



IBM Software Network 2013

Fare partnership con il Software IBM

Roma, 24 - 25 gennaio 2013

Michele Principe
Unlock the value of the
information in the Big Data era



Information & The Big Data Phenomenon

...The Next Platform Battle...

- Empowered consumers with higher expectations
- Hyper connected world
- Emergence of big data analytics

“We have for the first time an economy based on a key resource [Information] that is not only renewable, but self-generating. Running out of it is not a problem, but drowning in it is.”

– John Naisbitt

...creating a New Era of Computing

New Computing

Model:

Own the technology
transformation /
new era of computing

- Information is a strategic asset
- Growth in data volumes is impacting IT budgets
- IT investments must evolve to big data analytics
- IT needs to reduce data center complexity and cost

Information & The Big Data Phenomenon

Today's intensifying challenges mandate a fresh approach

Accelerating Globalization

Rapidly Changing Demographics

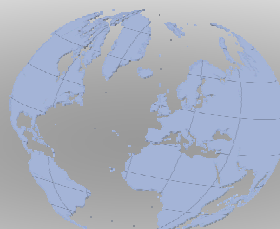
Industry Consolidation & Convergence

Evolving Societal Relationships

Supply Chain Complexity

Enormous Economic & Cost Pressures

Intensifying Regulation – Risk & Compliance



Traditional Approaches have become obsolete

Information is compartmentalized – lack of full integration obscures visibility

Inability to link unstructured content with structured data and manage together

Query State limits ability to address complexity of threats

Untimely – Sense & Respond vs. Predict & Act

Out of context

Costly

So What's The Problem?

The Big Data Phenomenon Is Only Making It Harder

Every day, we create 2,500,000,000,000,000,000 bytes or 2.5 Exabytes of data — so much that 90% of the data in the world today has been created in the last two years alone



Volume of Digital Data



Variety of Information

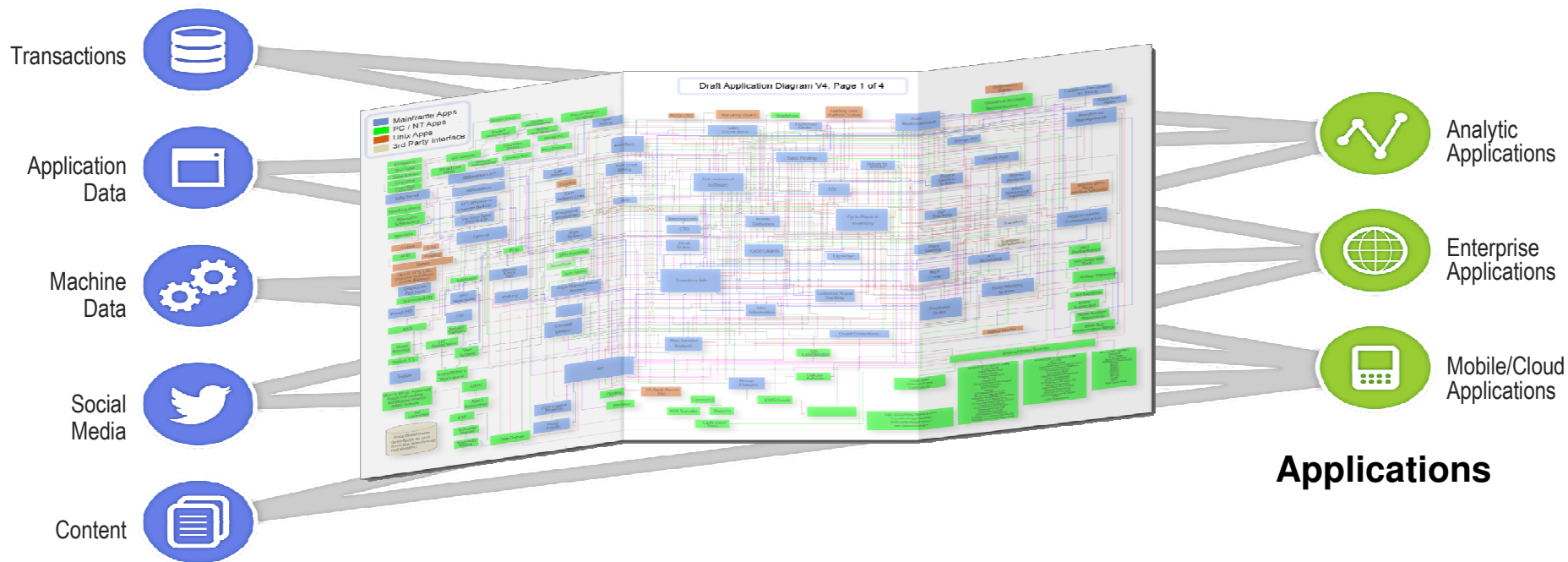


Velocity of Decision Making

- *For Every 1 Minute In Realtime, 60 Hours Of Video Is Up-Loaded to You Tube*
- *12 terabytes of Tweets are created each day, providing insight into public sentiment*
- *80% of all the data created daily is unstructured – videos, images, emails, and social media*
- *Structured data now includes a massive range of sensors, click streams, log files, call records, transactions*
- *5 Billion financial transactions occur every single day*
- *30,000 commercial air flights takeoff or land in Europe daily, accounting for 1,500,000 air passengers – every single day*

