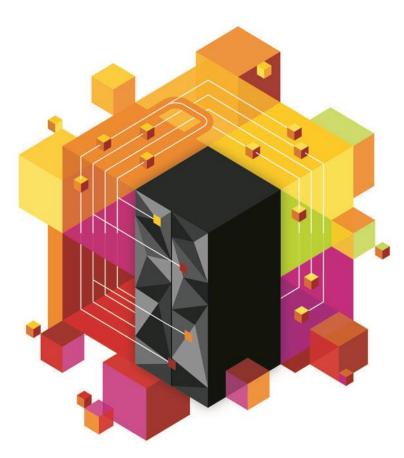


Enterprise Modernization: Enabling IT to Streamline Multiplatform Development

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Technologies

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Mobility, big data, analytics, social collaboration, & cloud are creating a new wave of business opportunities & IT challenges





New Era Analytics, Mobile, & Social



Transaction Systems



Dedicated systems Single database Managed one solution Web, e-business and SOA



Multiple applications

Some shared data

Post-processing in warehouses

Batch processing

Time to business action

Interconnected solutions

Action at real time speeds

Processing occurs NOW !!!

Business impact visualized

Action taken immediately

Strategic and tactical differentiator

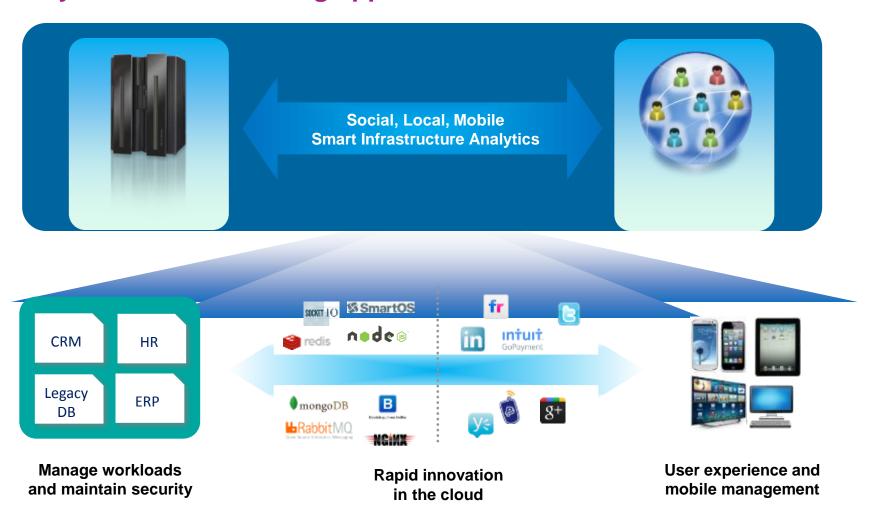
Customer insight through social analytics increased site revenue from product recommendations by **70**%

Time



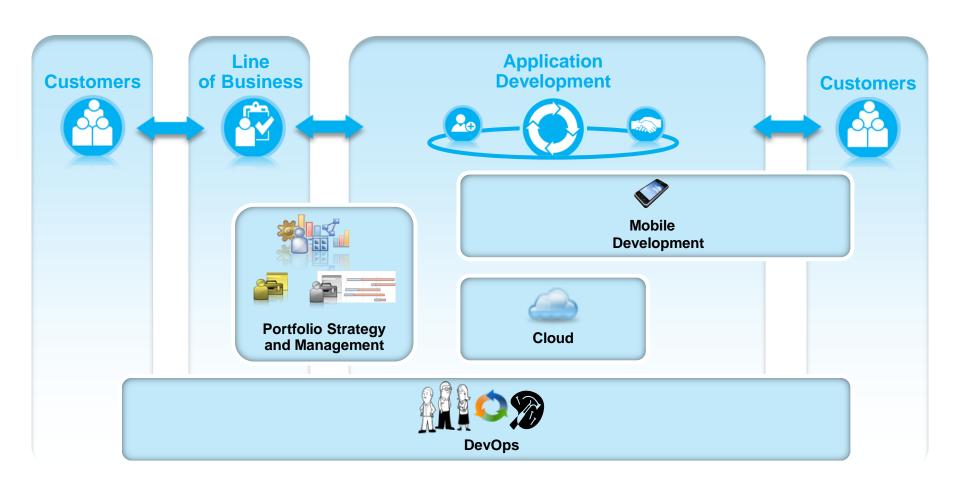


New era systems integrate existing operational systems with rapid delivery of new client-facing apps



