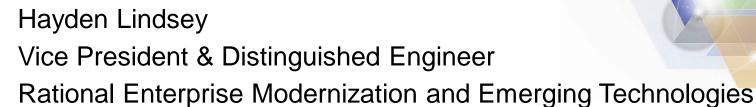


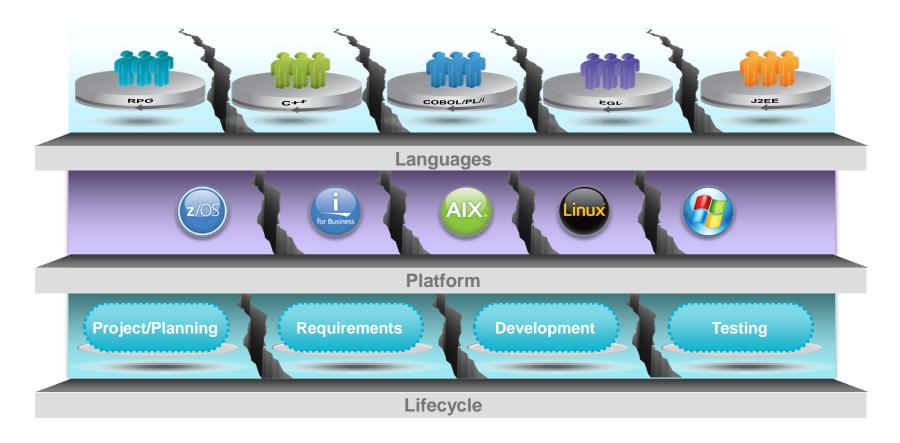
Enterprise Modernization - Realizing Greater Value from your IT Investments





Enterprise Integration Barriers

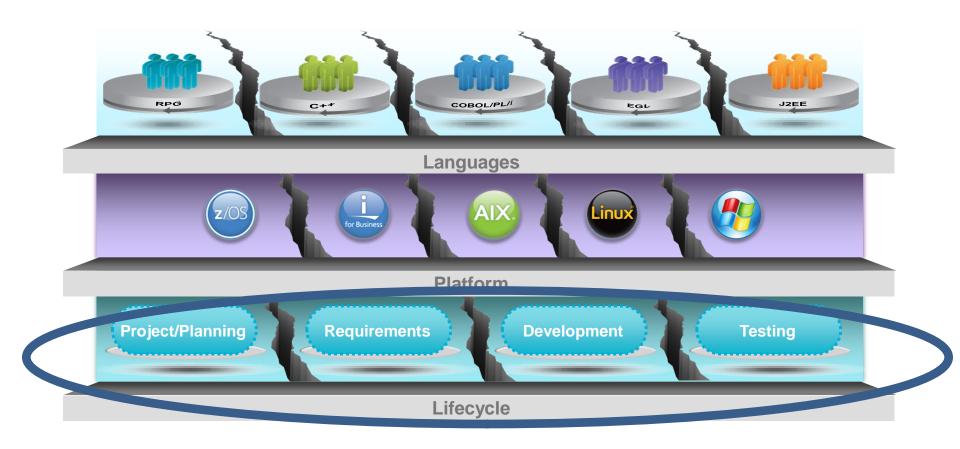
A main deterrent to recognizing greater value from your IT investments