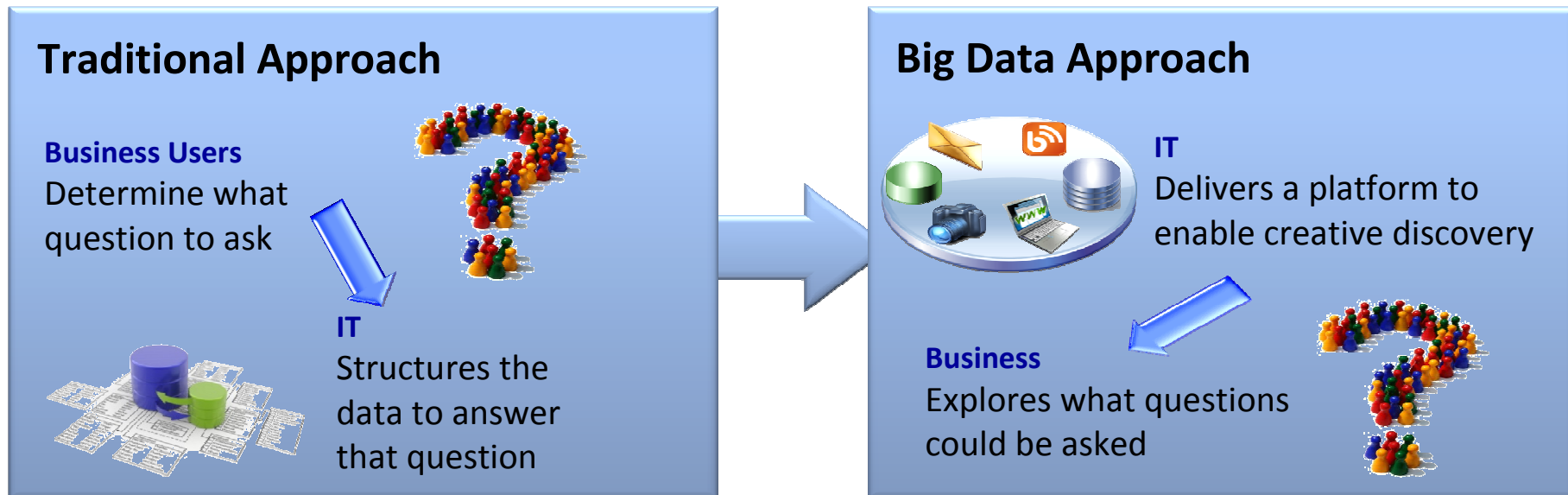
So What's The Problem?

Traditional Information Architectures Stifle Insight and Action





New Challenges & Big Data Require A Different Approach *Leaders Are Breaking The Traditional Information Management Model*



Structured & Repeatable Analytics

- Query Based -- Questions Drive Data
- Customer Surveys & Focus Groups
- Monthly, Weekly, Daily
- Data At Rest

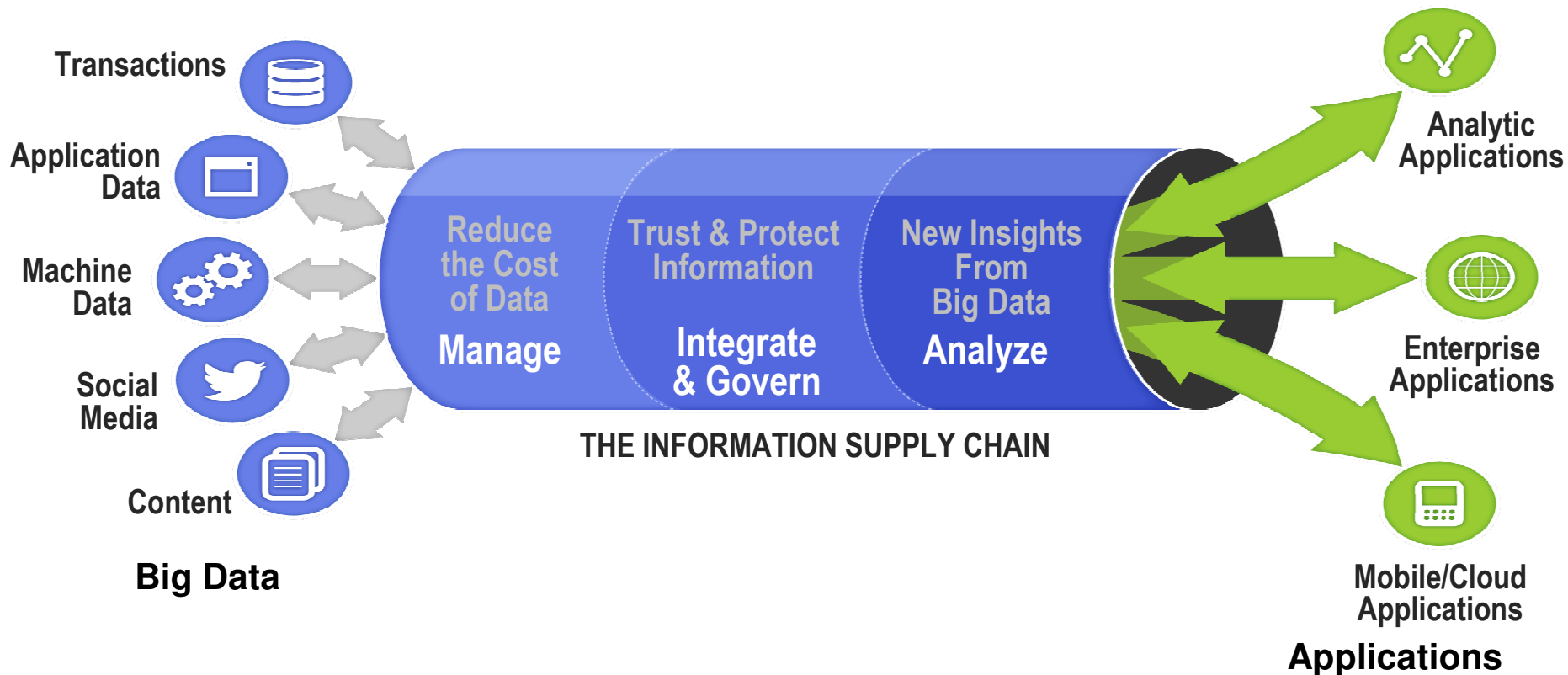
VS.

