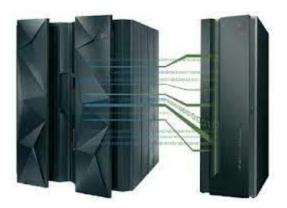


Business Process Management

High-Performance Process Agility for Business Growth

Dave Bonaccorsi – STSM , BPM for System Z Architecture and Solutions



IBM zEnterprise EC12 (zEC12) Next generation of hybrid computing

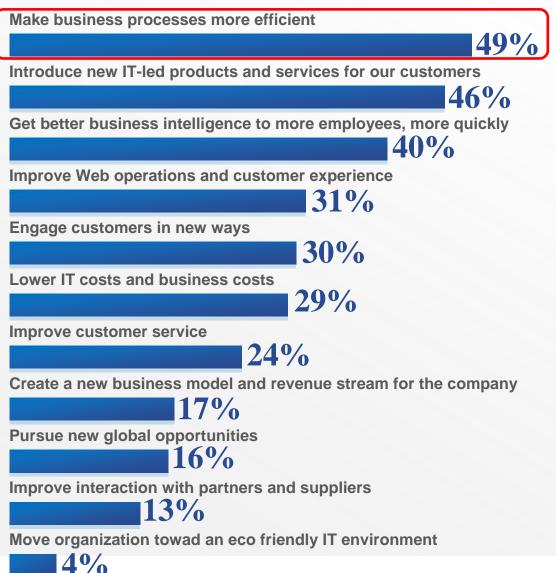




- Introduction BPM at work Today
- IBM BPM for z/OS V8 Update
 - Blending BPM and ODM
- IBM BPM for z/OS and zEnterprise Enterprise Solutions
 - Hybrid BPM and ODM Deployment Patterns
- Conclusion

Process Remains <u>THE</u> Top Priority

Plans to innovate this year

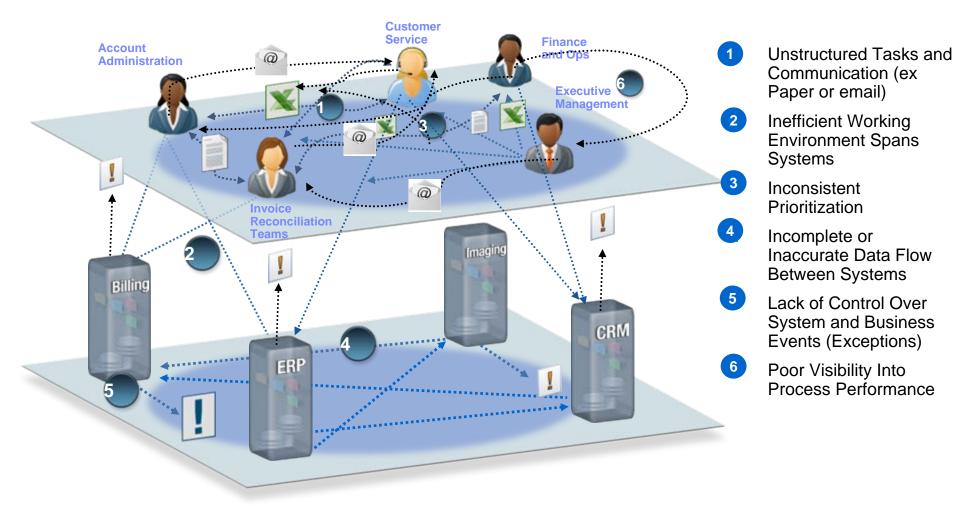


Making business processes more efficient is the **#1 priority**

2012 InformationWeek 500 Survey

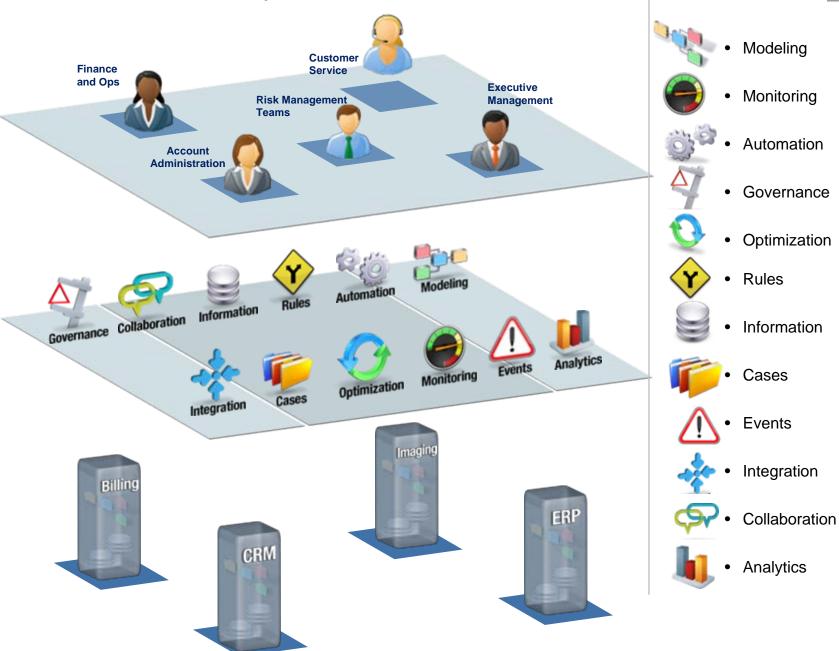
"Business As Usual" Begs for Operational Improvement

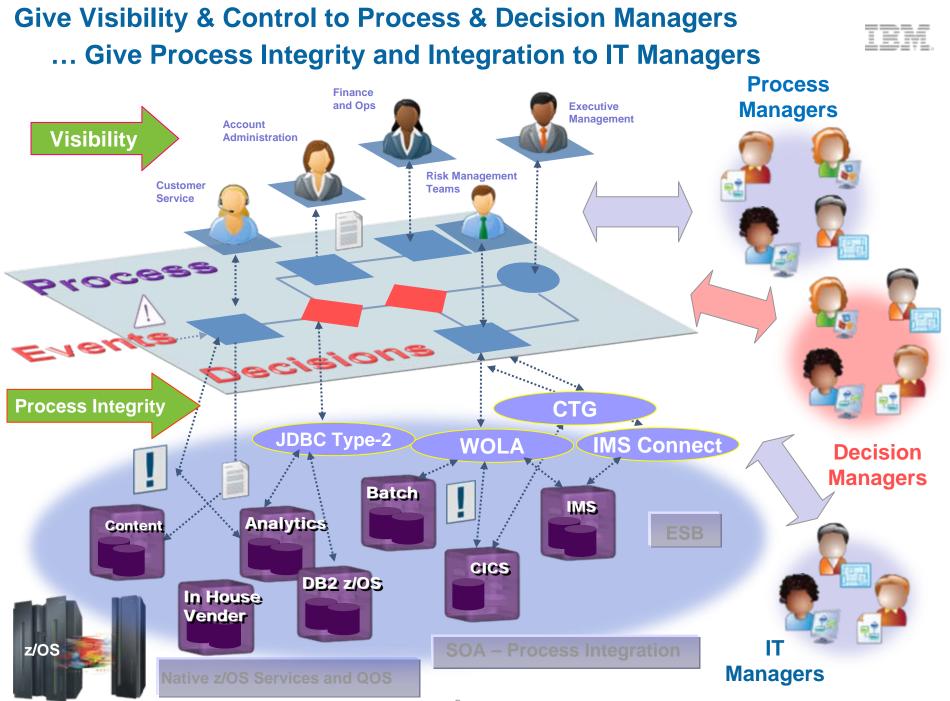




4

The Essential BPM Capabilities

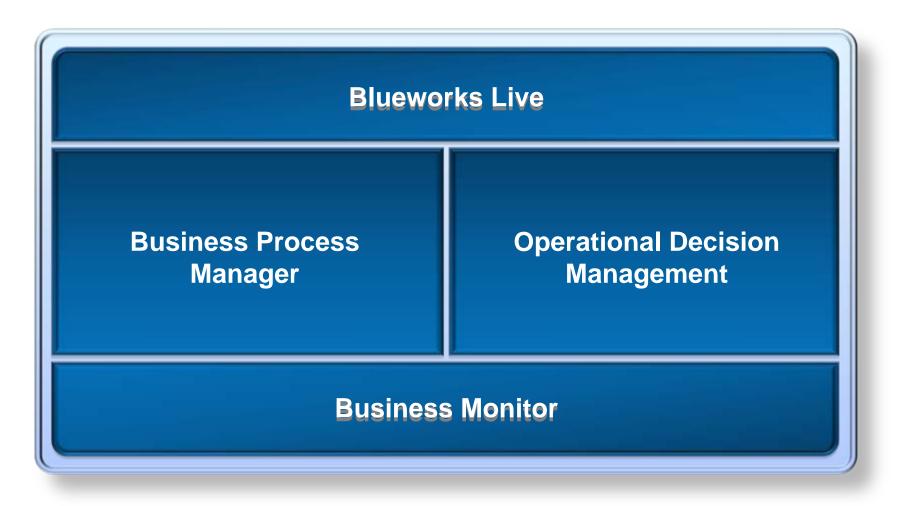




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IBM Products for Business Process & Decision Management



Work together to deliver effective solutions for business operation improvement



In 2011 ...