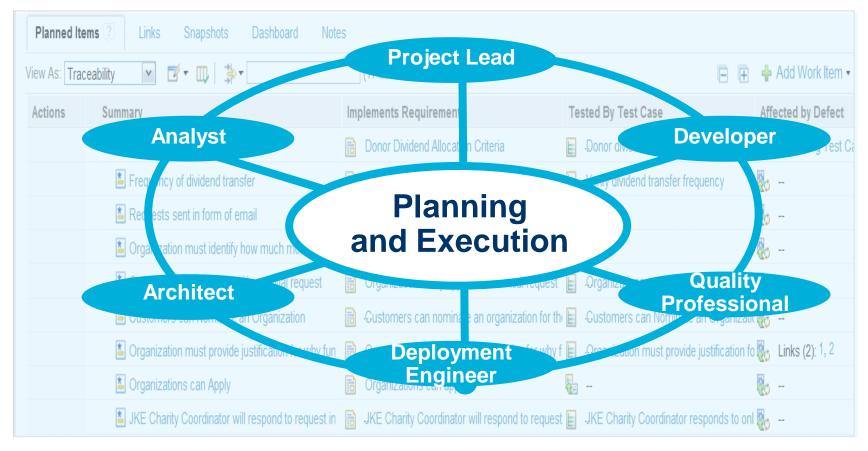
Enterprise Integration Barriers

A main deterrent to recognizing greater value from your IT investments





Imperative 1: Real-Time Planning



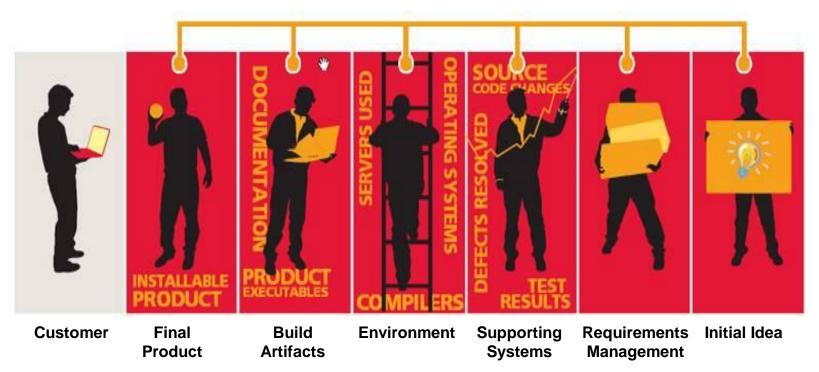
Improves time to delivery by:

- ✓ Providing a single plan spanning all stages of the development lifecycle
- ✓ Integrating planning with execution
- ✓ Allowing everyone to participate interactively in maintaining plan currency
- ✓ Helping teams respond timely to unexpected changes



Imperative 2: Lifecycle Traceability

Instant access to details from any point in the development process

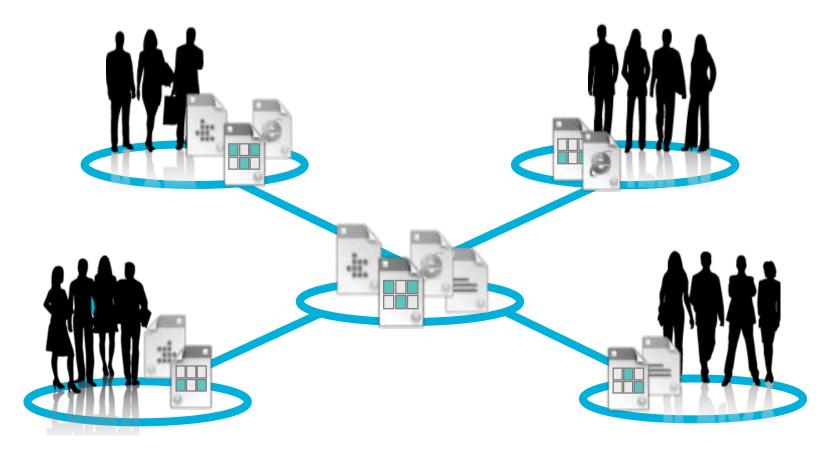


Improves quality by:

- ✓ Enabling impact analysis across all artifact types
- ✓ Helping to quickly understand context by tracing links to associated artifacts, e.g. corresponding requirements
- ✓ Delivering transparency enabling fully informed decisions



Imperative 3: In-Context Collaboration



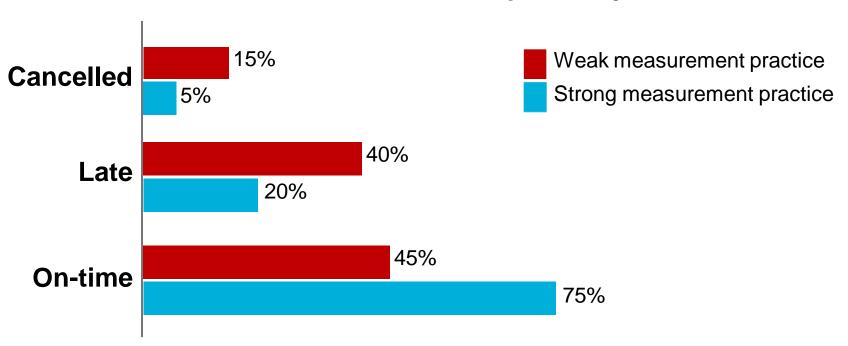
Maximizes time to value by:

