# SAP AND IBM — STRENGTH IN NUMBERS

## SAP AG in 2004 revenues: € 7.5 billion

- 88,700 installations
- More than 26,150 companies run SAP
- Providing more than 25 Industry Solutions
- 32,205 SAP employees (December 31, 2004)

## 12 million users in 120+ countries team with us to

- Integrate their business processes
- Extend their competitive capabilities
- Get a better return on investment at a lower total cost of ownership

## IBM in 2004 revenues: $96.3 billion

- 675 of Fortune 1000 companies, with average IBM spends of more than $30 million.
- More than 90 percent of the communications, retail and electronics companies in the Fortune 500.

# DELIVERING VALUE TO A SHARED CUSTOMER BASE

# PEOPLE SAY THE NICEST THINGS

**A Partnership for Integration**
"IBM's latest release of DB2 is a substantial step in our joint integration efforts. This tighter integration will allow our customers to enjoy more enhanced performance of SAP solutions at an even lower cost."

*— Karl-Heinz Hess, Senior Vice President, Active Global Support, SAP*

**Delivering Operations Value**
"Marathon's partnership with SAP will certainly allow us to streamline our back office operations with core functionality within SAP. It will allow us to deliver information readily not only to all the users of SAP, but to our executive management for strategic planning with the use of IBM and BW."

*— Gary Newberry, Project Executive for Implementation, Marathon Oil Corporation*

**Flexibility and Speed**
"SAP NetWeaver will provide the flexibility and speed necessary to drive the innovation and responsiveness needed to succeed in a globally competitive marketplace."

*Esat Sezer, CIO, Whirlpool Corporation*

**Early Returns on Innovation**
"This new release of DB2 Universal Database should bring us even higher levels of performance and should provide additional ease of use with the integration of DB2 commands into SAP."

*— Ed Jurica, CIO, Fossil*

**Reliability, Underscored**
"We had something of a patchwork quilt of systems, linked only loosely, and you could get different numbers out of each system. After an intensive business review, we concluded that we needed to start over and select an ERP system. We chose the SAP solutions on IBM infrastructure as the best way to meet our needs for reliable, integrated business processes."

*— Gary Wilson, Chief Information Officer, NIBCO, Inc.*

**Global Acceptance of the Technology**
"With the availability of DB2 version 8.2.2, IBM has made significant strides by streamlining the installation and configuration process along with improving upon the self-managing features of DB2."

*— Jochen Guther, General Manager, TFX IT Europe*

## SAP AND IBM: A PROVEN PARTNERSHIP

**NOVEMBER 29, 2005**

## IBM DB2 UNIVERSAL DATABASE OPTIMIZED FOR SAP

### The Challenge

Implement a database that integrates seamlessly within the application and that requires minimal resources to maintain. Control costs without sacrificing performance, availability or scalability.

### The Response

DB2 Universal Database, v 8.2.2, tailored specifically for the SAP environment, delivers increased scalability and availability. Easier to install, to configure and to manage.

- **Reduce installation time** via a transparent and "silent" DB2 database installation during the SAP install, via Windows Installer.
- **Shrink configuration time** by using the SAP DB2 workload setting to optimize DB2 for the SAP environment.
- **Lower maintenance costs** with rich toolsets that offer: Automatic extension of storage on demand; A single administration point and a uniform page size across entire database; Collection and reporting of all relevant information for troubleshooting.
- **Increase performance** across the board, with SAP-tailored SQL optimizations; leverage world-record setting database speed; eliminate the wait for database locks; lightening-fast information delivery from SAP Business Warehouse (via Multi-Dimensional Cluster).

## A SOLID, PROVEN PARTNERSHIP

For over 30 years, SAP and IBM have recognized the value of a strong partnership. Today, they serve a shared customer base of over 18,000 customers.

### Global Technology Partnership

- Full support of mySAP Business Suite on IBM eServer and DB2 platforms
- Innovation: High Performance Analytics
- International Competency Center at SAP HQ, Walldorf, Germany

### Global Software Partnership

- Collaboration Technology Support Center
- IBM Data Management coupled with Best Practices-driven SAP solutions means optimization across Ford's technology landscape
- DB2 deployed for over 300 SAP Internal Development and Production Systems

### Global Service Partnership

- IBM Global Services offers greatest number of SAP consultants in the industry
- Charter member of the SAP Implementation Quality Program

### Global Hosting Partner

- SAP Certified Hosting partner across major markets
- IBM hosts more SAP users than any other hosting provider
- Unparalleled High Availability and Disaster Recovery (HADR) capabilities

## WHAT IT MEANS TO FORD

- Lowest Total Cost of Ownership (TCO)
- Superior Support Structure
- Strength in Partnership – We'll be there together
- Leading Database Technology Provides a Robust Infrastructure
- Broadest Platform Support

## A NETWORK OF FULL SUPPORT

| Continuous Improvement | Implementation, Operations, Software Change Management | Mission Critical Support |
|---|---|---|
| Proactive Services | Software Change Management | Global 24x7 Message Solving |
| Customer Issues | Administrative Integration | Global 24x7 Escalation Procedures |
| SAP Software Updates | Available Source Code | Level 1 SAP |
| Access to SAP Community | Implementation Tools and Methodologies | Level 2 SAP |
| Monitoring for Systems and Core Business Processes | Testing Administration and Automation | Level 3 SAP / IBM over 200 professionals |