IBM BPM and ODM unified the tools for operational teams to build, deploy, govern, and scale process & rules applications ...



- Power to scale from a project to a program
- Visibility to improve business outcomes
- Governance across BPM projects and programs



Operational Decision Management





In 2012 ...

IBM BPM & ODM deliver innovative user interface tools for business users to collaborate in getting work done ...

Social



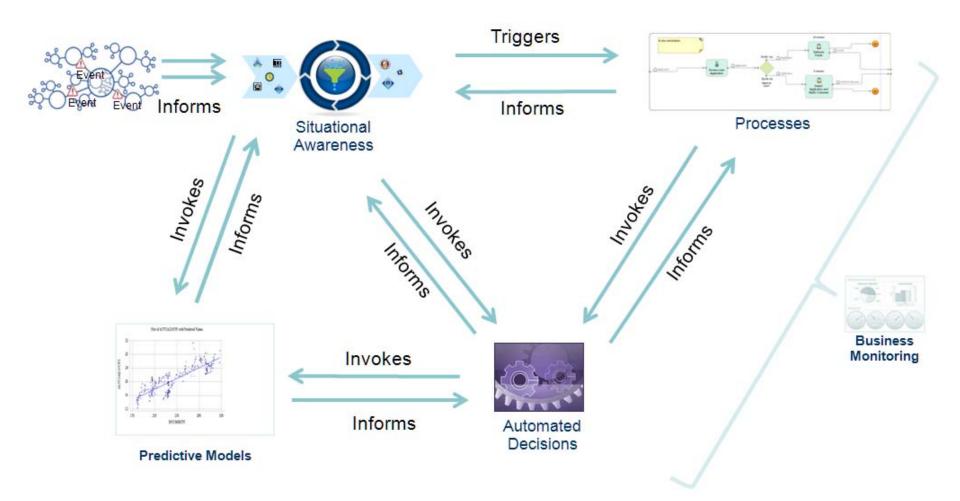


Collaborative

On-the-go

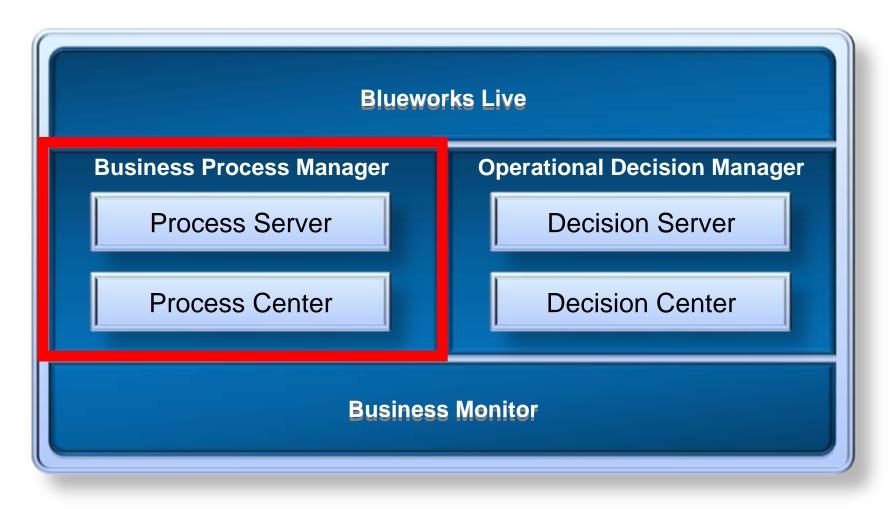


Processes, Decisions, Situations: a symbiotic system

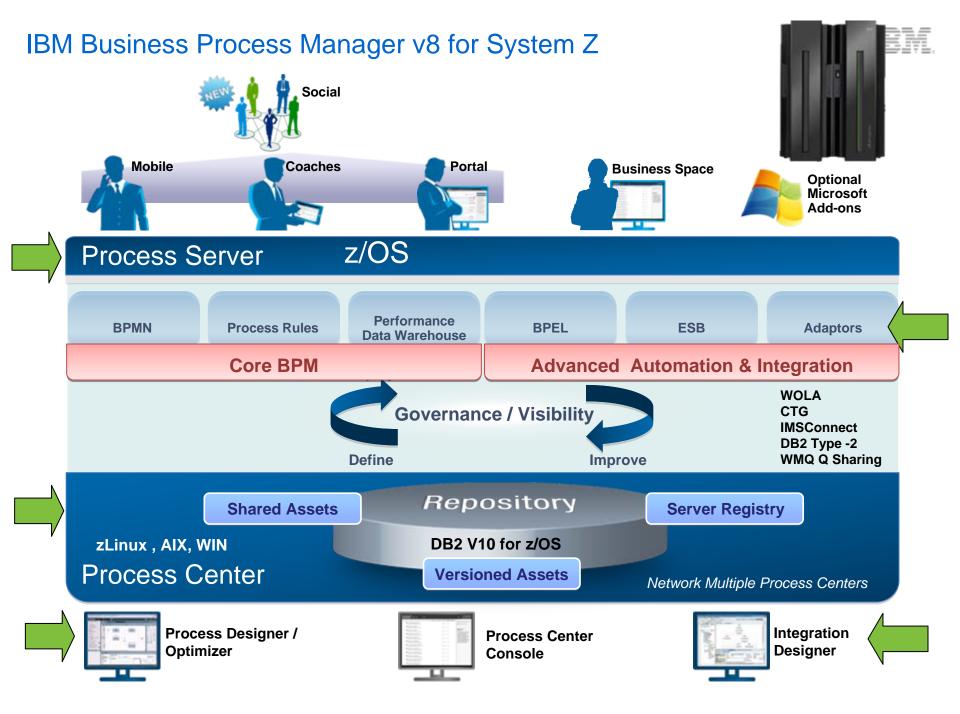




IBM Products for Business Process & Decision Management



Work together to deliver effective solutions for business operation improvement







VISIBILITY

COLLABORATION

GOVERNANCE

in Action...

What's New in IBM Business Process Manager v8?





Content Access



Cloud



Simplicity for deep business user engagement Process Designer





Process Designer provides a single model-driven design environment that simplifies collaboration on process design and analysis

- Simple standards-based tool allows every team member - including nontechnical users - to collaborate on process design and analysis
 - Graphical end-user view of process status to understand the current position in the process
 - Explicit event modeling defines workflow and exception handling

Validate process requirements and changes faster Built-in Playback

- Instantly step through and review the current process design by actually executing it
 - Playback executes with a single click
 - Nothing to compile or install.

