

## **Solid Information Technology (Solid) Acquisition External FAQ**

**1. What are you announcing today?**

IBM is announcing the close of the acquisition of Solid Information Technology (Solid), a privately held company headquartered in Cupertino, California, with origins in Helsinki, Finland and regional offices in North America, Europe and Asia.

**2. Who is Solid Information Technology? What technology do they provide?**

Solid is a leading provider of in-memory database software. Hundreds of customers worldwide use Solid software in over three million deployments of Solid's software for high speed, low latency, high availability transaction processing in highly demanding production environments.

**3. What is in-memory database software?**

An in-memory database is a database management system that stores data in memory rather than storing the information on a disk-based storage system. In-memory databases can deliver data at high speeds and low latencies because they do not have to perform I/O to retrieve the data.

**4. Why did IBM acquire Solid?**

Solid is a leading provider of in-memory database software. Its software will enhance IBM's data server products by delivering high-speed and virtually uninterrupted data access to mission critical applications. The company's software provides greater than 99.999% availability and response times measured in microseconds with a small footprint and near-zero administration, making it well suited for OEM embedded environments.

**5. What market trends and customer requirements drove this acquisition?**

Companies need real-time information with very rapid response times to power their business:

- There is a growing market for applications which require extreme speed; at least 10x that of a traditional relational database, with low latency and high volumes of data access requests
- Mission critical and carrier-grade applications require uninterrupted data access; anything less than 99.999% availability is unacceptable
- ISV's and Network Equipment Providers are striving to leverage commercial off the shelf embeddable components, with a small footprint, to speed time to market and lower costs.

**6. How will Solid technology be integrated into IBM's software portfolio?**

IBM's will integrate Solid into its Information Management Software division as part of the Data Services Segment. IBM plans to integrate Solid's product offerings into IBM's software, further extending the market-leading Information Management Data Services portfolio with in-memory capabilities. Now that the acquisition is closed, portfolio plans will be detailed as a part of the product roadmap planning currently in process.

**7. How will the acquisition affect Solid customers?**

Solid's products will now be backed by IBM resources, extending the possibilities for development as well as support and services. IBM plans to continue to enhance the functionality provided by Solid's products. Solid customer and partner investments in solidDB will be supported and enhanced. Additionally, Solid customers will in the future have the option to leverage the in-memory database capability with IBM's market leading data servers.

**8. How will the acquisition affect Solid business partners?**

For the Solid partners, it will be business as usual. Existing Solid partner contracts will remain in effect, and Solid will continue to support business partners and their customers in a normal

fashion. Now that the acquisition has closed, we will contact business partners to share more details regarding the acquisition and to discuss corresponding business goals and requirements.

As before the acquisition, Solid business partners are welcome to enroll in IBM PartnerWorld, business as usual, to access a vast array of benefits and resources – including marketing, selling, technical and training/certification resources.

Visit <http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/index.html> for additional information.

**9. How does this affect IBM's Information on Demand strategy?**

IBM is committed to growing its Information on Demand business dramatically both organically and through acquisition, and Solid is part of that strategy. Solid supplements the IBM Information On Demand strategy by providing software that addresses delivering real-time information with rapid response time, enabling clients to respond to information as it changes.

**10. The Solid Information Technology acquisition announcement press release stated that this is IBM's 12<sup>th</sup> strategic acquisition in 2007. What were the other eleven?**

- Arsenal Digital Solutions (Announced December 6, 2007)
- Cognos (Announced November 12, 2007)
- NovusCG (Announced and Closed October 24, 2007)
- WebDialogs (Announced August 22, 2007)
- Princeton Softech (Announced August 3, 2007, Closed September 10, 2007)
- DataMirror (Announced July 16, 2007, Closed September 4, 2007)
- TeleLogic AB (Announced June 11, 2007)
- Watchfire Corp. (Announced June 6, 2007, Closed July 23, 2007)
- Serbian Business Systems (Announced April 26, 2007, Closed November 1, 2007)
- DM Information Systems (Announced and Closed March 6, 2007)
- Softek Storage Solutions Corp (Announced January 29, 2007, Closed March 1, 2007)

**11. Will IBM keep the Solid name?**

Initially IBM will refer to Solid, the company, as "Solid Information Technology, an IBM Company" The existing Solid products will be rebranded to 'IBM solidDB'. Any additional branding decisions will be made as part of the strategic product roadmap planning currently in process.