- ✓ Making information immediately accessible to the team in the context of their work
- ✓ Empowering teams to collaborate and regularly review software artifacts
- ✓ Providing a single source of truth hosted in a shared repository for all team members



Imperative 4: Development Intelligence

Measurement Practices Impact Project Success



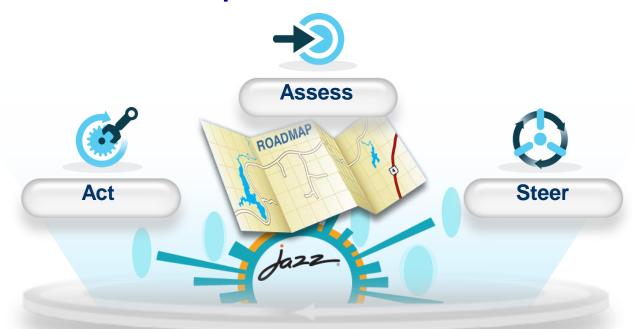
Source: Capers Jones, Measurement, Metrics and Industry Leadership, 2009 and <u>Software Engineering Best Practices</u>, McGraw Hill, 2010.

Improves predictability by:

- ✓ Applying business intelligence techniques to software and systems development
- ✓ Enabling fact-based decision making
- ✓ Steering projects and programs to deliver on-time



Imperative 5: Continuous Improvement



"Successful analytics requires taking it beyond software and reporting, and into the realm of management practices and operations improvement."

Information Management Online, February 23, 2011

Reduces cost by:

- ✓ Delivering "out of the box", customizable, development process templates
- ✓ Improving delivery through ongoing adoption of best practices and automation
- ✓ Promoting both incremental and breakthrough improvement



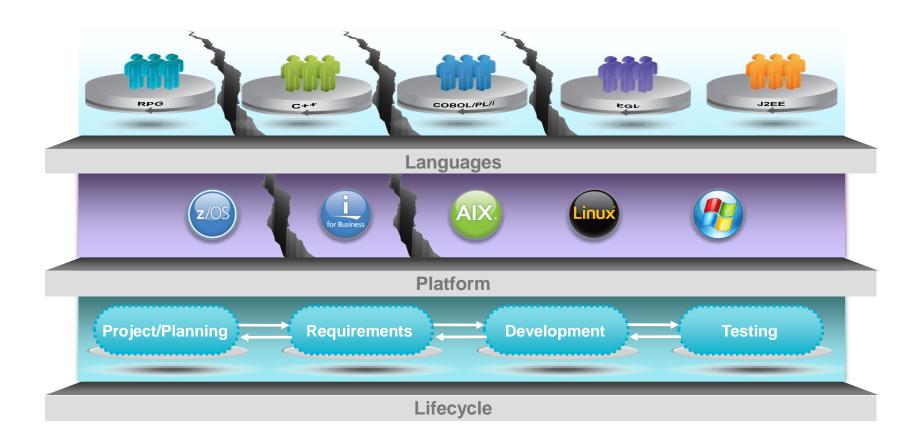
The Five Imperatives of Application Lifecycle Management Improve productivity 4-6% annually

- 1. Accelerate time to delivery with real-time planning
- 2. Improve quality with lifecycle traceability
- 3. Maximize time to value with in-context collaboration
- 4. Refine predictability with development intelligence
- 5. Reduce costs with continuous improvement





