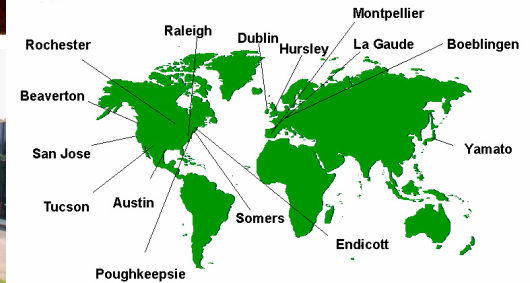January thru February

100+ Launch Events across the Americas

PartnerWorld 2003
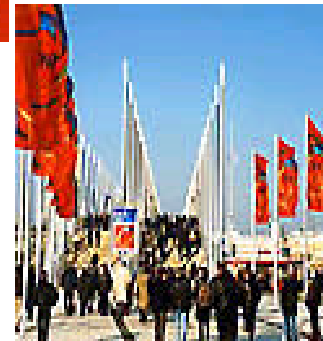
February 18th

March 9th

COMMON A USERS GROUP

Getting Around IBM

Traveling to industry events

Meeting iSeries Nation members

Working with partners inside & outside of IBM

SV Survey Results

- **40% of ISVs committed to WAS & J2EE**

- **21% of ISVs keeping option open by supporting both WAS & J2EE and .Net**

- **2.9% of ISVs committed to .Net**

- **Opportunity may exist to influence a significant (35%) number of ISVs**

ISV Framework Use

13.3%   1.2%

39.9%

21.4%

21.4%   2.9%

| | WAS+J2EE | | Both | | No Plans | | Other |
| | .Net | | Don't Know | | | | |
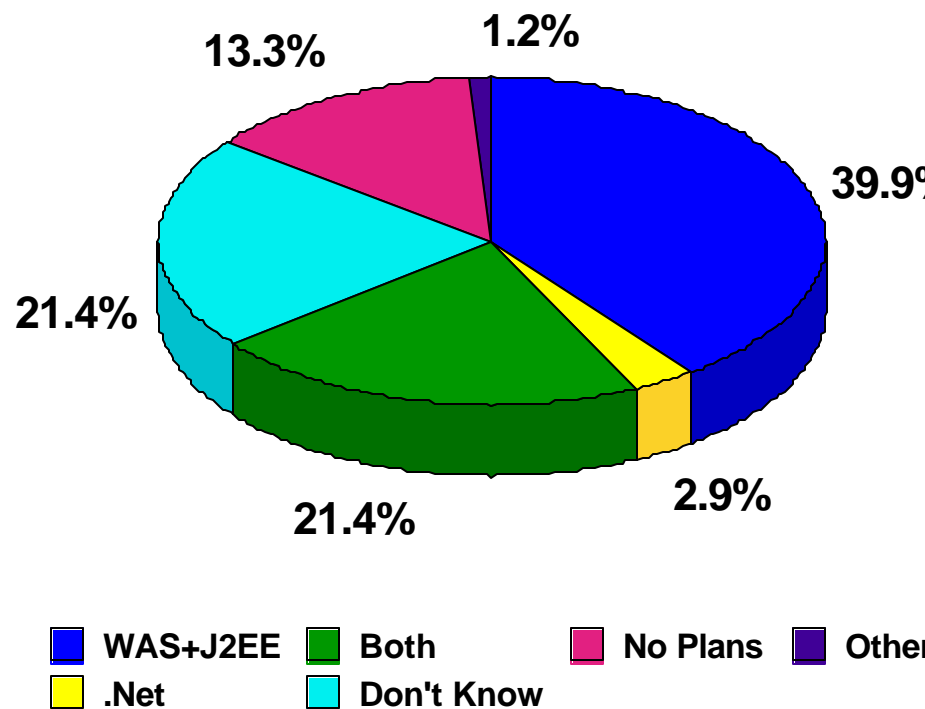
ISVs are supporting multiple frameworks

IBM eServer iSeries 2003 Priorities

- Growth
- Touch Every Customer
- Expand our ISV base

The next generation iSeries...

…simplicity in an on demand world

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