 Allows playback of *incomplete* and *completed* processes





Social Collaboration

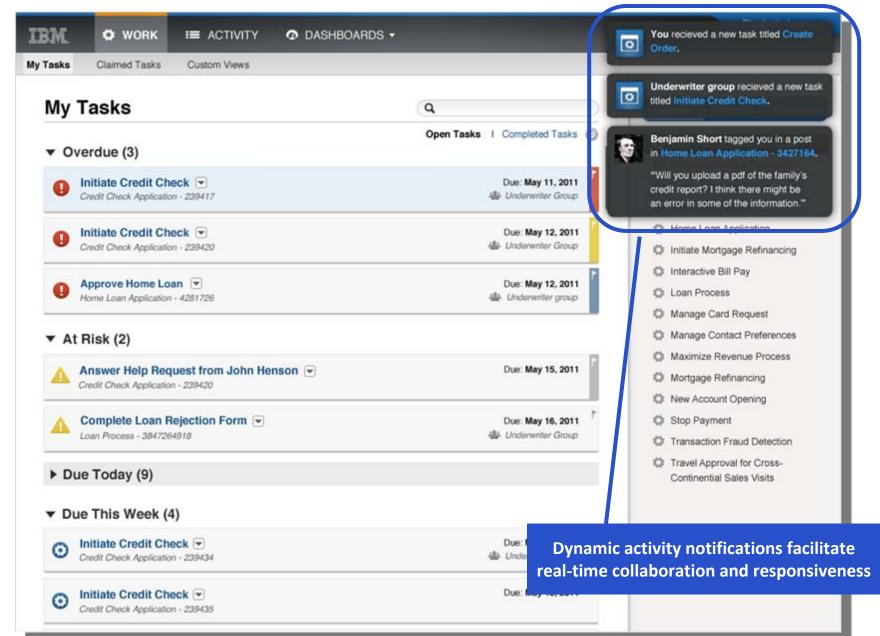


- New Process Portal and Coaches enable users to work together on the same tasks via real-time interactions.
- Activity streams provide a way for you to monitor and perform ad-hoc actions on your "favorite" processes and tasks.
- Experts either pre-defined or discovered dynamically (using social analytics) – can help you complete process tasks.

Completely Revamped End User Experience



Change the way people work with tasks by making it social and accessible



Completely Revamped End User Experience



Change the way people work with tasks by making it social and accessible

Tasks Claim	red Tasks Custom Views		
My Task	S	٩	Launch Favorites @Mentions
		Open Tasks Completed Tasks 💿	Card Transaction Autorization
 Overdue 	(3)		Corporate Vendor Payments
n Initiate	Credit Check 💌	Due: May 11, 2011	Credit Score Application
	tck Apgoplication - 239417	4 Underwriter Group	Fees and Charges
-			Home Loan Application
Initiate	Credit Check 💌	Due: May 12, 2011	Initiate Mortgage Refinancing
			Ct. Interactive Bill Pay
	e Home Loan 💌	Due: May 12, 2011	Interactive Bill Pay
	e Home Loan 💌 In Application - 4281726	Due: May 12, 2011	Dean Process
Horne Los The Jones	in Application - 4281726 family has applied for a \$350,000 home loan to he		 Loan Process Manage Card Request
Home Los The Jones contracts a	in Application - 4281726 family has applied for a \$350,000 home loan to he and move in by July 1, 2011.	Underwriter group	 Loan Process Manage Card Request Manage Contact Preferences
Home Los The Jones contracts a	in Application - 4281726 family has applied for a \$350,000 home loan to he and move in by July 1, 2011.	🖶 Underwriter group	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process
Home Los The Jones contracts a	in Application - 4281726 family has applied for a \$350,000 home loan to he and move in by July 1, 2011.	Underwriter group	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process Mortgage Refinancing
Home Los The Jones contracts a	in Application - 4281726 family has applied for a \$350,000 home loan to he and move in by July 1, 2011.	Underwriter group	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process Mortgage Refinancing New Account Opening
Home Los The Jones contracts a	in Application - 4281726 family has applied for a \$350,000 home loan to he and move in by July 1, 2011.	Underwriter group Ip pay for a house in Brantly Park. The Jones are looking to sign usehold Income: \$180,000	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process Mortgage Refinancing New Account Opening Stop Payment
Home Loa The Jones contracts a Loan Ame	In Application - 4281726 tamily has applied for a \$350,000 home loan to he and move in by July 1, 2011. punt: \$350,000 Credit Score: 810 Anual Hou	Underwriter group Ip pay for a house in Brantly Park. The Jones are looking to sign usehold Income: \$180,000	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process Mortgage Refinancing New Account Opening Stop Payment Transaction Fraud Detection
Home Los The Jones contracts a	In Application - 4281726 tamily has applied for a \$350,000 home loan to he and move in by July 1, 2011. punt: \$350,000 Credit Score: 810 Anual Hou	Underwriter group Ip pay for a house in Brantly Park. The Jones are looking to sign usehold Income: \$180,000	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process Mortgage Refinancing New Account Opening Stop Payment
 Home Loa The Jones contracts a Loan Ama Loan Ama At Risk (Answer 	In Application - 4281726 tamily has applied for a \$350,000 home loan to he and move in by July 1, 2011. punt: \$350,000 Credit Score: 810 Anual Hou	Underwriter group Ip pay for a house in Brantly Park. The Jones are looking to sign usehold Income: \$180,000	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process Mortgage Refinancing New Account Opening Stop Payment Transaction Fraud Detection Travel Approval for Cross-
 Home Loa The Jones contracts a Loan Amo Loan Amo ▲ At Risk (Contracts a Credit Che 	In Application - 4281726 I family has applied for a \$350,000 home loan to he and move in by July 1, 2011. Dunt: \$350,000 Credit Score: 810 Anual Hou 2) THelp Request from John Henson 💌	In pay for a house in Brantly Park. The Jones are looking to sign Isehold Income: \$180,000 Approve Reject Due: May 15, 201	 Loan Process Manage Card Request Manage Contact Preferences Maximize Revenue Process Mortgage Refinancing New Account Opening Stop Payment Transaction Fraud Detection Travel Approval for Cross-

Complete Loan Reject	tion Form 🖻 📜	Details Stream Experts
Name: Date of birth: / / /	Due: May 15, 2011 Sex: Male Female Reson for credit check:	Loan Request 3847264918 🜟 💌 Applicant name: Minner, Edward N. Account Num: 1237890095748392013 SSN: ***-**-1234
Primary account number: Group number:	Secondary account number; Relationship: Married Single Divorced/Widowed	Phone: 222-333-4444 Banker: Cutler, Susan Tasks
First reason for rejection:	Second reson for rejection:	◄C View Process Diagram
Third reason for rejection: Credit score source:	Credit score: Number of credit cards: Rejection date:	Initiate Credit Check Elizabeth Jensen Started: May 15, 2011 at 9:00 am Due: May 15, 2011 at 5:00 pm
		Verify Information Craig Moser Started: May 14, 2011 at 3:45 pm Completed: May 14, 2011 at 5:00 pm
Complete view of from within		Submitt Applicant Information for Pro Benjamin Short Started: May 13, 2011 at 3:45 pm Completed: May 13, 2011 at 5:00 pm
		Collect Applicant Information

In-Task Collaboration

Wendy sees a Collaboration request from Jane...



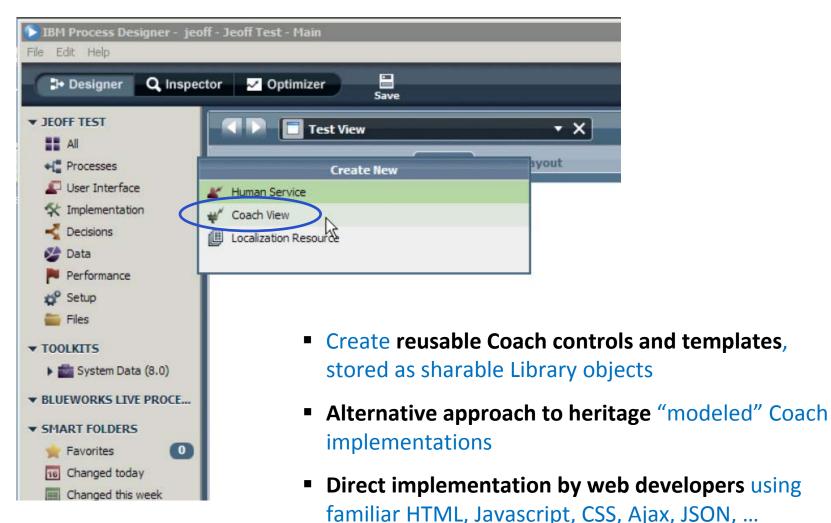
5-

EM 🗘 WORK 📀 DASHBOARDS	•		Wendy - ()
My Tasks			Launch Following @Mentio
0	pen Tasks Completed Tasks	0	Clea
▼ Overdue (2)			Jane invited you to collaborate on
Simple Flight Search Service	Due: 3/28/12 11:59 AM	٢	the Do the test task for Product Test:162 March 28, 2012 3:10 PM
Task: ApproveReplenishmentOrder ReplenishmentBPD: 104	Due: 3/28/12 12:00 PM	۲	"I would like to work with you on th "Do the test" task for "Product Test:162"."
Showing 2 of approximately 2 results		- 1	
Showing 2 of approximately 2 results			Wendy will see an
			instant message invitation

New Reusable "Coach Views"



Implement reusable UI components that look & behave exactly as you want



What's New in IBM Business Process Manager v8?