Iterative & Exploratory Analytics

- Autonomic -- Insight Drives Answers
- Customer Sentiment
- Persistent & Ad Hoc
- Data In Motion

What We Have Learned

A Comprehensive Set of Capabilities Is Required To Address The Challenge



IBM Has Invested To Support Our Clients

The IM Portfolio Encapsulates The Complete Set of Capabilities Required...

Reduce the Cost of Data

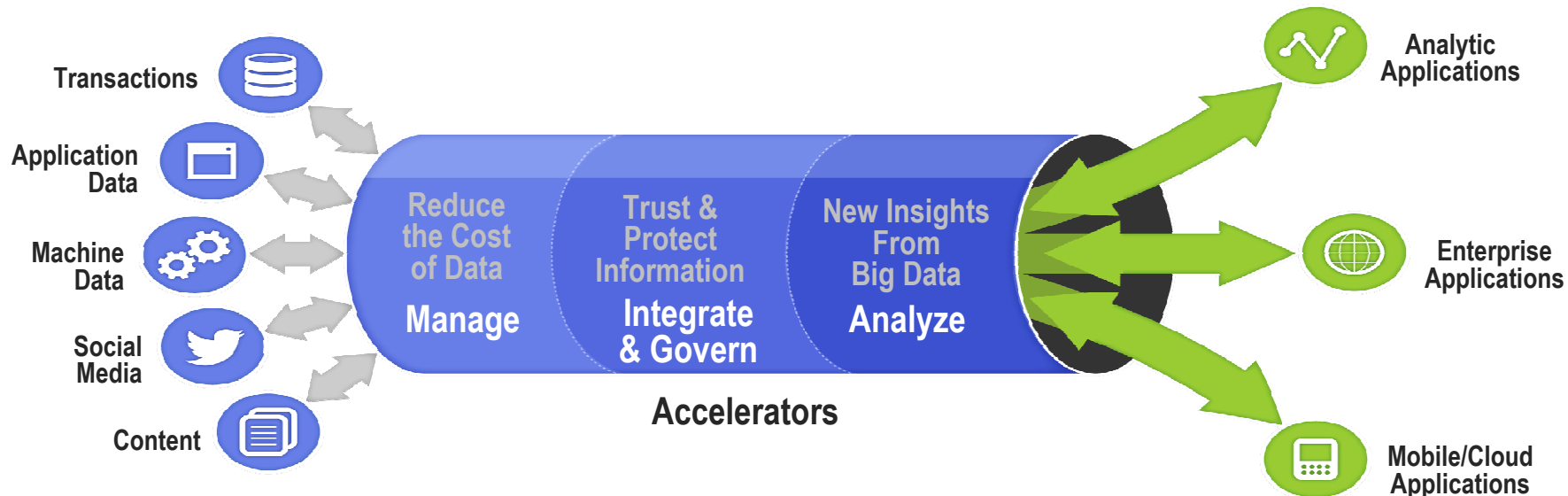
- Database Software
- Database Appliances
- Database Design and Development
- Database Administration
- Data Lifecycle Management
- Data Warehousing
- Hadoop System

Trust and Protect Information

- Information Integration
- Master Data Management
- Data Lifecycle Management
- Data Security and Privacy
- Data Quality Management
- Metadata, Business Glossary and Policy Management

New Insights From Big Data

- Data Warehousing Systems and Appliances
- Data Warehousing Software
- Data Warehouse Tools and Models
- Hadoop System
- Stream Computing
- Federated Discovery and Navigation



IBM Has Invested To Support Our Clients

The IM Portfolio Encapsulates The Complete Set of Capabilities Required...

