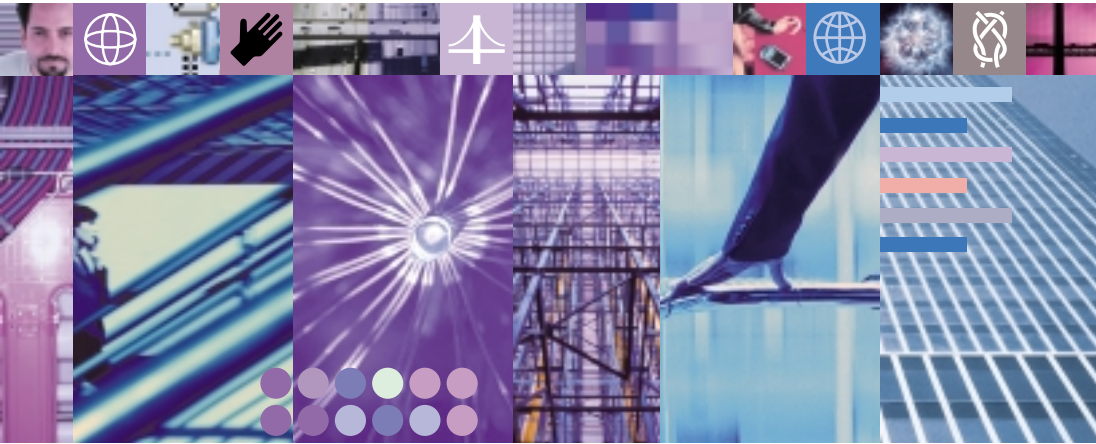


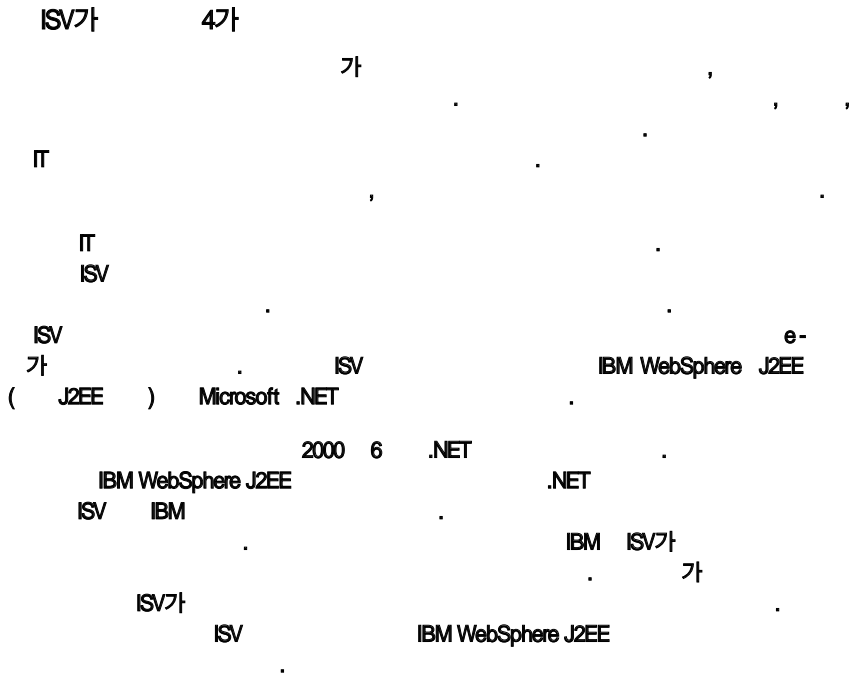


WebSphere® software



IBM WebSphere vs Microsoft .NET

ISV(Independent Software Vendors)가 ?



4가

ISV가
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| 1. IT | 가? |
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#1: IT

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Giga , 60%가
1. IBM 55%가
2. IT
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ROI
, ISV
ISV 가 , ISV
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¹ Giga Information Group, CIO IT Spending Survey, Feb. 2003.

² IBM SMB Study, 2003



IBM

IBM WebSphere J2EE

25

IBM WebSphere

ISV

IBM WebSphere

ISV가

IBM J2EE

ISV

ISV

IBM Java™

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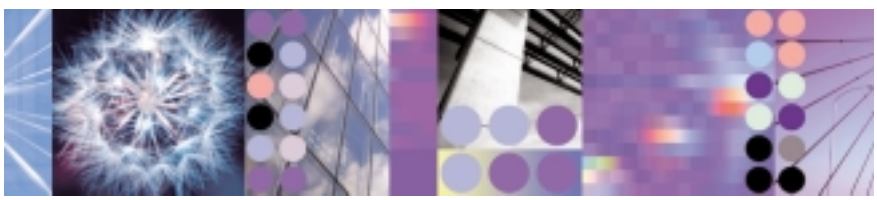
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³ Gartner Group, " Cost Categories for Migrating Applications to .NET ", Research Note, June 14, 2002.