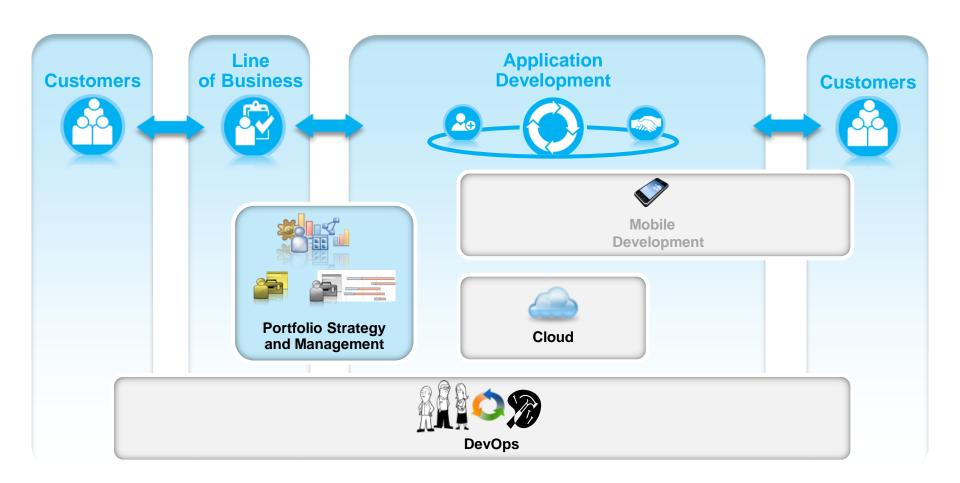








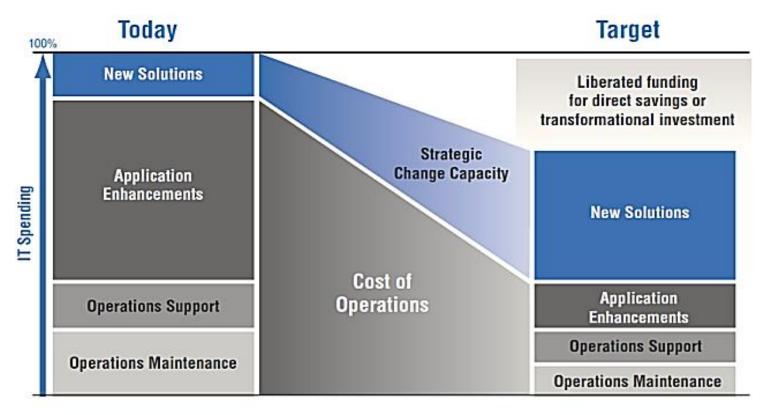








Enterprises want to ... drive business innovation through software



But...

- 70% of IT budget locked into maintenance and operations rather than enabling innovation
- Business and IT not aligned on how to prioritize work to maximize business value
- More than 75% of projects miss their target delivery dates





Solution: Portfolio Strategy and Management

Increase business value with better LOB and IT alignment, proactive portfolio evolution and delivery governance

Mobile Compliance Consolidation



Cloud Outsourcing Modernization

- Application Portfolio Management: Continuous assessment to improve agility and identify savings that can be targeted towards innovation
- Demand Management: Prioritize business needs and proposals, determine sourcing choice, and align with strategy to maximize value
- Delivery Management: Govern project delivery involving the business, development and operations, track status and manage change

"Making IT resource consumption transparent and understandable to business leaders enables healthy business discussions around how to shift resources to where they will do the most good for the whole business."

- Define "Application" Based On Your Content To Avoid False Starts In Your Rationalization Efforts, Forrester Research, Inc., January 26, 2011





Solution: Portfolio Strategy and Management

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Mobile Compliance Consolidation



Cloud
Outsourcing
Modernization

- Rational Focal Point 6.6
- Rational System Architect 11.4.2.4
- Rational Requirements Composer 4.0.3
- Rational Team Concert 4.0.3

"IBM raises the level of management information and control within our organization, and this has already made a significant contribution to the successful management of our core banking replacement program."

