
Merva CAC Discussion

December 13, 2000



Evolution to e-business



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Today's Objectives

- Reach agreement on a plan for going forward which satisfies needs of IBM's Merva customers
- Focus all future energy/efforts on collaboration for our mutual success

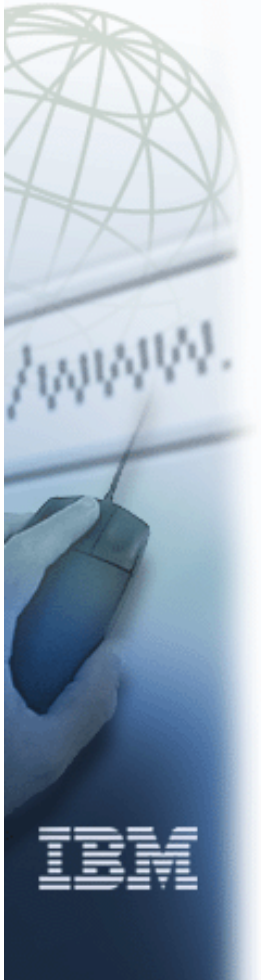




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Agenda

- What you have told us November 16
- What IBM will do
- What we ask of you
- Next steps
- Summary

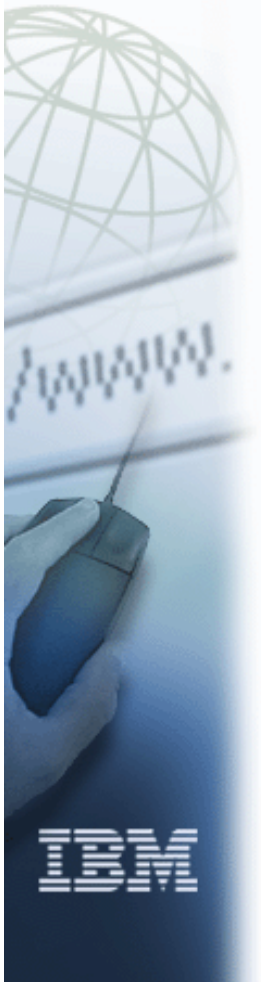




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What you have told us November 16

- Your request at November 16 CAC meeting:
 - Come up with a proposal based on DIDUG meeting
 - Estimate cost
 - Timeframe
 - One vendor
 - Support from IBM
 - Customer involvement:
 - One meeting with the right people from Boeblingen
 - Timeframe - 3 weeks 12/12/00
 - Solution open for other banks (IBM owned and maintained)
 - Contract model for finance
 - Also required by 12/12/00
 - Single Point of Contact - JGH

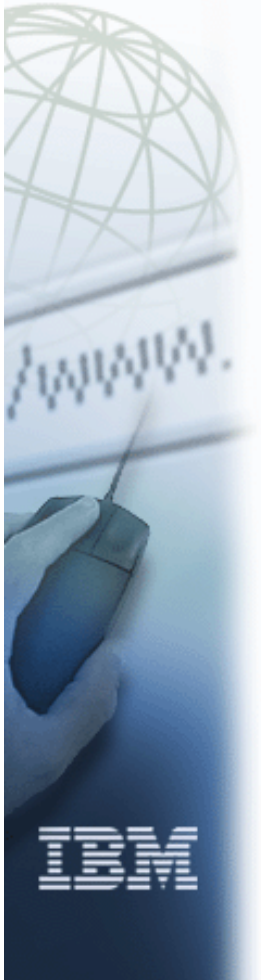




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What IBM Will Do

- **IBM Product:**
 - IBM intends to develop a MERVA follow on Program Product
 - Based on standard IBM middle-ware
 - Financed by IBM
 - Synchronized with S.W.I.F.T. plans
current target:
 - GA is 1H2002
- **Connectivity** will be through S.W.I.F.T's SAG in SNCC mode
- **Unique Enhancements** will be offered through services contracts
- **Single Point of Contact for maintenance**
 - IBM will develop a proposal to meet this requirement





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What IBM Will Do - Guiding Principles

- **IBM will Focus on Delivering "Middleware" While Leaving the Application Space to Financial Institutions and ISVs**
- **IBM Wants to Maintain the Relationship with SWIFT and Business Partners**
- **Product:**
 - IBM will design, develop and deliver the Product in a way that it:
 - Meets the Needs of Merva Customers
 - Has Broad Marketability
- **Process:**
 - We will Work with Customers to Insure that the Product Meets Merva Customers' Needs
 - We will Checkpoint
 - with You on Progress at regular CAC meetings
 - with other Finance Sector customers
 - Informal Checkpoints Will Be More Frequent
 - We will Clearly Articulate External Dependencies and Required Timing and Report Progress Against Achievement e.g.
 - Specs on SWIFTNet FIN 1Q01
 - Specs on SWIFTNet PKI 1Q01
 - SAG in SNCC mode available 3Q01

The IBM logo, consisting of the letters 'IBM' in a bold, sans-serif font, is positioned at the bottom of the vertical banner on the left side of the slide.