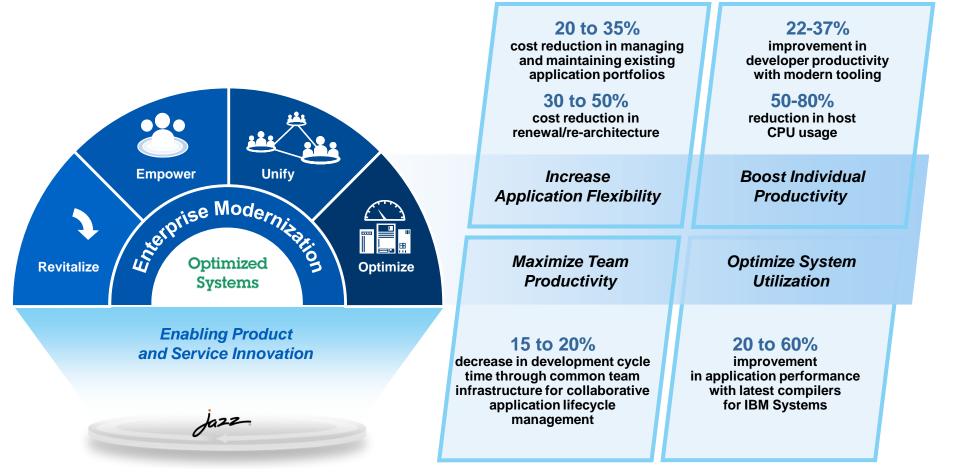
Remaining Enterprise Integration Barriers





IBM Enterprise Modernization

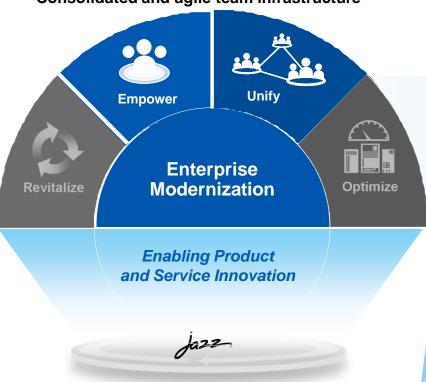
An incremental and continuous approach to achieving greater value and performance from your IT investments





Boost productivity and accelerate innovation with modern skills; Maximize organizational agility by unifying development teams

- Modern IDEs for all platforms and languages
- Modern business languages
- Enterprise training programs, communities and resources
- Consolidated and agile team infrastructure



20 to 35%

cost reduction in managing and maintaining existing application portfolio

30 to 50%

cost reduction in renewal/re-architecture

Increase
Application Flexibility

Maximize Team Productivity

15 to 20%

decrease in development cycle time through common team infrastructure for collaborative application lifecycle management 22-37%