Reduce the Cost of Data

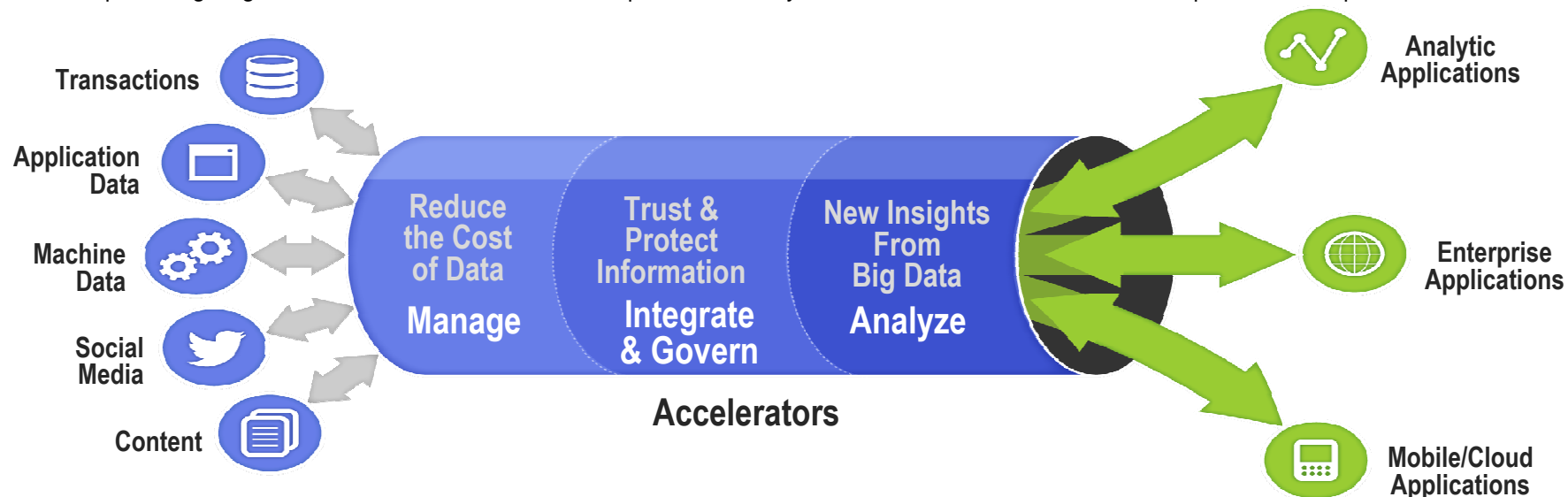
- DB2, DB2 for SAP
- PureData for Transactions
- Informix, IMS
- Database Tools
- InfoSphere Optim
- PureData for Analytics
- InfoSphere BigInsights

Trust and Protect Information

- InfoSphere Information Server
- InfoSphere MDM
- InfoSphere Optim
- InfoSphere Guardium
- InfoSphere Replication
- InfoSphere Federation
- InfoSphere Discovery

New Insights From Big Data

- PureData for Analytics
- PureData for Operational Analytics
- InfoSphere Warehouse
- Industry Models
- InfoSphere BigInsights
- InfoSphere Streams
- InfoSphere Data Explorer

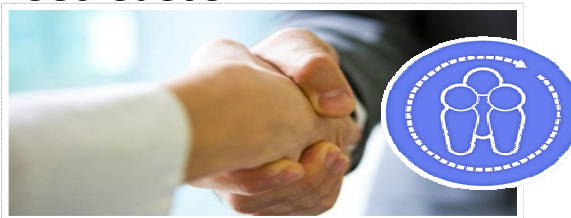


IBM Has Invested To Support Our Clients
...Supports The 5 Big Data Use Cases...



Big Data Exploration

Find, visualize, understand all big data to improve business knowledge



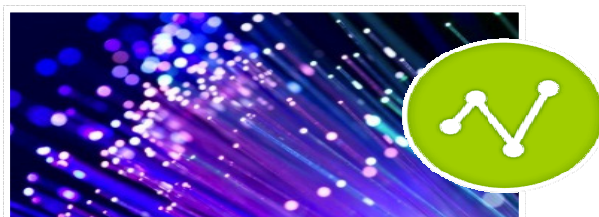
Enhanced 360° View of the Customer

Extend existing customer views by incorporating additional internal and external information sources