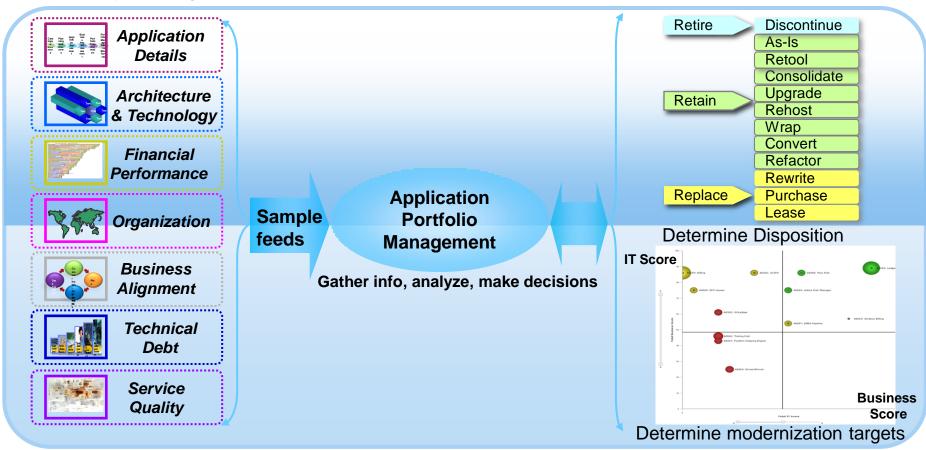
- Jan Kühnel, CIO, Bank DnB NORD





Application Portfolio Management

Proactively manage application portfolio evolution



"APM and associated application revitalization has enabled IBM's IT to cut maintenance costs by 20% and defects by 58%."



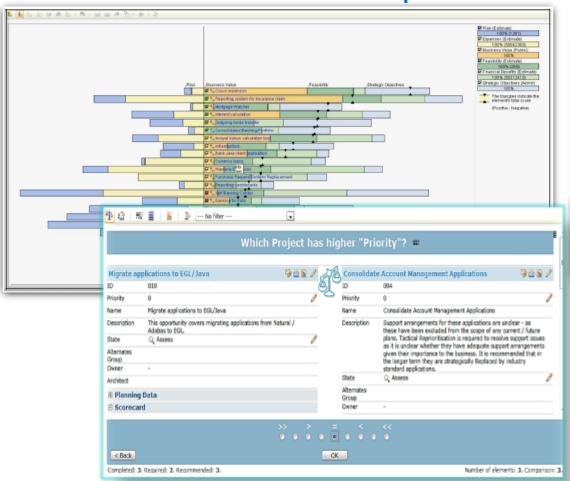


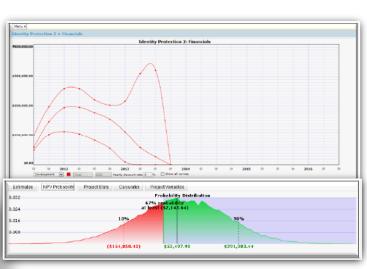


Demand Management

Evaluate and prioritize business needs and projects

Have business drivers determine priorities





Assess value and uncertainty

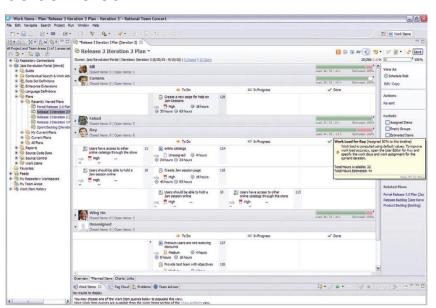




Delivery Management

Govern project execution and make course corrections

- Define and approve business commitments, and link to RTC to enable execution and tracking
- Improve project success rates through milestone reviews with stakeholders from the business, IT and operations
- Manage project change and monitor value delivered





Track project status, and drill down into development artifacts as needed





Reduce risks and pitfalls of outsourcing while reaping the benefits Provide a governance model adapted to multi-supplier sourcing structure

How?

Gain control of your application development initiatives by improving visibility and transparency across the project lifecycle multi-vendor supply chain

What's new?

- Gain a competitive edge with proven techniques, best practices to address near-shoring, outsourcing and off-shoring
- Stay on budget by creating front-end decision support to drive prioritization of ideas, applications, capabilities
- Ensure "you get what you pay for" by implementing controls and metrics to manage supplier performance; monitor health of outsourcing projects, contracts
- Maintain alignment of business needs and software requirements from definition to supplier assignment to requirements traceability in supplier contracts

ENHANCED

- IBM Rational Governance of Application Development Outsourcing (GADO)
 - GADO, Focal Point QuickStart service

"We can get our products to market faster and cheaper by engaging and carefully governing talent pools six time zones away!"



Business Owner

"We helped a global telcom company deliver a single web commerce platform for clients in 22 countries."