improvement in developer productivity with modern tooling

50-80%

reduction in host CPU usage

Boost Individual Productivity

Optimize System
Utilization

20 to 60%

improvement
in application performance
with latest compilers
for IBM Systems

COBOL Fun Facts

200x more COBOL transactions/day than Google searches

5 billion <u>new</u> COBOL LOC yearly

250 billion LOC of COBOL in existence

COBOL training no longer offered at most universities

80% of all active code is COBOL

85% of all transactions are COBOL

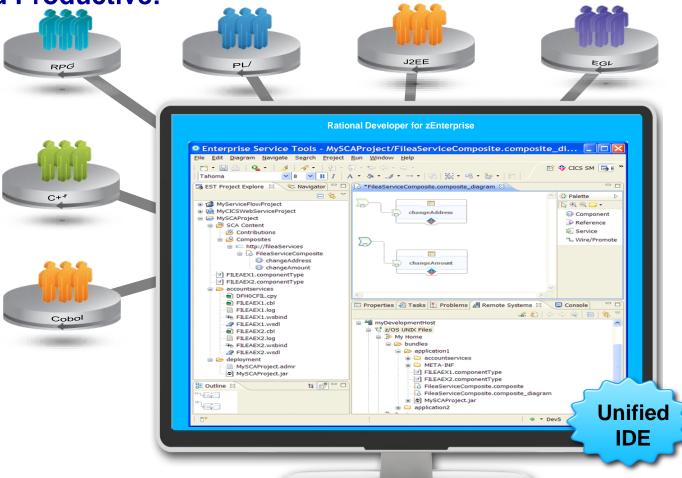


ISPF...Modern? Productive?

```
<u>File Edit Edit_Settings Menu Utilities Compilers Iest Help</u>
EDIT
DDS0001.TEST.COBOL(BNCHS601) - 01.07
             AUTHOR. JON SAYLES.
             INSTALLATION. COBOL DEV Center.
000005
             DATE-WRITTEN, 01/23/88.
000006
             DATE-COMPILED, 01/23/88.
000007
             SECURIY. CONFIDENTIAL PATIENT DATA.
00000g
000009
000010
             000011
000012
Command ===>
<u>F</u>ile <u>E</u>dit <u>Ed</u>it_Settings <u>M</u>enu <u>U</u>tilities <u>C</u>ompilers <u>T</u>est <u>H</u>elp
 VIEW
           DDS0001.TEST.COBOL(BNCHS602) - 01.02
 000256
                                                   Columns 00001 00072
000257
             100-MAINLINE.
x88858
                 MOVE "100-MAINLINE" TO PARA-NAME.
000259
                  DISPLAY "100-MAINLINE".
000260
            * Validate patient type and insurance coverage
000261
                 PERFORM 300-FIELD-EDITS THRU 300-EXIT.
000262
000263
                 IF RECORD-ERROR-FOUND
000264
                    ADD +1 TO RECORDS-IN-ERROR
000265
                    PERFORM 710-WRITE-TRMTERR THRU 710-EXIT
Command ===>
                                                     Scroll ===> PAGE
M<u>A</u>
                                                             24/006
```



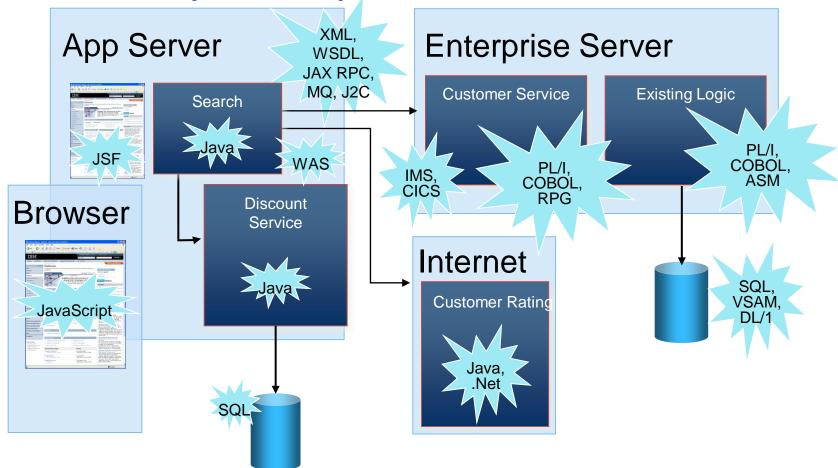
Modern and Productive!



- Rational Developer for System z
- Rational Developer for zEnterprise
- Rational Developer for Power Systems
- Rational Application Developer
- Rational Business Developer
- Rational Programming Patterns for System z

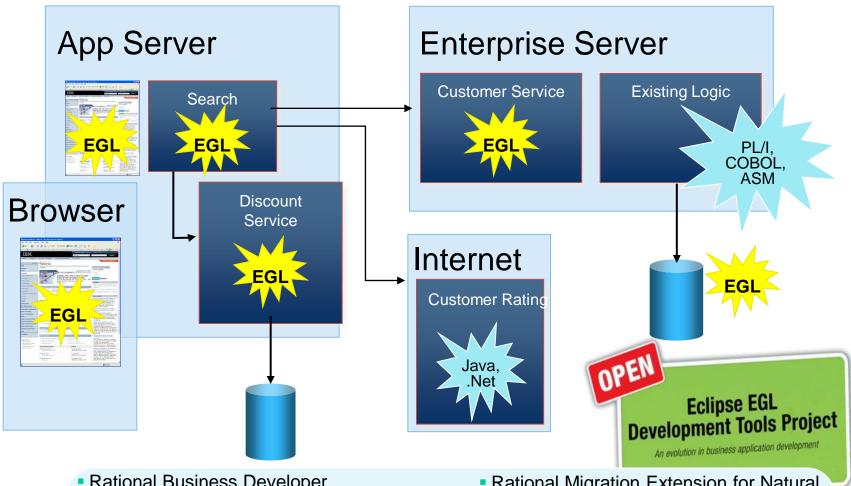


Middleware Complexities Exposed





Middleware Complexities Hidden



- Rational Business Developer
- Rational Developer for System z with EGL
- Rational Developer for zEnterprise
- Rational Developer for Power Systems
- Rational Developer for I for SOA Construction
- Rational Migration Extension for Natural
- Rational Migration Extension for CA
- Rational Migration Extension for Rich UI
- Rational Migration Extension for IBM i