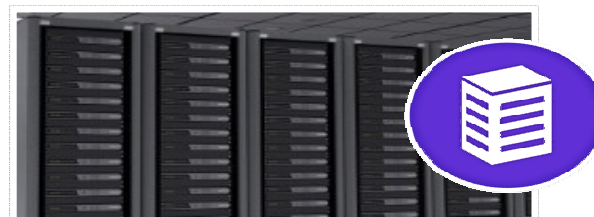
Security/Intelligence Extension

Lower risk, detect fraud and monitor cyber security in real-time



Operations Analysis

Analyze a variety of machine data for improved business results

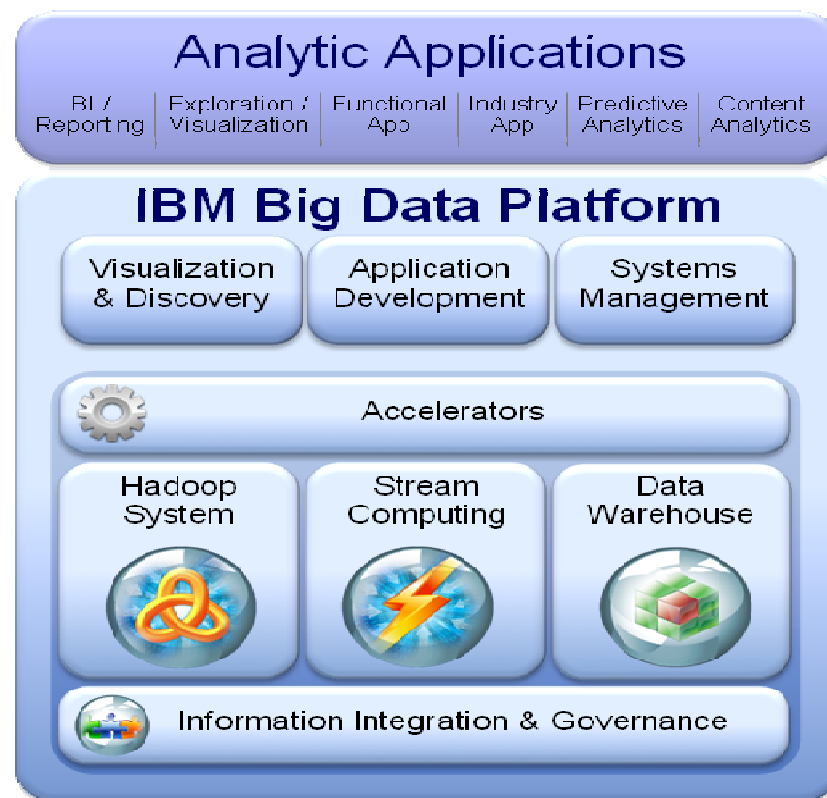


Data Warehouse Augmentation

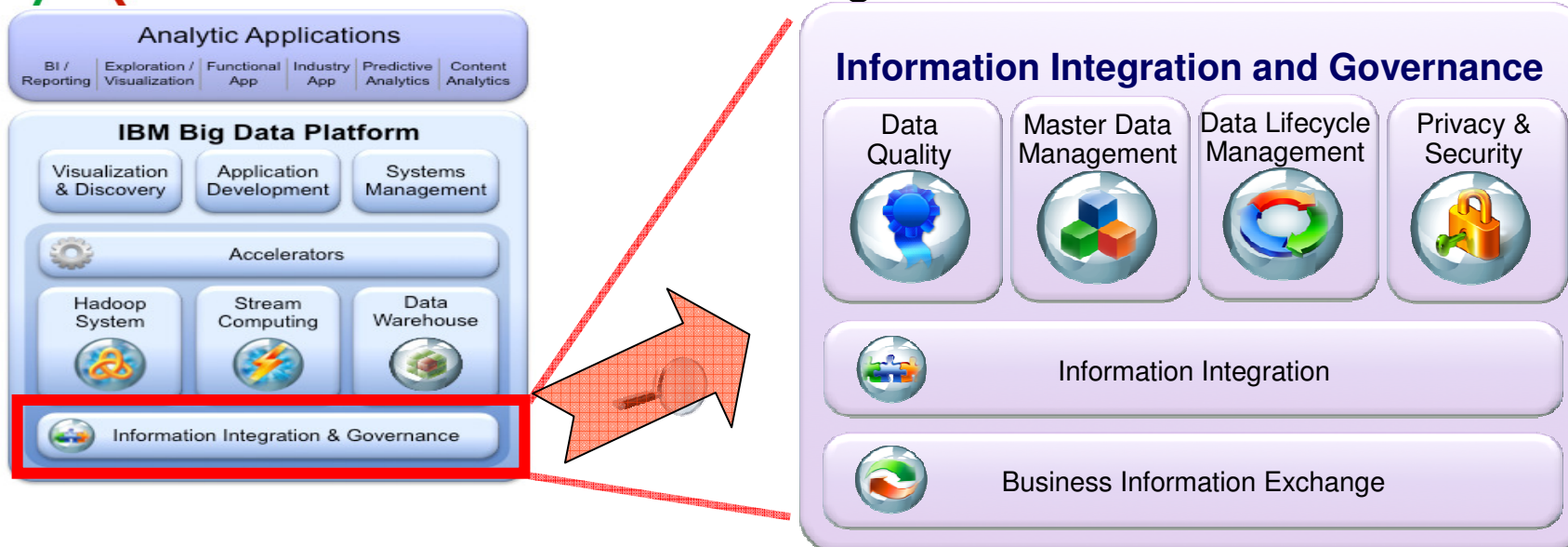
Integrate big data and data warehouse capabilities to increase operational efficiency

The IBM Big Data Platform Advantage

- The platform provides benefit as you move from an entry point to a second and third project
- Shared components and integration between systems lowers deployment costs
- Key points of leverage
 - Reuse text analytics across streams and Hadoop
 - HDFS connectors between Streams and Information Integration
 - Common integration, meta data and governance across all engines
 - Accelerators built across multiple engines – common analytics, models, and visualization



Information Governance at a glance



The desire for trusted information drives the requirements for an **INFORMATION INTEGRATION AND GOVERNANCE PLATFORM** that is foundational to big data.