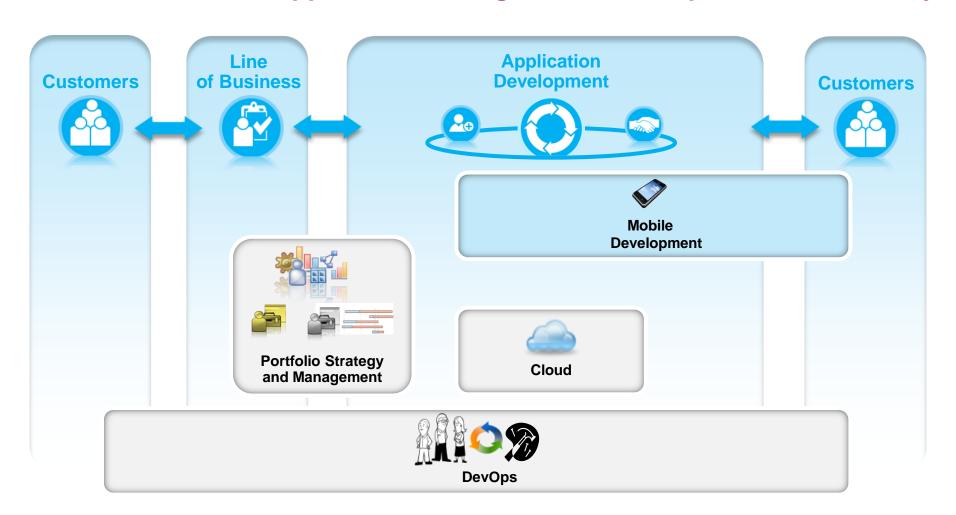
> Rajan Kumar Jha Program Manager Infosys

"Application development is outsourced by 58% of the organizations in our study"

IT Outsourcing Statistics 2011/2012 Computer Economics









Enterprises want to... extend existing services and information to customers and employees on their smart phones and tablets



But...

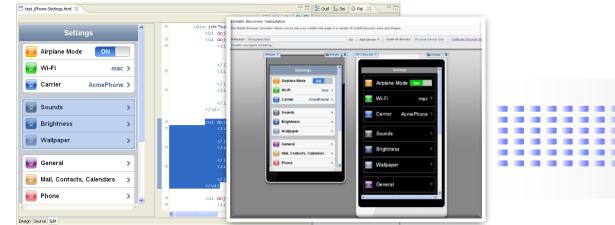
They lack the skills and time to re-write their existing applications, and they cannot afford to develop natively for multiple mobile platforms and devices





Solution: End to end mobile development

Design, code, build, test, and deploy mobile apps that run on a wide variety of mobile platforms; Quickly refactor and extend existing back-end services and data to new mobile UIs





Construct, debug, and test mobile UIs

Refactor and extend existing logic as mobile-consumable services

- Quickly deliver to the most popular mobile platforms (iOS, Android, Windows Phone, Blackberry) by
 - leveraging portable standards like HTML5 & JavaScript
 - supporting native functions like camera and GPS from a single code base with hybrid approaches
- Refactor and extend existing back-end services to provide an optimal mobile experience

Over 60% of respondents indicate mobility spend in the range of 10–40% of total IT spend and nearly 80% of organizations plan to spend the same or more on mobility in the next 12–18 months

— The State of Mobile Enterprise Software in 2011:

An IDC Survey of Applications, Platforms, Decisions, and Deployments

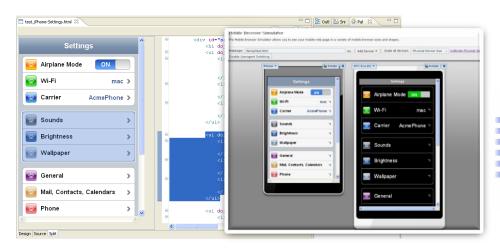






Solution: Rational IDEs including IBM Worklight

Design, code, build, test, and deploy mobile apps that run on a wide variety of mobile platforms; Quickly refactor and extend existing back-end services and data to new mobile UIs





Construct, debug, and test mobile UIs

Refactor and extend existing logic as mobile-consumable services

- Rational Developer for zEnterprise v9.0*
- Rational Developer for Power Systems v9.0*
- Rational Application Developer v9.0*
- Rational Business Developer v9.0

* Includes IBM Worklight

"We chose IBM Worklight because it was the best technology for Lotte to consolidate application development, enhancement and maintenance, while ensuring cost savings and timely delivery to our customers."