Disconnected Teams and Infrastructure



Project/Planning

- Business Drivers
- Iterations
- Contract
- Risk Assess
- User Involvement

Requirements

- Use Cases
- Contract
- Risk Assess
- Threat Model
- Test Requirements

Development

- Test Driven Development
- Build Management
- Static Analysis
- Source Management
- Pair Programming/Code Review

Testing

- Scenario-Driven Automation
- Fill Cracks
- User Involvement
- Contract Validation

Application Lifecycle Management



Integrated Teams and Infrastructure

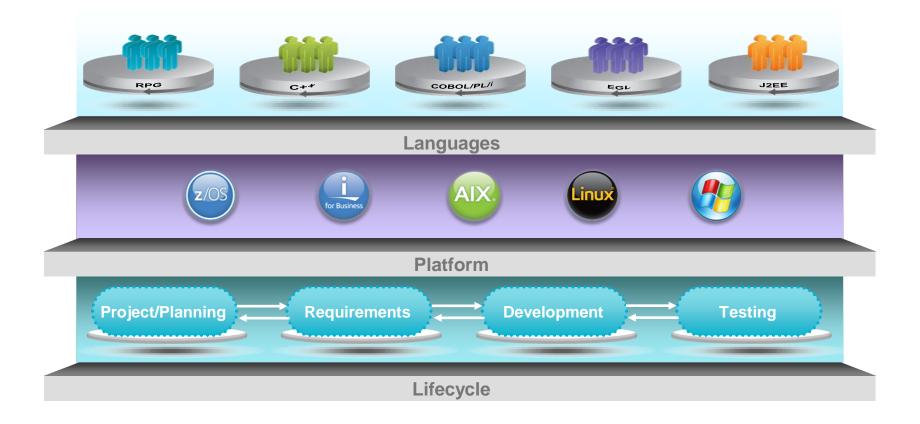
Collaborative Lifecycle Management



- Rational Team Concert
- Rational Requirements Composer
- Rational Software Architect Design Manager
- Rational Quality Manager
- Rational Build Forge



Integrations That Really Do Matter!





Show Videos



Increase flexibility by revitalizing existing application portfolios; Improve responsiveness and costs by optimizing system utilization

- Application portfolio management
- Business intelligence for applications
- Application security

Revitalize

- Mobile channel access
- Service Oriented
 Architecture

 Empower

 Unify
 - Enterprise Modernization
 - Enabling Product
 and Service Innovation
 - Ja22

- User interface modernization
- Application transformation tools and services
- Quality across the organization
- Operational reuse

Optimize

- Free up production MIPS
- Exploit new advanced compiler optimizations

20 to 35%

cost reduction in managing and maintaining existing application portfolios

30 to 50%

cost reduction in renewal/re-architecture

Increase
Application Flexibility

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15 to 20%

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Boost Individual Productivity

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20 to 60%

improvement
in application performance
with latest compilers
for IBM Systems



Comprehensive application portfolio management

Helps organizations make faster and better-informed decisions







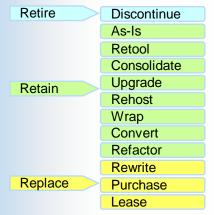
- > Rational Team Concert integration
- Consolidation, SLA Optimization,
 Modernization, and Investment Management
 scenarios
- > APM Executive Workshop
- Updated Proof of Technology
- Customer success stories, ROI tool

Sample feeds

Application Portfolio Management

Gather info, analyze, make decisions

- ✓ Reduce costs
- ✓ Increase flexibility
- ✓ Minimize risks



Determine Disposition



Do Macro
Planning / Roadmapping

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

— IBM Corporation





Enterprises want to...

Provide compelling and intuitive mobile UIs (B2B, B2E, B2C, M2M) regardless of the enduser platform





But...

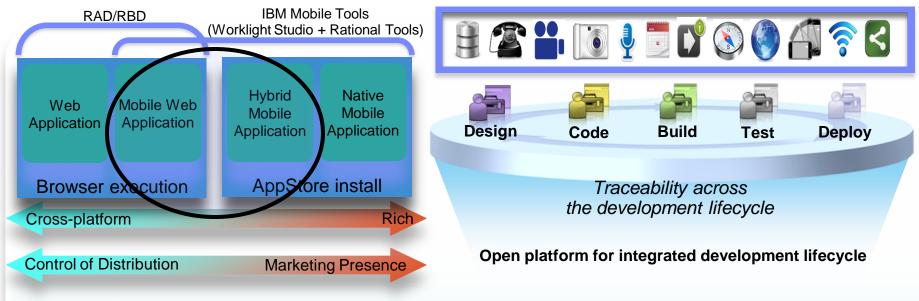
They lack the skills and time to replace or re-write their existing applications, and they cannot afford "one off" applications for each mobile device platform.