1. Ensure the highest quality information
2. Master data into a single view
3. Govern data throughout its lifecycle
4. Protect and secure all information
5. Integrate all data for a common view
6. Ensure a single understanding and set of knowledge

Vivissimo => a great starting point!

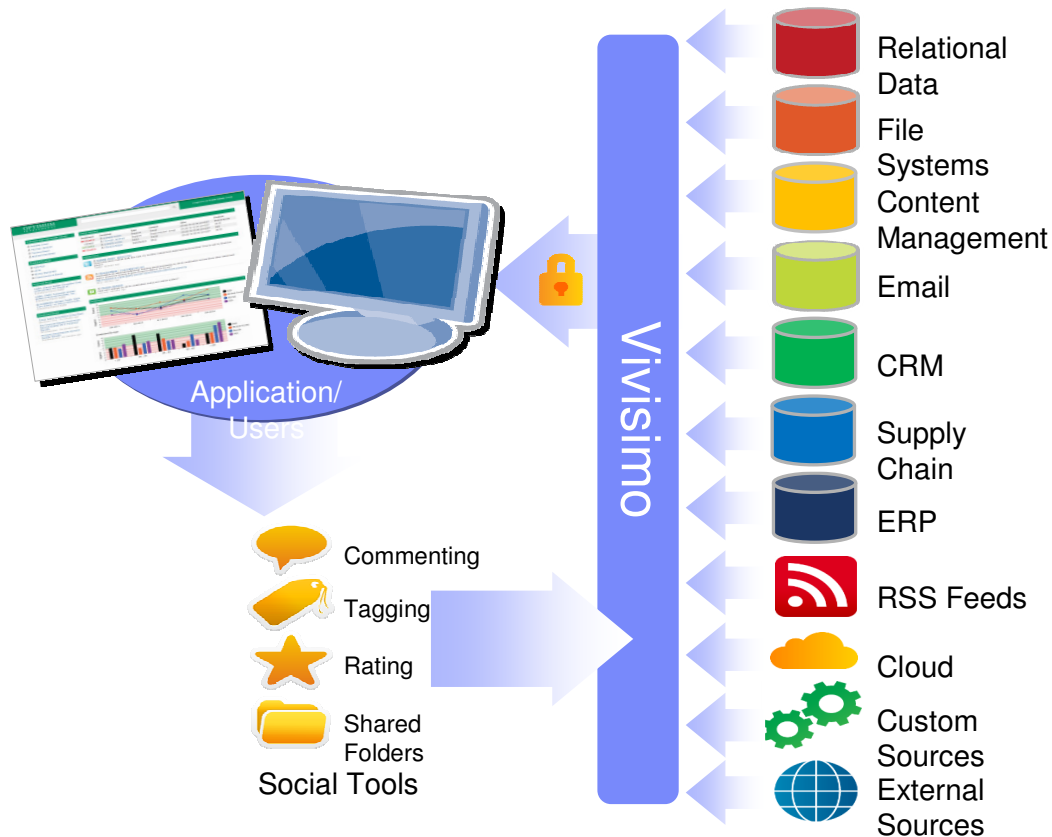
Allows organizations to unlock, navigate and visualize big data

- **Quickly unlocks big data**, enabling organizations to navigate all forms of content to discover high value sources
- **Create applications** that combine in a single interface structured, semi-structured and unstructured information
 - 360° view of any topic or entity (customers, products, employees, projects, etc.)
 - Enterprise content + unique big data sources such as log files, tweets, geospatial coordinates, imagery, etc.
- **Proactively push** important and relevant **content** to users based on their role, needs and interest

=> **Demo's available on the BP Portal!**



Vivissimo => a great starting point!