- Native mobile app for iPhone / iPad promotes broader adoption and easy access to Blueworks Live & IBM BPM tasks
- Consolidates all of your process related work into a unified view
- Extensive REST APIs & examples enable customized integration of IBM BPM and Blueworks Live content into your own mobile experiences



iOS App for Mobile Users: Tasks & Coaches

Flexible access to promote broader adoption

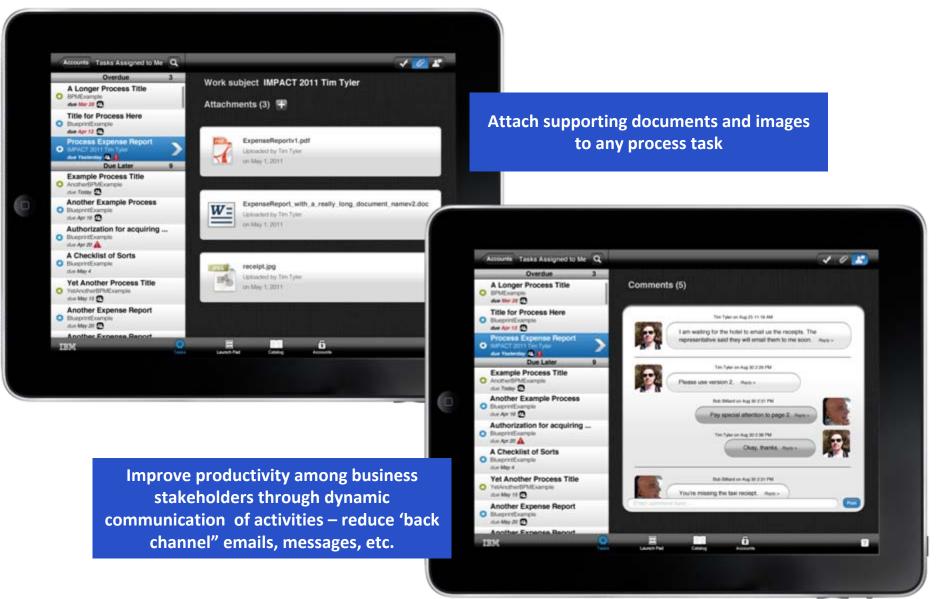
Accounts Accounts	Q	
Overdue	3 Name:	Sex
A Longer Process Title BPMExample due Mar 28 P &	Date of birth:	Male Female Reson for credit check:
 Title for Process Here BlueprintExample due Apr 13 	Primary account number:	Secondary account number.
Process Expense Report	Group number:	Relationship: Married Single Divorced/Widowed
Due Later	9 First reason for rejection:	Second reson for rejection:
AnotherBPMExample due Today P	Third reason for rejection:	Credit score: Number of credit cards:
Another Example Process BlueprintExample due Apr 16	Credit score source:	Rejection date:
Authorization for acquiring BlueprintExample due Apr 20	COMPLETE	
A Checklist of Sorts BlueprintExample due May 4		
Yet Another Process Title YetAnotherBPMExample due May 15 P 4		
Another Expense Report BlueprintExample due May 20		

IBM

iOS App: Dynamic Activity Stream Communication



Improve productivity with collaborative communication



Extensive REST APIs with API Tester



Desktop Browsers

		Sphere ortal	WebSphere Application Server	New Process Portal ar iOS Mobile App
🔽 data	Execute Call		taskid: null, bpdName: null, userName: null, bpdInstanceName: null	
Task ID: 3 Parts:	٥	assignedToDisplayNam assignedToType: data:	e:"All Users", "group", { variables:{	
ask Details Retrieves the details of a task		priorityName: assignedTo:	"Normal",	
Task Client Settings Task Actions	•	piid: status:	"3", "Received".	Tablets
Cancel Task		state: tkiid:	"STATE_READY", "3",	Tablata
Finish Task		startTime:	"2011-11-17T15:43:29Z",	
Update Priority		priority:	30,	
Update Due Date		owner:	null,	0
Assign Task To Me Assign Task Back		name: originator:	"This is my name", "tw_admin",	
Assign Task To Group Assign Task To Me		lastModificationTime: name:	"2011-11-17T15:43:29Z", "This is my name",	Ef El Aman Propesti 121,000.00 Prirre Dumant Signed
Assign Task To User		kind:	"KIND_PARTICIPATING",	Ron Expinesa Proposal \$7,400.00
Start Task		dueTime:	"2011-11-17T16:43:29Z",	fill Stree Williams Signed
Task Details		displayName:	"Step: This is my name",	Trank Adams Batamad 330,000 00
Task API		description:	null,	En Masue Bioped
Exposed Services		completion lime: containmentContextID:		Tel Anade Bhased Tel Anade Bhased
Currently Running		completionTime:], null.	Amar Struetare Signed
Stop Service			"IBM_WLE_Coach"	ed General T. Styling
Set Data		clientTypes:		
Get Data		activationTime:	"2011-11-17T15:43:29Z",	
Evaluate JavaScript		status: "200", data: {		Smartphone
Resume Service		{		
Start Service		Result:		
Service API Retrieve Model		15:43:45 GMT Server: WebSphere Applica		
Process API		Header: Content-Type: application/json Content-Er	icoding: gzip Content-Language: en-US Transfer-Encoding: chunked Date: Thu, 17 Nov 2011	Stepped 4 5 7 2 5 10 State - 2004 2005 2006
lect API Call:		Status: 200 - OK		Amnunt 14 15 16 17 18 19 28 11 22 22 24 25 25 27 28 29 24 25 25 27
SON (Javascript format)	•	Request: http://localhost:9080/rest/bpm/w	le/v1/task/3?parts=all	Date Mapped 5 M T W T F 5 Domity 7 8 2 20 4 5 4
sult Type:				Bate Ordered * Boots Status * August



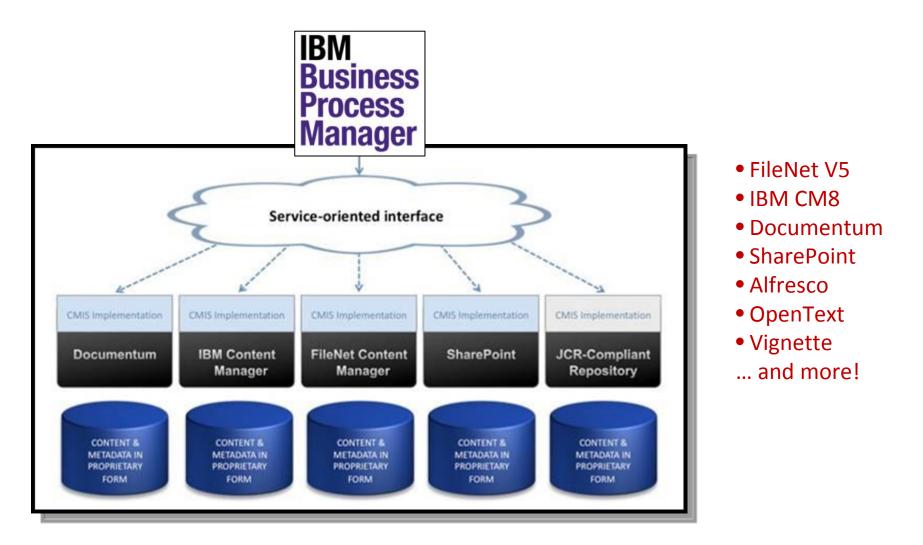
Content Access



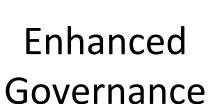
- Leverage shared business documents and images within process tasks
- Simplify access to content in any ECM repository using Content Management Interoperability Services (CMIS)
- Search, browse, and display the "right documents at right time" within Process Coaches
- Directly interact with document content create, retrieve, update, delete

New in IBM BPM v8: Content Management Interoperability Services (CMIS)

Any CMIS compliant ECM systems can be integrated with IBM BPM



What's New in IBM Business Process Manager v8?