Solution: IBM Mobile Tools



Design, code, build, test and deploy your code with mobile in mind and independent of the target platform; Integrate mobile development into your broader enterprise-wide teams, processes and tools



- ✓ Develop all aspects of application—mobile UI, browser UI, services—with one tool family
- Manage all aspects of development—requirements, modeling, coding, testing, deploying—with one integrated ALM suite
- Develop once for all mobile platforms—iPhone, Android, Blackberry, etc—with ability to customize for platform uniquenesses

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

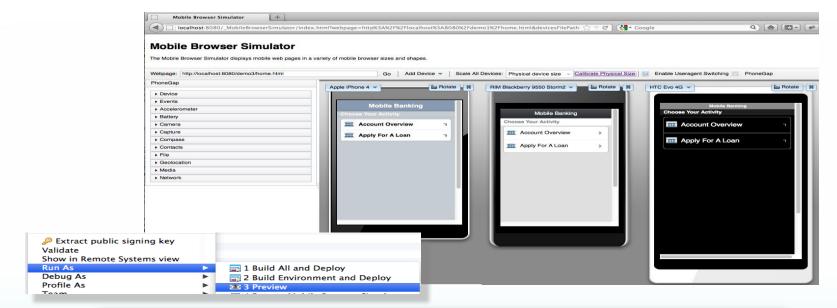




Solution: IBM Mobile Tools



Design, code, build, test and deploy your code with mobile in mind and independent of the target platform; Integrate mobile development into your broader enterprise-wide teams, processes and tools



- Rational Application Developer
- Rational AppScan
- Rational Asset Manager
- Rational Business Developer
- Rational Focal Point

- Rational Quality Manager
- Rational Requirements Composer
- Rational Rhapsody
- **Rational Team Concert**
- Worklight and GREENHAT

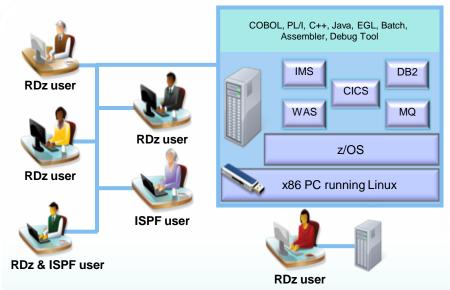
Over 60% of respondents indicate mobility spend in the range of 10–40% of total IT spend and nearly 80% of organizations plan to spend the same or more on mobility in the next 12–18 months — The State of Mobile Enterprise Software in 2011: An IDC Survey of Applications, Platforms, Decisions, and Deployments 26





Test mainframe applications on x86 Linux server







- More flexible licensing options
- UT without RDz
- > Floating users
- Support for zEnterprise (z196) architecture
- Support for z/OS 1.12, z/OS 1.13, CICS 4.2, and WAS 8.0

- √ Liberate developers to rapidly prototype new applications
- √ Free up mainframe development MIPS for production capacity
- ✓ Reduce costs by improving new and existing developer productivity

"RDz Unit Test gives our developers the ability to have their own z/OS environment to prototype, compile, debug and test while our customers make the necessary changes to their test, QA and production environments... This shortens our time to delivery, shortens our project cycles, makes our customers happy and increases our margins...

At the price... it's a no brainer."