- Secure for access to large number of applications and data stores
- Discovery and navigation across the entire enterprise
- Fusion of structured and unstructured information to drive:
 - Better decisions
 - More efficient operations
 - Better understanding of customers
 - Innovation
- Social tools for collaboration and re-use



Vivísimo
VELOCITY 8.0

[About](#) | [Help](#) | [Profile](#) | [Logout - monarko](#)

All Lotus Notes SharePoint Documentum Employees Trade Publications

Sort by: Date Relevance Search: collaboration Your query has been expanded. Show Expansions

0 documents selected. Actions Select/deselect all on this page

Topic Clusters

Top 192 Results remix

- Portals, Content & Collaboration (16)
- Marketing (28)
- Mktgstrategysig, Teambuilding Exercises (12)
- Social (16)
- Speaking, Proposal (8)
- Content Management (21)
- Vivísimo (11)
- Overview (14)
- Communications (15)
- Tech Choices (25)

more | all

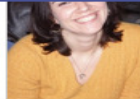
Refinements

- Mobile (55)
- Windows (51)
- Review (32)
- Not Classified (24)
- Rolling (8)
- Idg News Service (5)
- Rolling Review (5)
- C.g. Lynch (4)

Folder

- Mobile (8)
- Sales Education (6)
- Analyst (5)
- Competitor (5)
- Velocity 6.0 Research (5)
- BI (3)
- Collaboration (2)
- Social Tagging (2)
- Euro (1)
- Events (1)

Dynamic categorization



burgh, PA
Title: Director of Product Management
Extension: 971
Email: S.Monarko@vivisimo.com

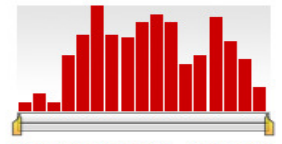
Enhanced by social collaboration

1. Confirmation Package for the Gartner Portals, Content & Collaboration Summit new window preview
Fri, 9 Feb 2007 13:47:55 -0400 | From: Gartner Events | To: monarko@vivisimo.com
Gartner Portals, Content & Collaboration Summit CONFIRMATION PACKAGE Dear Stacy Monarko: Thank you for your registration to the Gartner Portals, Content & Collaboration Summit at the Hyatt Regency Grand Cypress in Orlando, FL. I have enclosed ... PACKAGE Dear Attendee: Thank you for your registration to the Gartner Portals, Content & Collaboration at the Hyatt Regency Grand Cypress in Orlando, FL. I have enclosed the ...
My Tags: Tradeshow Gartner PCC add/edit tags
In Marketing: Analyst Mobile
In Vivísimo: BI Competitor Security
200K - Lotus Notes - Rate result: ☆☆☆☆☆ - ignore

2. E: Portals, Collaboration & Content Conference brochure deadline new window preview
Stacy Monarko
portal, collaboration & content management decision-
s ... Schedule Portals, Collaboration and Content
esday, November 7, 2006 8:00 - 8:50 am Registration and
C... al Breakfast - Lower Grande Hall 9:00am - 12:00pm ...
+ new comment
My Tags: add/edit tags


Graphical Refinements

Date



Selected: 6/1/2005 - 2/25/2009

Average Rating



Selected: 1 - 4.5

Folders

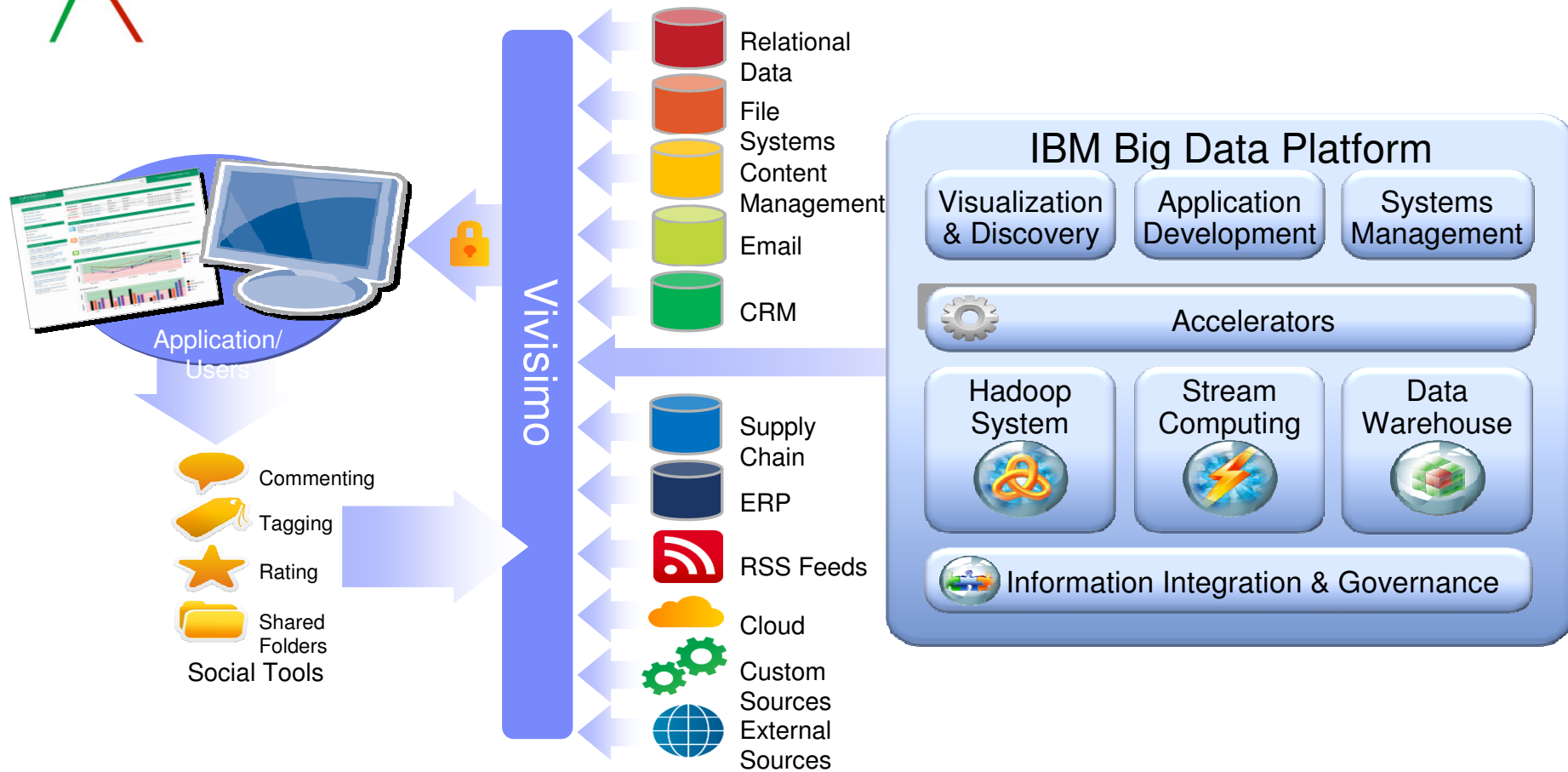
- Vivísimo Edit
- All Results
- BI
- Competitor
- Sales Education
- Security
- Add folder
- Marketing Edit
- All Results
- Analyst
- Mobile