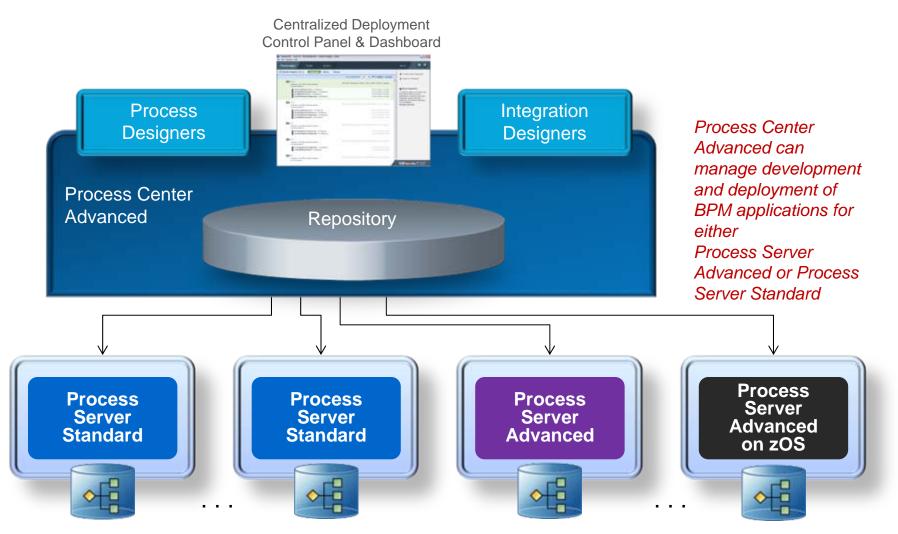


- Networked Process Centers enable sharing of process assets & toolkits to accelerate expansion "from project to program"
- Automated governance processes triggered by process life-cycle events for increased consistency & control
- Active links to other development assets & tools (including Rational) via Open Services for Lifecycle Collaboration (OSLC)



Centralized governance of mixed IBM BPM environments

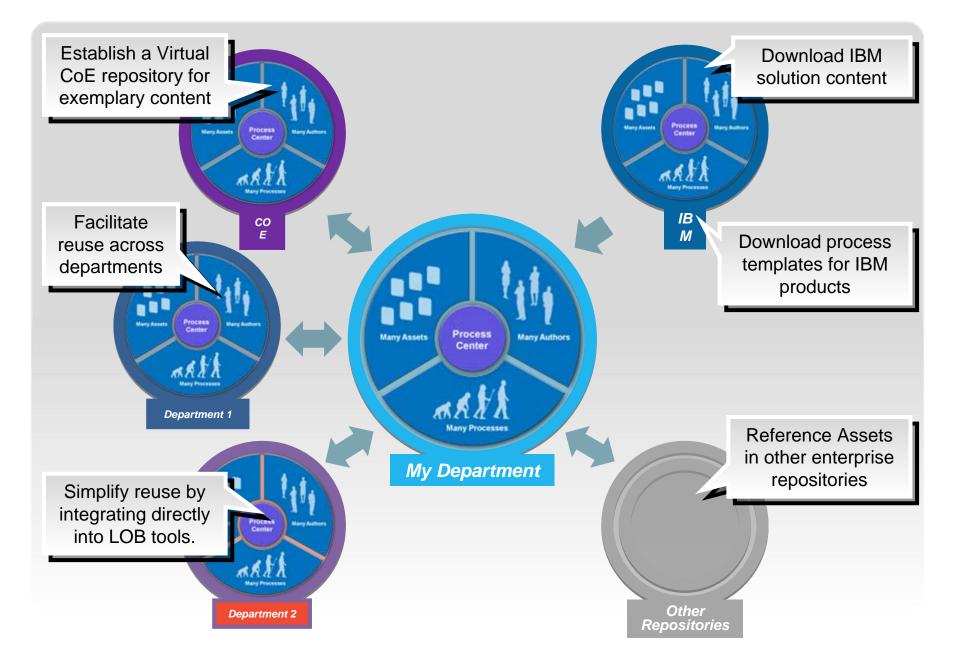




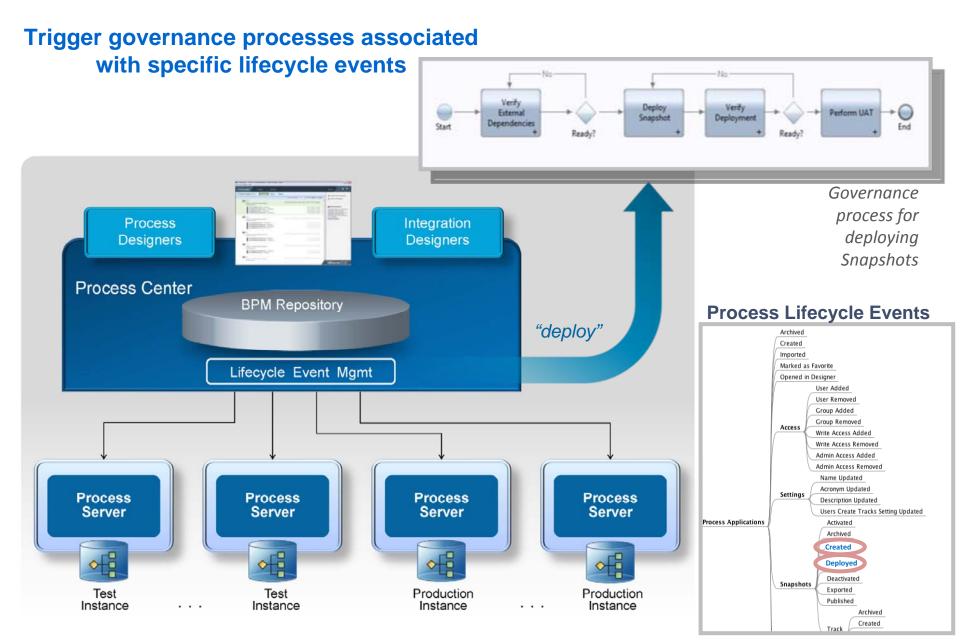
Process Server Standard is backward-compatible with Lombardi BPM applications, preserving those investments Process Server Advanced includes WPS technology that can be utilized when you also need advanced integration capabilities

Process Centers network for cross-group sharing

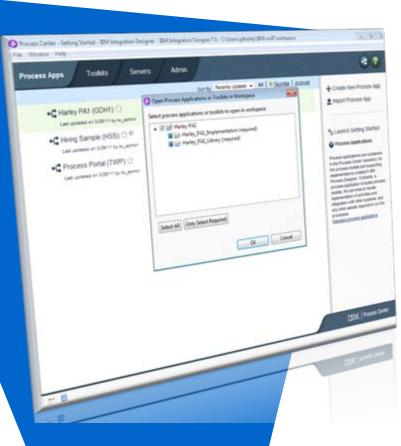








Powerful integration capabilities Integration Designer



- Eclipse-based tool that simplifies integration with visual editors and built-in test support
- Simplifies integration development through *pattern-based authoring*
 - Visually construct reusable SOA services, data transformations, BPEL orchestrations, and integration to applications and backend systems
 - Intuitive drag-and-drop editors enable rapid building of business integration solutions

Easily build *reusable* SOA services, orchestrate services, and access backend systems



Confidently execute mission-critical solutions Process Server

 Execute processes consistently, reliably, securely, and with transactional integrity

Single BPM runtime to support the full range of business processes, service orchestration, and integration

- High scalability and availability with extended support for highvolume process automation and high quality-of-service
 - Rich repair and recoverability capabilities, such as automatic retries, manual repair, compensation, store & forward



IBM.