Mobile application styles

Web

- HTML, JavaScript, CSS
- Accessed from a mobile web browser
- No device-specific capabilities



Mobile Web

- HTML, JavaScript, CSS
- Accessed from a mobile web browser; mobileoptimized UI
- Limited access to device capabilities



Hybrid Mobile

- HTML, JavaScript, CSS, with optional native code
- Installed and run like a native mobile app; mobile-optimized UI
- Access to most device capabilities



Native

- Native code
- Access to full set of device capabilities



Richness of Mobile Presentation / Services

Portability (cross-device reuse)

Maintenance Cost (TCO)





Accelerating the mobile development lifecycle

- Enterprise-grade, standards-based mobile application platform supporting native, hybrid and mobile web programming models
- Best-of-class collaborative mobile application development lifecycle capabilities

IBM Integrated Solution for Mobile Development and Delivery Enact a collaborative, multi-platform mobile development lifecycle

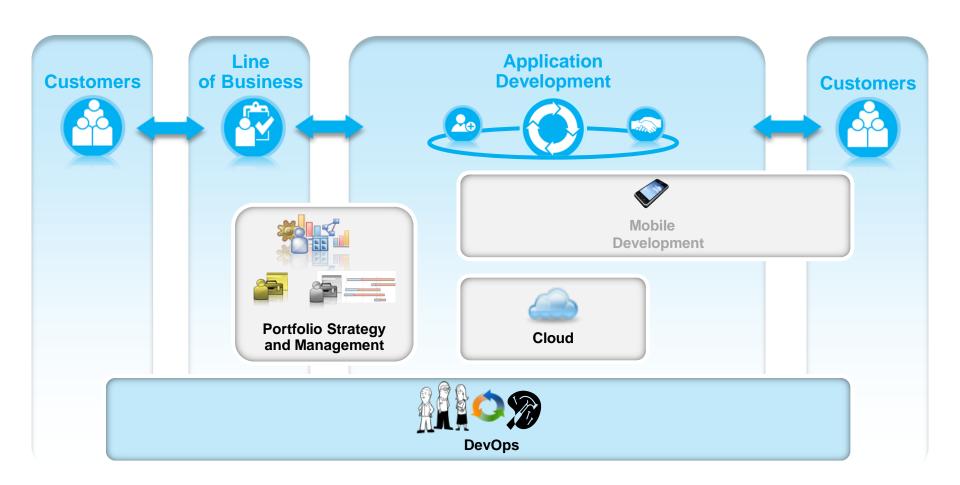


NEW

- Advanced IDE (Worklight Studio) for native, hybrid and mobile web applications
- Distributed team build and test integrations with the IBM Mobile Platform
- "Mobile device-cloud" service integration for on-device testing
- Mobile development best practices and tested integrations to accelerate productivity
- Support for Agile methodologies for dealing with fast-paced development for mobile



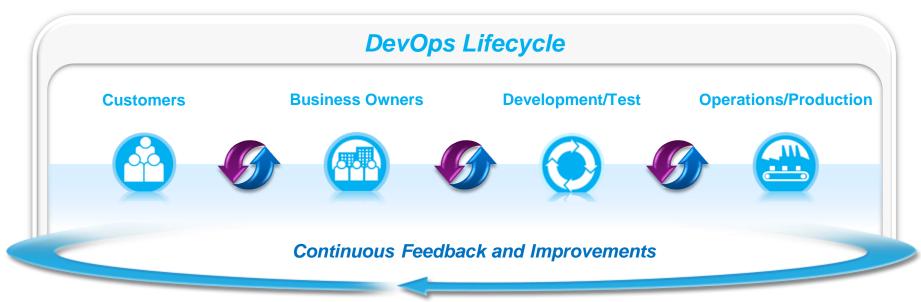








Enterprises want to... establish a core capability to rapidly and continuously evolve deployed business services with improved cross-discipline collaboration and enhanced governance, while balancing quality, cost, and risk



- Accelerated software delivery
- Reduced time to gather and analyze customer

- Improved governance across the lifecycle
- Balanced quality, cost and speed

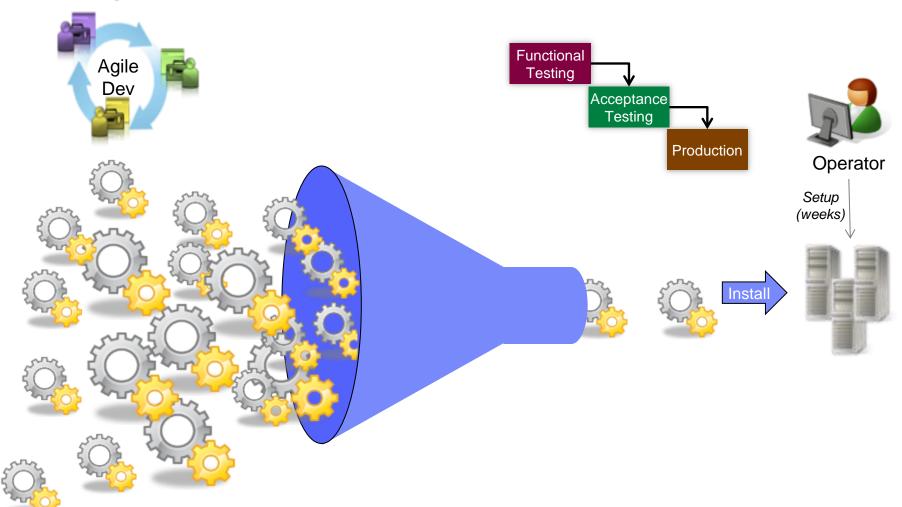
But...