IBM



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The UCD Process

Multidisciplinary
Design of the Total
User Experience

Benchmark
Assessment



Design
Walkthrough



Competitor
Evaluation

Early
Ship
Survey

Evaluation/
Validation



Task
Analysis



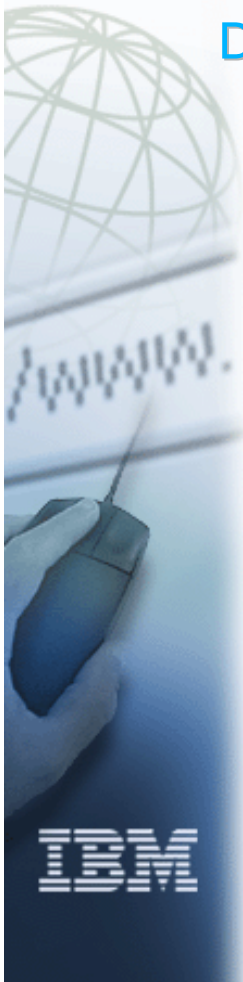
Managed with
an Integrated
Development
Process

IPD

Concept

Commit

Availability



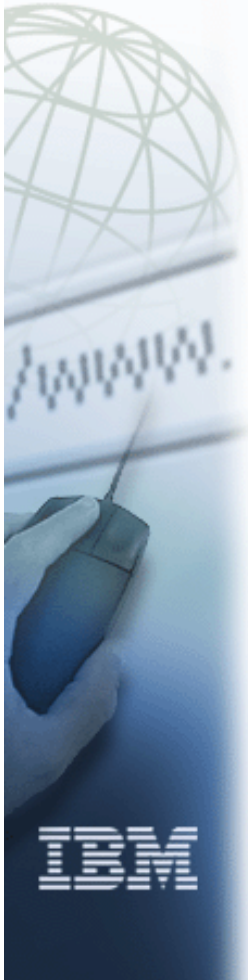
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What We Ask of You

- **Participate in the development process** by confirming/providing feedback on:
 - Written high level design
 - Business value of product to your FI
 - Required timing of delivery
- Your **Willingness to Buy** this Product
- Your **Support in Establishing the Right Priority at SWIFT** for the deliverables we are dependent on
- Your **Willingness to Fund** unique requirements

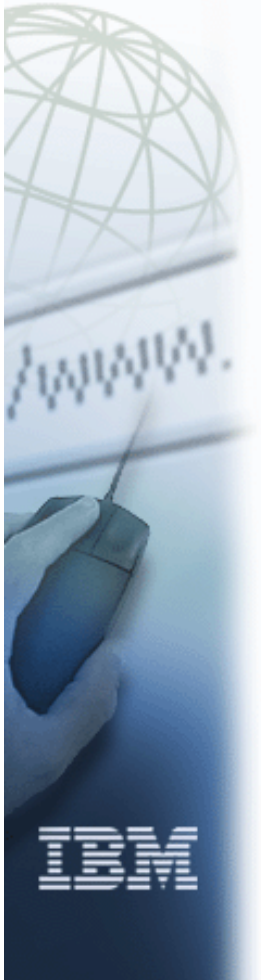




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Next Steps

- As part of continuous co-operation:
Involve CAC and other Finance Sector customers in Design Reviews:
 - **End of February 2001** White Paper describing
 - Functionality (Requirements)
 - Components
 - Interfaces
 - Process and Security Models
 - **End of March 2001** First draft of System Design
 - **End of May 2001** System Design
 - confirm content, schedule, and anticipated cost
 - based on then published SWIFT specs





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Summary

- Your business is important to us
- IBM is prepared to proceed in good faith to meet your stated requirements
- Our mutual decisions must be based on achievement of your and our business objectives
- We need your continued participation to insure that your needs are met

