



IBM Welcomes You
**Real Business Problems with
Real Business Solutions on Linux**

**Scott Handy, VP, World Wide Linux
IBM Customer Day
LinuxWorld San Francisco
August 4, 2004**



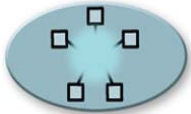


AGIA Insurance Services



IBM Worldwide Linux Strategy

Technology Focus



Infrastructure Simplification



On Demand



Open Client Strategy

Momentum

Workloads to Linux

Linux to eServer

IBM to Leadership

Industry Focus



Banking



Retail



Government



SMB



Telco



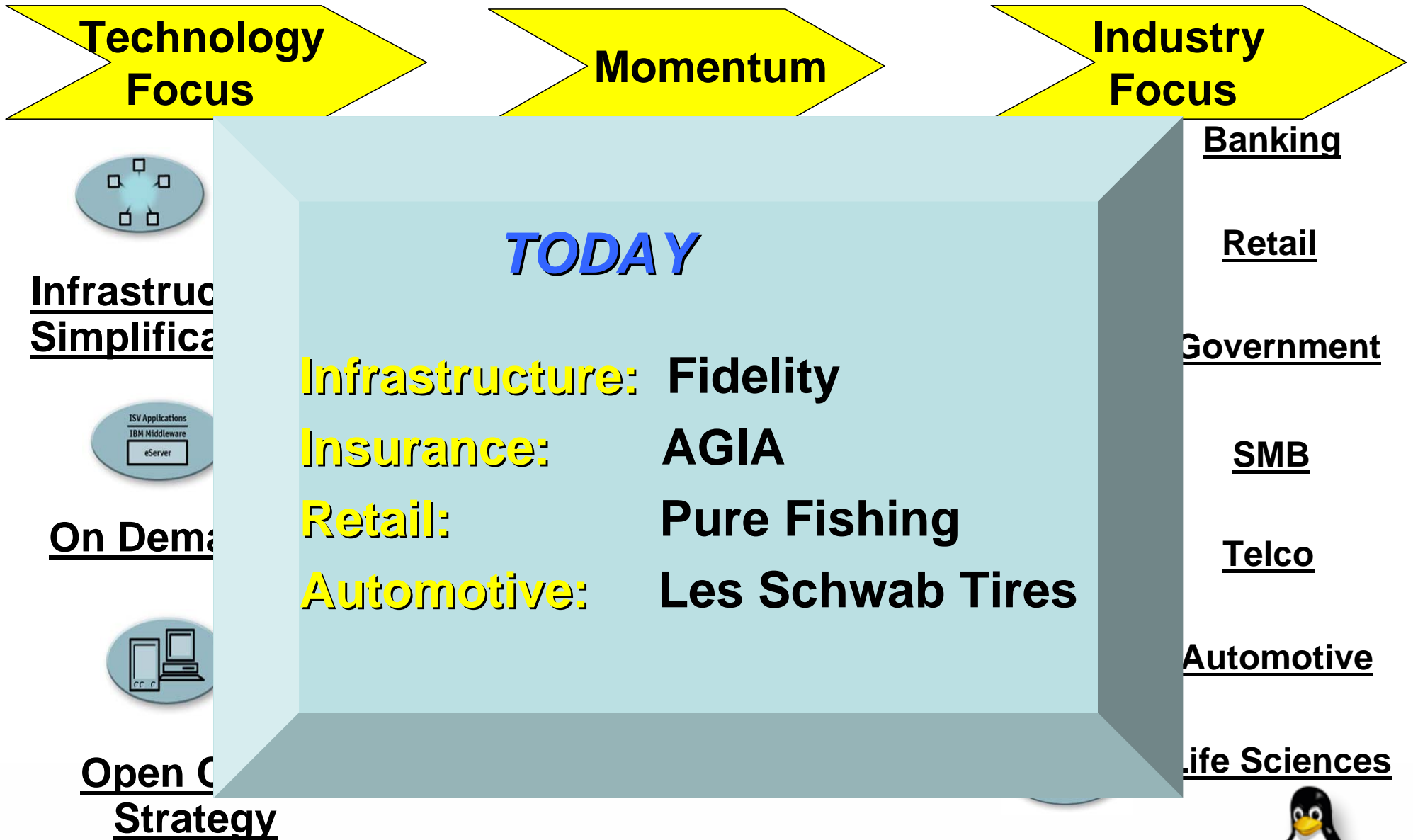
Automotive



Life Sciences



IBM Worldwide Linux Strategy

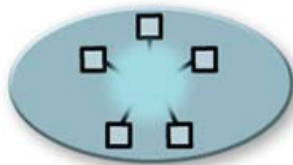


Our Customers and IBM– Teaming for Success



Mike Reeves, Principal OS Consultant

**Winning with
IBM & Linux**



**Infrastructure
Simplification**
Financial

- zSeries Linux
- Rapid deployment
- TCO model
- Quality of Service



Our Customers and Partners – Teaming for Success



AGIA Insurance Services

**Bill Tyson,
Chief Marketing Officer, SVP**



**Gary S. Miliefsky,
President and CEO**



Industry Applications:
Insurance

- Identity theft
- Data protection services
- Regulatory compliance



Our Customers and Partners – Teaming for Success



John Weaver, CIO



Dan Watson, Co-Founder



**Craig Linthicum, VP
Business Integration Solutions**

**Winning with
IBM & Linux**



**Industry
Applications:**
Retail B2B

- **Dealer Extranet**
- **Customer Service**
- **on demand environment**
- **Partners: e*One & DSS**



Our Customers and Partners – Teaming for Success



Eran Heyman, Founder and CEO



Rod Williams, Systems Development

Winning with
IBM & Linux



Industry
Applications:
Automotive

- Local and Central office
- Linux thin client
- Mission critical system access from Ericom





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Real Business Solutions
on Linux