It takes days or even weeks to test and fix changes, applications are regularly rolled back due to quality issues escaping into production, and best practices for frequent builds and tests are cost prohibitive on the mainframe





And ... <u>agile</u> is not enough...



Agile builds are piling up





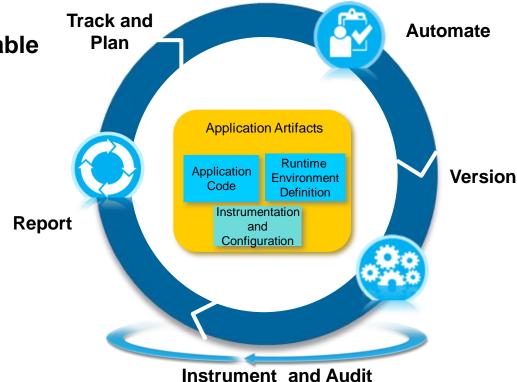
Solution: DevOps

Reduced delivery time, end-to-end visibility of test activities, safer and faster V2V migrations, and breaking down the barriers between operations and development

As much as is feasible and affordable

- Automate
- ✓ Version
- √ Test
- ✓ Track and Plan
- ✓ Instrument and Audit
- ✓ Report

everything that you can!



- Speed time to market through an agile, automated, continuous delivery model
- Improve quality via frequent builds and automated testing
- Reduce cost with better governance and collaboration and by offloading mainframe dev workloads
- Increase customer satisfaction by obtaining and responding to feedback faster



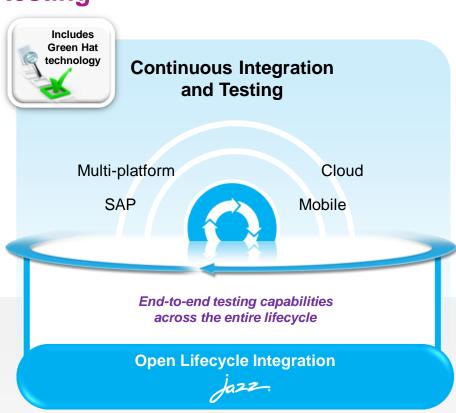


Deliver software quality at the speed your business demands through continuous integration and testing

- Simplify testing across mainframe and composite application layers
- Avoid late stage, big-bang integration issues
- Automate regression testing throughout lifecycle
- Validate system functionality, scalability and stability continuously

ENHANCED

- IBM Rational Test Workbench v8.5 powered by GreenHat Technology
- IBM Rational Performance Test Server v8.5
- IBM Rational Test Virtualization Server v8.5
- IBM Rational Team Concert v4.0.3
- IBM Rational Quality Manager v4.0.3
- IBM Rational Development and Test Environment for System z v9.0
- IBM Rational Developer for System z v9.0







Leveraging the Cloud and DevOps to reduce cycle times, improve

quality, and simplify delivery

Continuous Integration

 Deliver code changes faster via automated, repeatable execution of build processes

Continuous Release

- On-demand environment configuration
- Continuously deploy code and configure middleware

Continuous Testing

Automate testing in production-like environments

Continuous Monitoring

- Gain visibility into application performance
- Trace and isolate product defects

Deployment Library

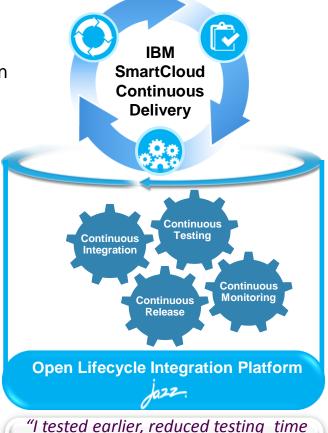
Govern software delivery assets in the pipeline