Simplicity for business decisions Integrated rules authoring



Built-in rules authoring based on Decision Server BAL language

- Expresses business logic in an accessible manner using syntax that is easily understood
 - Easily export rules content to Decision Server JRules

Connect application and information assets Integration Adapters and ESB



- Accelerate business integration projects with *rapidly deployable*, enterpriseready connections based on *best practices*
- A comprehensive set of capabilities to service-enable your assets, including packaged, custom, and legacy applications, technology protocols, and databases
 - Built in SOA components flexible enterprise service bus (ESB) connectivity infrastructure for integrating applications and services



IBM Business Process Manager v8 for z/OS

IBM.

Dramatically Improve the Way Work Gets Done

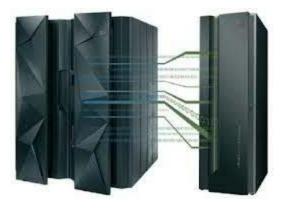
- Manage mission-critical business processes at scale
- Ensure transactional integrity
- Enable social collaboration to manage business change

Maximize Agility in zEnterprise Business Applications...

- Resiliency through workload management & co-location
- *Simplicity* of process complexity through high-performance process automation
- *Modernization* of existing applications with shared and reusable enterprise process services



z/OS and zEnterprise



IBM zEnterprise EC12 (zEC12) Next generation of hybrid computing

WAS V8.0 for z/OS

Further refinement of proven base Enhanced commonality across platforms Greater z/OS exploitation

IBM BPM PS V8.x for z/OS

Common IM Based Streamlined Install WOLA Support DB2 V10 for z/OS Optimization Performance and Tuning Hybrid Deployment Patterns

The Key Technical Messages for: WAS V8.x for z/OS

Further refinement of proven base

- Updated specifications (Java EE 6, EJB 3.1, Servlet 3.0, JSP 3.0, etc)
- Enhanced web services: JAXB, JAX-RS, JAX-WS
- Feature packs rolled in: SCA, XML, OSGi, JPA, WOLA, Batch
- Continued focus on tightening and refining programming

Enhanced commonality across platforms

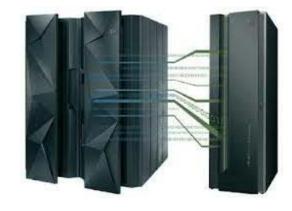
- Common installation process using Installation Manager
- Common high-performance logging function

Greater z/OS exploitation

- More granular settings for timeouts and tracing w/ dynamic control
- Resource routing for data source and connection factories

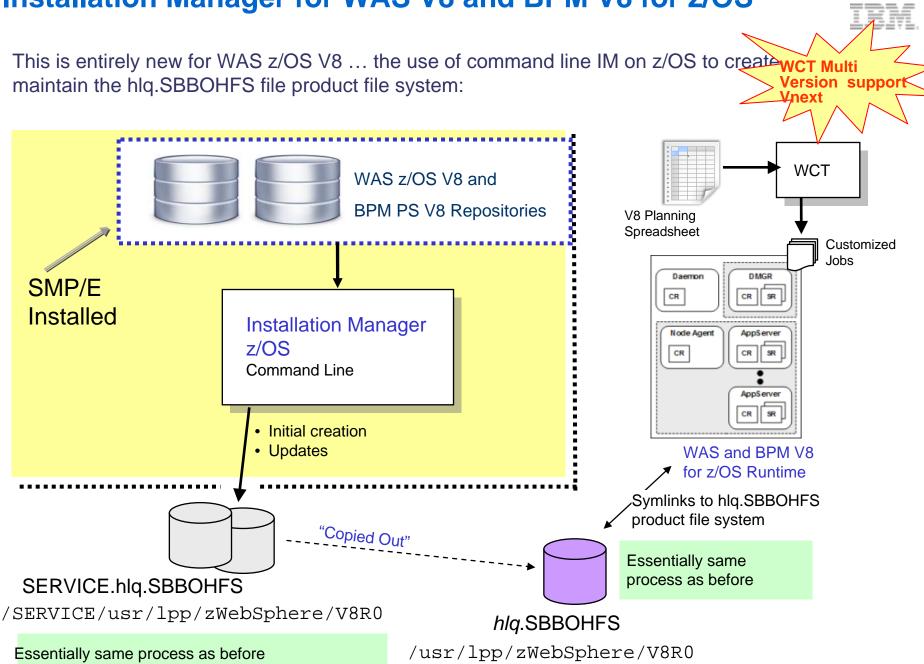
IBM BPM PS V8 for z/OS

- Streamline and Simplified Install using Install Manager for z/OS (Common to BPM family)
- Enhancements to WCT Tool to support multiple Version of IBM BPM V7, V8, V8.x
- WOLA for CICS, IMS Integration Tooled Integration out-of-box adapters with support for hi-speed, 2-way WOLA integrations with IMS
- DB2 V10 Install refinements and Performance Optimization (i.e. in Line LOBS)
- Exploit above WAS 8.x for z/OS features (Servant and Thread PD and optimization)
- Greater focus on H/A, SIB Failover and Cross-System Recovery Participation
- z/OS-specific Monitoring, problem determination, system administration
- Optimization & tuning of IBM BPM performance on z/OS Java 6





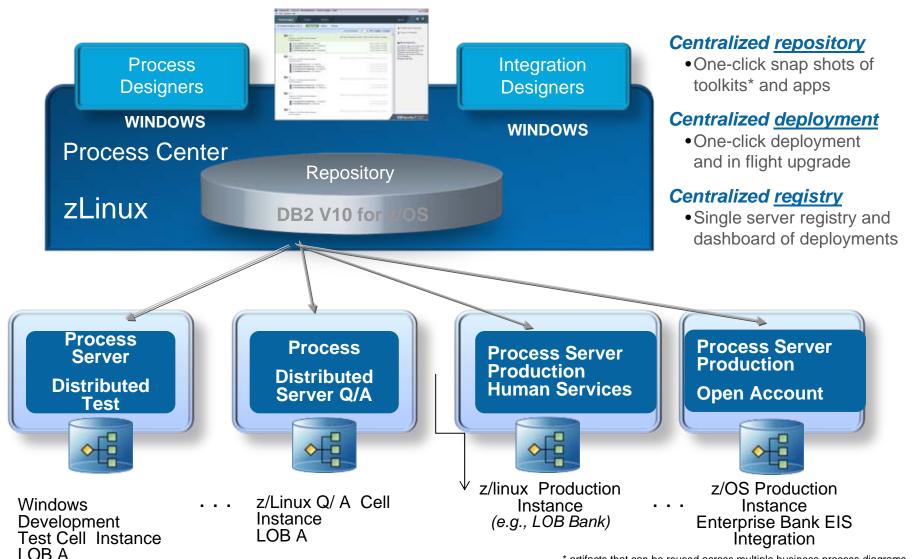
Installation Manager for WAS V8 and BPM V8 for z/OS



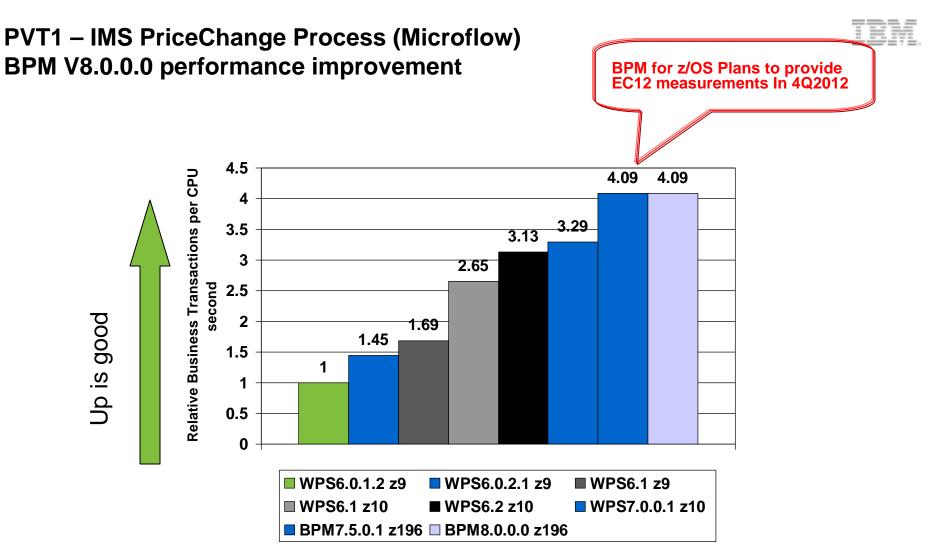
IBM.