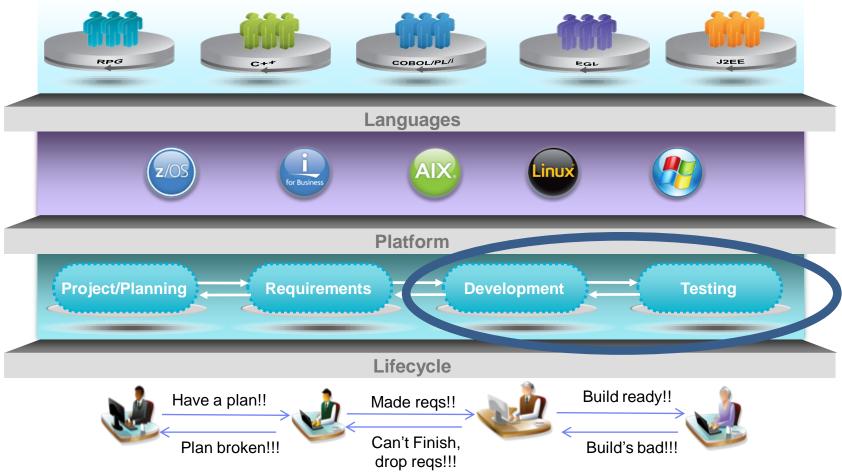
— Eric Simone, CEO, ClearBlade





Enterprises want to...

Deliver compelling and innovative solutions to market faster



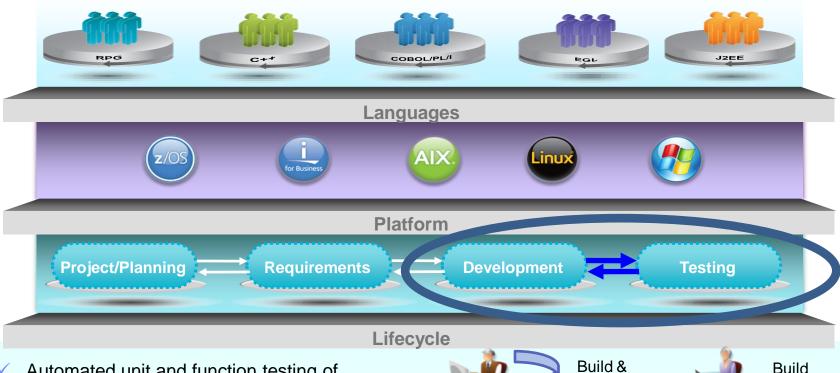
But...

There are greater opportunities to automate across the lifecycle. Eliminating manual intervention increases quality, speeds delivery and lowers cost.



Compress System z application delivery cycles

Continuous Integration for System z



- Automated unit and function testing of mainframe appls speed feedback to developers
- Frequent testing locates errors and regressions earlier, driving higher quality



Build ready AND Tested!!

Coming Soon

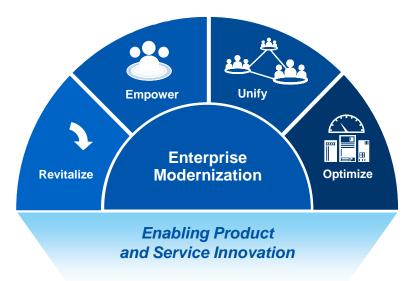
- Real-time dashboards and reporting of application quality shortly after code check-in provides quick and easy insight
- ✓ Off z testing provides ready availability of test environments while reducing MIPS associated with
 29 testing activities



Getting started

Next steps to modernize your enterprise applications

www.ibm.com/rational/modernization





- > Try latest System z software for free
- > Sign up for free web-based training
- > Join IBM Rational Cafe Communities
- > Get prescriptive service solutions

- > Success stories
- > Latest news on System z twitter
- > Latest customer videos
- **► Latest skills: System z job board**





www.ibm.com/software/rational





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Four key barriers preventing greater return on IT investments



"We don't understand the effort, risk and impact of modernizing our legacy applications."



"We need to enable our teams to collaborate across platforms, languages, and environments."



"Our skills gap keeps growing.

How do we stay current with all the language and technology changes?"



"We need a cost effective way to improve our infrastructure efficiency and free up capacity to handle more workload."

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IBM enterprise modernization solutions

Achieving greater value and performance from your IT investments

Revitalize Applications

- Cut maintenance costs and project risks by understanding and managing application portfolios
- Increase flexibility by modernizing and reusing existing application assets

Empower People

✓ Boost developer productivity with a common IDE and modern business language for multiplatform applications

Empower

Unify teams

Unify

✓ Increase organization agility by unifying teams with a collaborative team infrastructure for all platforms

Optimize Infrastructure

- ✓ Free up development MIPS for production use by offloading development and test activities
- ✓ Reduce capital expenses by maximizing application performance on existing hardware

Revitalize

Optimized Systems