Leverage existing investments

Integration with IBM, third-party & Open source

NEW

IBM SmartCloud Continuous Delivery 2.0



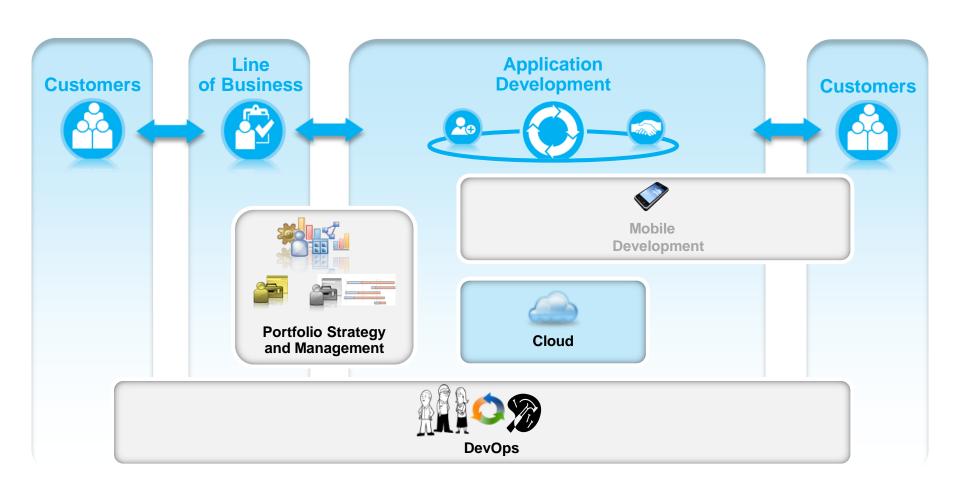
by 99% from 2 weeks to 3 days "

Testing Team

IBM Case study



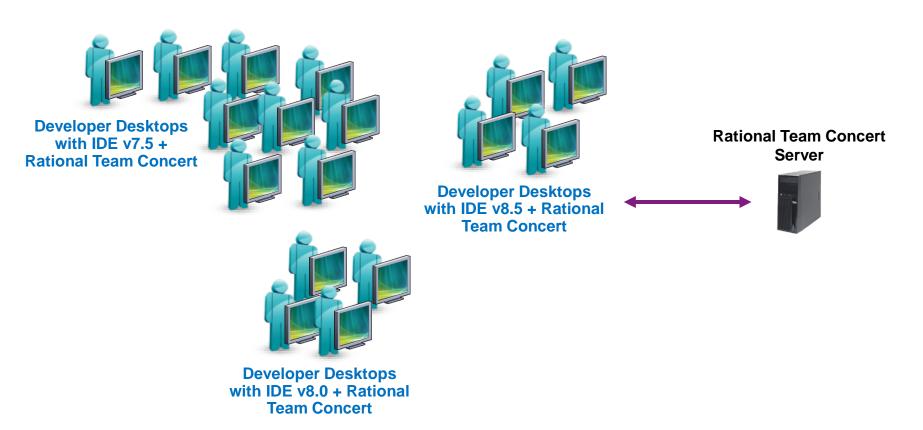








Enterprises want to... quickly, consistently and affordably equip practitioners with development tooling for entire teams and easily maintain the environment



But...

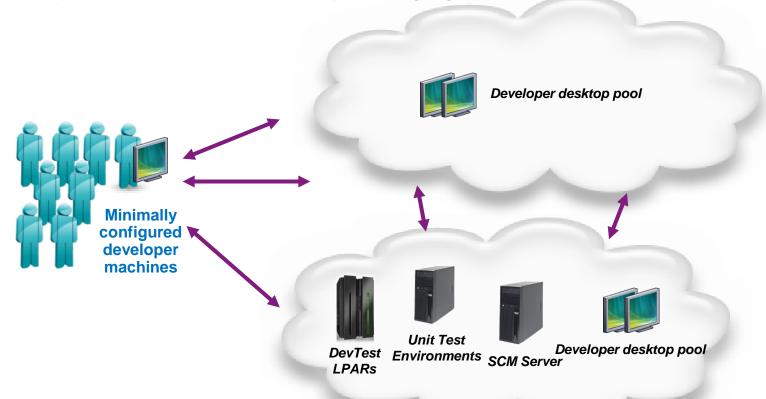
Managing individual desktops is time consuming, costly, and error prone