Centralized governance on System Z

Centralized Deployment Control Panel & Dashboard



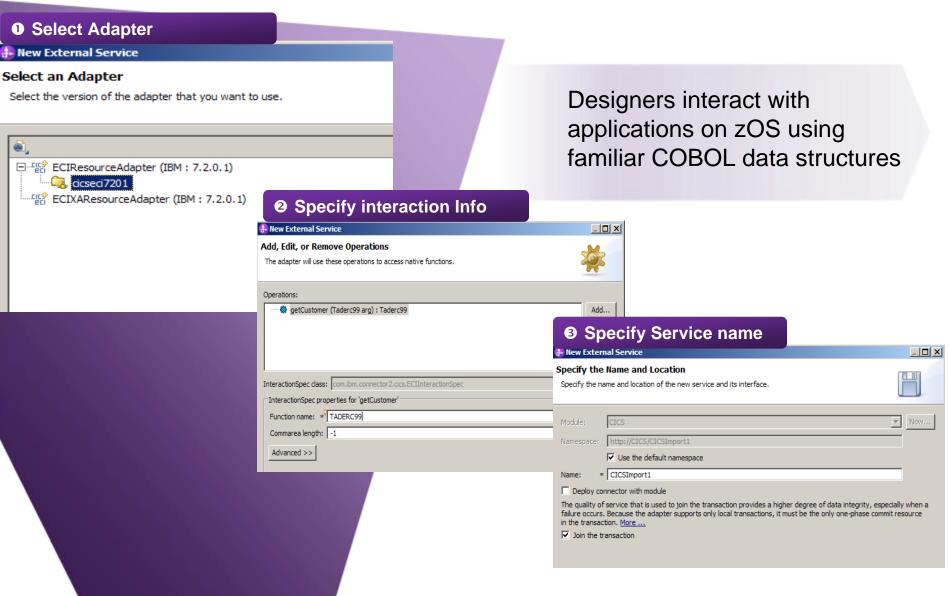
* artifacts that can be reused across multiple business process diagrams



BPM8.0.0.0 on z196 throughput is improved by about 309% as compared to WPS6.0.1.2 on z9

Hardware: 4-way z9 @1.7GHz 4-way z10 @4.4 GHz 4-way z196 @5.2 GHz Software: WPS6.0.1.2 on z/OS 1.6, Java 1.4.2, IMS 9.1, DB2 8.1 BPM8.0.0.0 on z/OS 1.13, Java626SR1, IMS 12.1, DB2 10.1

Connect to CICS and IMS z/OS services

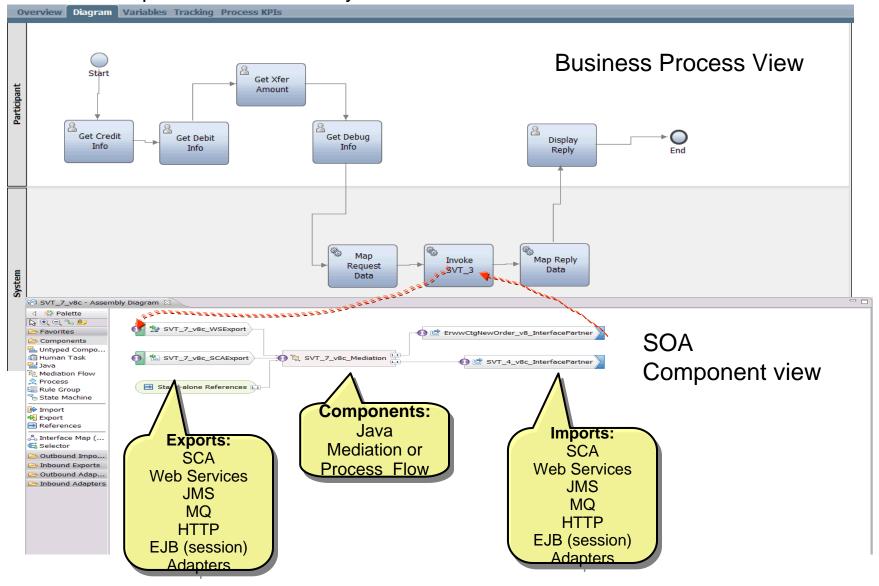


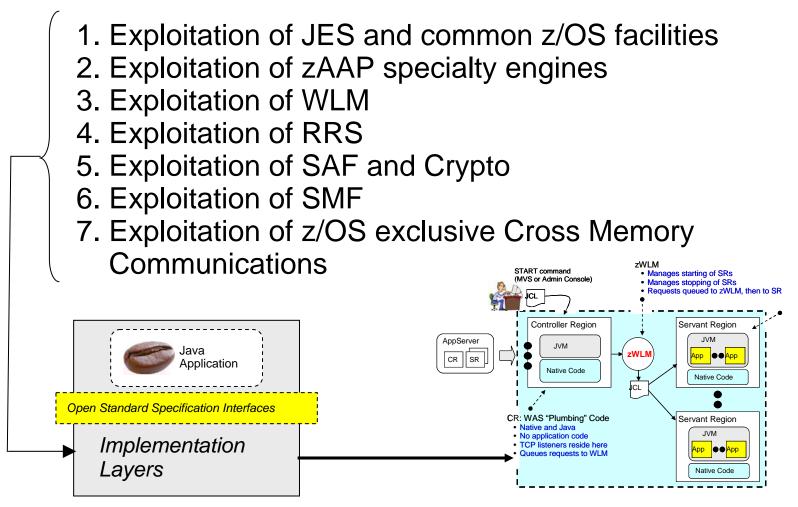
Leverage native z/OS data structures

🚯 New Business Object From External Data				
Provide Details for the Mapping Specify the mapping details for the business objects you want to create.		0,	Reference data from COBOL copybook	
Choose mapping: COBOL to Business Object COBOL file:* ⁰ D:\Ddrive\eroot\taderc99.ccp Br		Browse		
COBOL IIIe: * [D: purvelerout/tadercss.	Ψ	Diowsen		
New Business Object Select an Input Sou Select how the external Elter: type filter text		te the business objects.	Support for Langu COBOL, PL/1, Ch Multiple output	_
Input sources: Adapters Input sources: Adapters Input sources: Carguages C (CICS Char C (Multiple O C (COBOL (CICS COBOL (CICS COBOL (CICS COBOL (Multiple COBOL (CICS CHAR COBOL (Multiple COBOL (Multiple COBOL (Multiple CICS CHAR COBOL (Multiple CICS CHAR CICS	utput) ; Channel) ple Output) nannel)			

IBM BPM and Service Component Architecture (SOA)

Components are implemented by different kinds **Imports** and **exports** support different protocols supporting ESB and Process components and the ability to define their interaction QOS

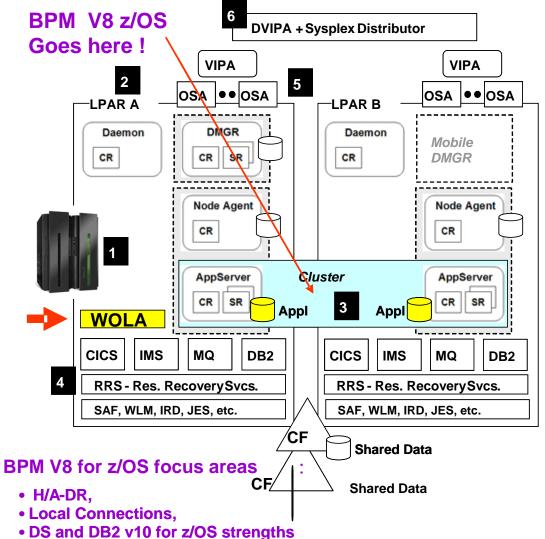




WebSphere is WebSphere up here It's all based on accepted standards Exploitation taking place below the open standard interface line