Access across many sources

Leveraging structured and unstructured content

Highly relevant, personalized results

Refinements based on structured information





PureData



for Transactions

Optimized system delivering data services for transactions

for Analytics




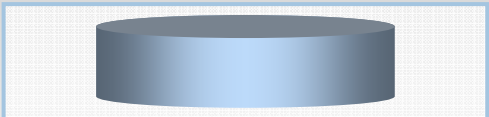
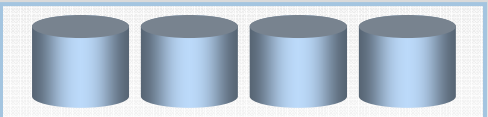
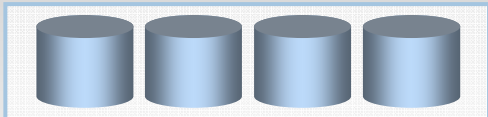
Optimized system delivering data services for analytics

for Operational Analytics

Optimized system delivering data services for operational analytics

PureSystems

Different types of workloads require different data services

 E-commerce	 Customer Analysis	 Real Time Fraud Detection
Transaction Processing Random reads & random updates	Reporting and Analytics Sequential reads & sequential data loads	Operational Analytics Random and sequential reads & data loads + continuous ingest
		
Scalable Transactional Database	Analytics Data Warehouse	Operational Data Warehouse
Random reads & random updates <hr/> Many transactions with narrow data scope accessing the same database <hr/> Shared access to all data	Sequential reads & sequential data loads <hr/> Analytics with broad data scope, split into many parts across data partitions to run in parallel <hr/> Partitioned data access	Random and sequential reads & data loads + continuous ingest <hr/> Analytics split into many parts and narrow scope operations, all running in parallel <hr/> Partitioned data access

Call to action: become a successful Big Data BP

- Leverage enablements => Bootcamps, PoT's, training-on-the-job, ...
- Target account list definition
- Teaming on account strategy
- Leverage wealth of experience from the Big Data team: industry-knowledge, sales & technical experience
- Support target account selling strategy with co-marketing activities



IBM Software Network 2013
Fare partnership con il Software IBM

IM Business Partner Community

IBM Sales Marketing Technical OEM/ASL Enablement IOD 2012 Introductory Video

IBM Information Management Business Partner Community
Connecting IBM Business Partners with the latest information.

Search Your Resources

Search By Strategic Opportunity: **Reduce the Cost of Data** **New Insight From Big Data** **Trust and Protect Information** **Information Management**

Applicable across IM SUGGESTED FOR YOU TOP OFFERS RECENTLY VIEWED

Share This Site

IBMbigdata: Download the white paper: 'Converting Big Data Hype into Big Value with Analytics: BI Research' <http://it.co/TwoQHEz>

IBMNetezza: Register today for the Jan 8th event on accelerating #BigData and #Cloud with #ExpertIntSys in Missouri <http://it.co/khs3lqzE>

IBM_DB2: Find out more about DB2 pureScale from IBM Champion / author Philip Gunning. <http://t.co/vYsXhs>

IBM_DB2: #IBMPress New

More Information

NEW Big Data Software Category Page [Get It](#)

Sales Plays: Strategic Sales Plays and Kits for 2012

At the top of the page, a red arrow points to the first suggested resource card.

- New content and collaboration resource – [try it!](#)
- Sales enablement training is now available
- New Assets added weekly, featured at top
- Complement to PartnerWorld, easy to navigate
- Watch the introductory video and give the new community a try!

<http://impartnerresources.com>