Solution: Development on the cloud

Optimize your development teams by leveraging the cloud



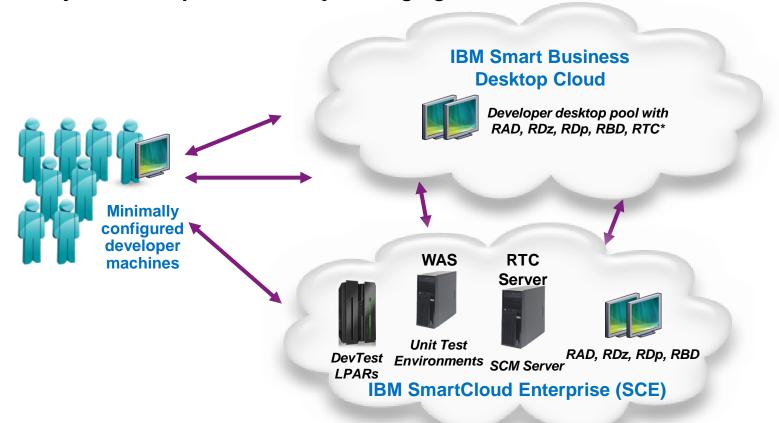
- Save capital expenses by providing your developers with powerful IDEs without high-end machines
- Quickly provision the right tools, in the right configurations for new projects
- Ensure consistent and accurate installs and updates via centralized management





Solution: Development on the cloud

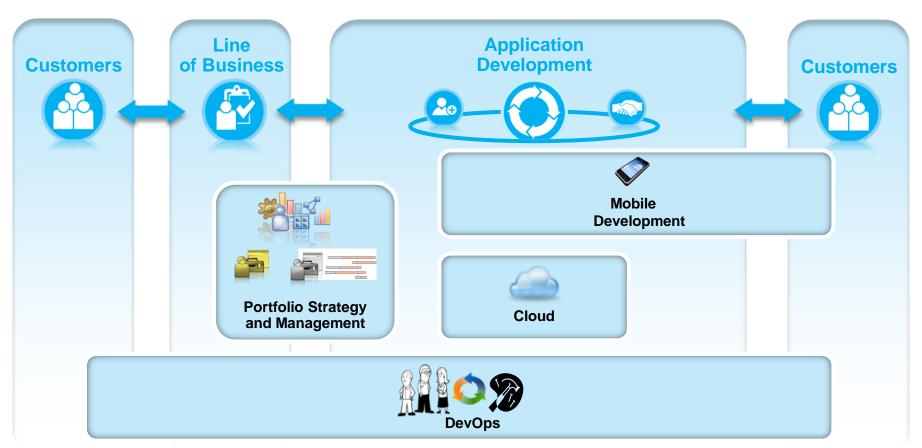
Optimize your development team by leveraging the IBM SmartCloud



- IBM Smart Business Desktop Cloud private cloud offering providing custom desktop cloud implementations
- IBM SmartCloud Enterprise public cloud offering providing pay per usage infrastructure



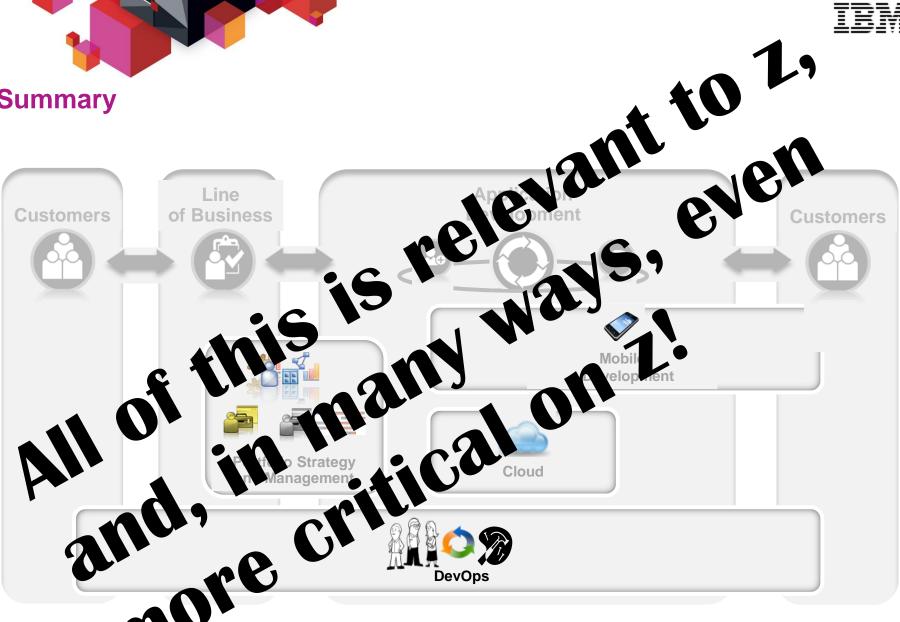




- Portfolio strategy and management for application portfolio, demand and delivery management
- End-to-end mobile development to quickly extend existing services and information to mobile devices
- **DevOps** to enable cross discipline collaboration while fostering the rapid evolution of deployed business services with reduced risk, decreased cost, and improved quality
- Cloud-based development environment to reduce cost and speed delivery











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