.NET 가 ” 가 IT 가 .NET 가 Windows . Giga ISV on Microsoft 가 “ ” 5. Directions 6. 가 7. . Giga “ 가 J2EE ” 8.



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⁷ Microsoft Corp., "Microsoft .NET and IBM: A Comparison," July 2002.
⁸ Giga Information Group, "J2EE vs. Microsoft and .NET: The Big Application Platform Battle," Randy Heffner, Mike Gilpin, September 2001.

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IBM WebSphere

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⁹ Gartner Group, “ IBM Has Top Share in All Application, Middleware Markets, ” Joanne Correia, Yefim Natis, Massimo Pezzini, Roy Schulte, May 7, 2003.

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J2EE

J2EE ISV
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¹¹ Gartner Group, "FirstTake: IBM Pushes J2EE Further With WebSphere v.5" Massimo Pezzini, December 4, 2002.
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2003 “.NET”
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¹⁹
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²⁶ Computer Weekly, “Microsoft: ‘ Our Products Aren’t Engineered for Security, ’” September 6, 2002.

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#3:

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IBM

IBM CEO

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IBM

IBM ISV

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Express

Ascendant Technology

IBM WebSphere Portal Express, WebSphere

Application Server Express

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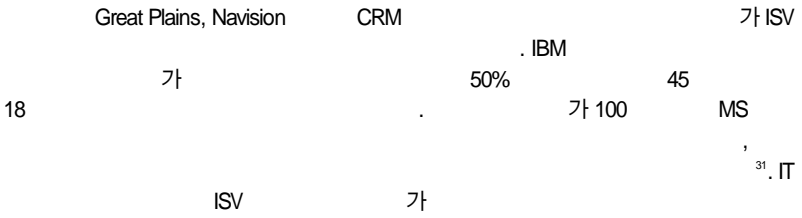
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³¹⁴ Microsoft to Pour \$3 Billion into Office ", eWeek, by Peter Galli, September 23, 2002.

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IBM e-business on demand

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IBM WebSphere
, Business Partners가 e-

WebSphere Application Server = Express		WebSphere Portal Express		Express Plus	
Intranet	\$ 25 per user** / 20***	User	\$85 per user / 20*** (max 2,000 users)	\$135 per user / 20*** (max 2,000 users)	
Unlimited	\$2,000 per CPU	Unlimited	\$33,300 per CPU (max 4CPU per users)	\$53,080 per CPU (max 4CPU per users)	
Add'l Dev't Seats	\$400				
WebSphere Business Connection Express Edition		WebSphere Commerce Express			
10 Connections	\$6,195 per server	\$20,000 per Production Processor (limit of 2)			
		Add'l Dev't	\$3,500		

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IBM WebSphere Express

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Inventory Management: 50	WebSphere Application Server - Express \$2,000 <ul style="list-style-type: none"> • • & • 1 • 	Microsoft Windows 2000 Server \$5,824 <ul style="list-style-type: none"> • 50 가 Windows 2000 Server 10 • & • 1 •
Employee HR Portal: 300	WebSphere Portal - Express \$25,500 <ul style="list-style-type: none"> • 300 • & • 	Microsoft Sharepoint Portal Server \$33,124 <ul style="list-style-type: none"> • 300 • & •
Business Integration: 10	WebSphere Business Connection Express Edition \$6,195 <ul style="list-style-type: none"> • & 10 • & • 1 • 	Microsoft BizTalk Server 2002 Standard Edition \$14,997 <ul style="list-style-type: none"> • & 10 • SQL Server Standard Edition • & •
Commerce Site: B2B B2C e - commerce one - processor license & staging environment	WebSphere Commerce - Express \$20,000 <ul style="list-style-type: none"> • & staging server • 2 • & • 	Microsoft Commerce Server Standard \$26,196 <ul style="list-style-type: none"> • & staging server • • & •

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Open Source

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³² Penguin Dreams: Can Linux Help SMBs to Fly? ", Clay Ryder, The Sageza Group, Inc., July 2003.

³³ Penguin Dreams: Can Linux Help SMBs to Fly? ", Clay Ryder, The Sageza Group, Inc., July 2003.



CRN Open Source

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‘ better together ’, ‘ unified platform ’, ‘ integrated platform ’

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³⁴ Star Microsoft Developer Quits Over Philosophical Difference ", by Barbara Darrow, CRN, Feb. 14, 2003



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