The Big Picture of WAS and BPM V8 z/OS in Parallel Sysplex

It's all about redundancy and integration with platform HA / DR function



• WMQ Q Sharing

- 1. Redundant and fault-tolerant hardware System z hardware design has many layers of fault tolerance and redundancy.
- 2. Redundant z/OS instances Either through logical partitioning (LPAR) or separate physical machines.
- 3. Clustered WebSphere z/OS servers Multiple application servers grouped into a logical unit for application deployment and management z/OS exclusive: dynamic SR expansion (more coming up)
- 4. Redundant data resource managers with Sysplex shared data

Multiple resource managers instances with shared data in CF and a global syncpoint manager (RRS)

5. Redundant network adapters hidden behind Virtual IP address

On the front end, multiple network interfaces with a moveable virtual IP address protecting against outage

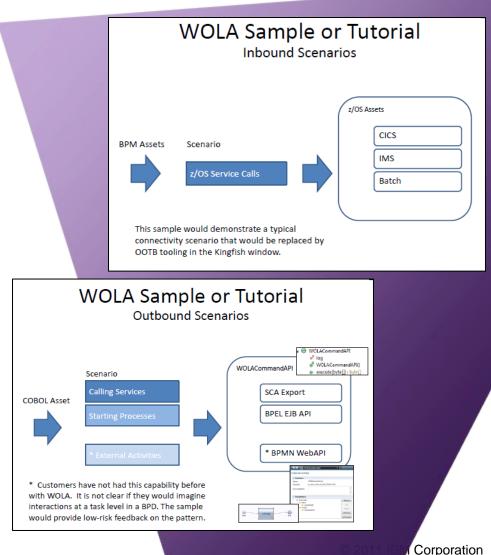
6. Workload distribution hidden behind distributed virtual IP and Sysplex Distributor

Further abstraction of real IP addresses behind a virtual IP that can be swapped across images in a Sysplex, with Sysplex Distributor providing TCP connection distribution based on WLM

Fast communication with z applications

- The WebSphere z/OS "Optimized Local Adapters" is a function provided with WebSphere Application Server for z/OS
- Cross-memory local communications between BPM processes and external address spaces
 - CICS
 - IMS
 - batch programs
 - Unix Systems Services (USS) programs
 - Airlines Line Control (ALCS) programs

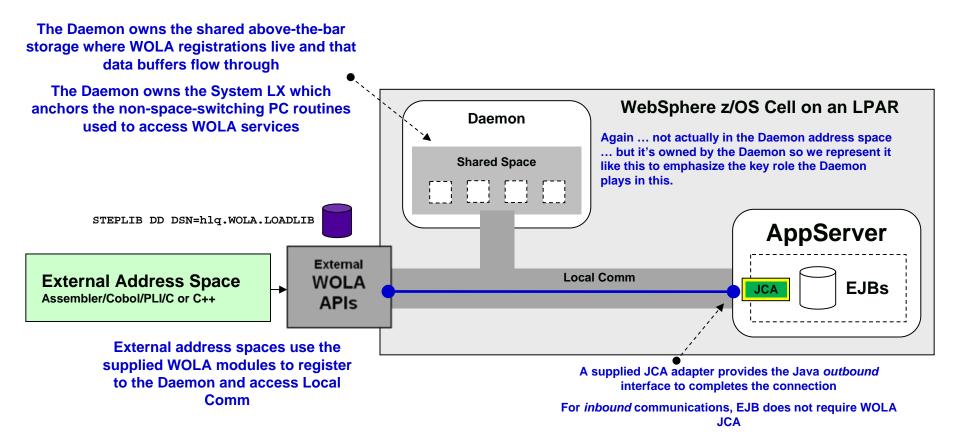
Tutorial for WOLA





Very High Level Picture of WOLA

This is just a schematic, but it helps position some key concepts:



Essentially this is a set of APIs that externalizes the Local Comm function that is already in use within a WebSphere cell on an LPAR



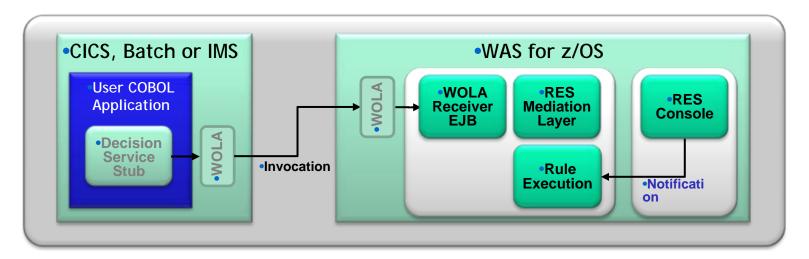
Decision Center

Decision Center Business Console Decision Center Enterprise Console Decision Center Nicolas Garre -IBM. Decision Center + HOME = LIBRAR IBM. Decision Center Adam Sign Out What's New Stream Compose Query Analyze Project Configure + New Business Rules 0 1 18 I Aibaj Dacourt Home Explore of All Expansecent Drivers Discount C Loughy Discourt Project: InsuranceDemoEvents 💣 Arti-luck Brakes Discourt ★ of Red Car Sucharge Smart Folders on 18 Rules > CustomerRetention of Good Driver Discourt TE Calinum Price Table 🕷 8 T Arbag Discoure TT Colours Press Table - 1 Rules 🕢 New | 🔍 Details | 🍬 Edit | 💢 Delete | 🏠 Copy | 🏠 Lock | 💣 Unlock | 🔗 Release lock | 🕔 History | 🕐 Help " Anti-lack Brahas Discount for NJ Ramana Pitra Talifa 👻 CustomerRetention a nine Drive Table 🐞 PraudCenter a Display by 10 M New Updates on Followed Items 0 | (#) Filters **Rules Recently Worked On** Actions Name · Status Last Changed By TT Competenzie Price Table 📽 Last Changed On CustomerRetention 1 Automa Dring Table 🏗 Collision Price Tatas 🔺 D FraudCenter 🖸 🕼 🦕 😻 FollowUpQuote New Adam 0/25/11 6:48 PM III Liability Price Table 🔺 of DUV Sectoria 🕷 Named Constants FollowUpRejectsWithPro New rtsAdmin 8/24/11 5:29 PM of Good Drive Discourt The Lupbity Prose Table 🛊 Events C C N KeepCustomerintereste New 8/24/11 5:29 PM readmin of Young Driver Sucharge 🙀 TE Commentamentes Price Table 🔹 CallCenter a TT Cuttaion Price Table 🔺 WebQuoting a Actions 0 | 125 CallCenter 2 - New Comments in Activity Stream D FraudCenter 1 Laure Boyer added a commant 🕞 Laute Boyer antible a comment set Yes: We can spply some discourt for good driver. If add a discourt rule in the spring release the set of the WebOucting 2 Business Objects 7 Access and Control **Decision Artifacts** Versioning **Decision Center Repository Business Console (new) functionality Enterprise Console (current)**

Business Console (new) functionality for business experts to understand, manage and collaborate on evolving decision logic Enterprise Console (current) functionality for advanced business analysts and administrators to fully govern the decision lifecycle



Decision Server on zOS



- Built-in support for WebSphere Optimized Local Adapter (WOLA)
- Use standard zRES API from COBOL application
- No user Java coding required
- Easy to reconfigure client for any supported rule execution options
- Simple configuration only change, no recoding or compiling

End-to-End Real Time Visibility with Business Activity Monitoring

IBM.

IBM Business Monitor V8.0 IBM Business Monitor V8.0 for System z

- Increases ROI through real time operational visibility and low implementation costs
- Enterprise mobility enables views of reports, KPIs, metrics, and alerts through Web interfaces, mobile devices, and corporate portals.
- Fully integrated Cognos Business Intelligence v10.1.1 for dimensional analysis and reporting
- What's new?
- Automatically generated dashboards
 - Facilitates rapid development and playback
- Generated business-level milestone diagrams
 - Business users can see current state at a glance
- Advanced correlation across event sources/products
 - Track end-to-end flow even with no common key
- Improved detection of current or predicted SLA violations
 - Simpler, more efficient time-based SLA detection
 - Graphical visualization of on-track/at-risk/overdue

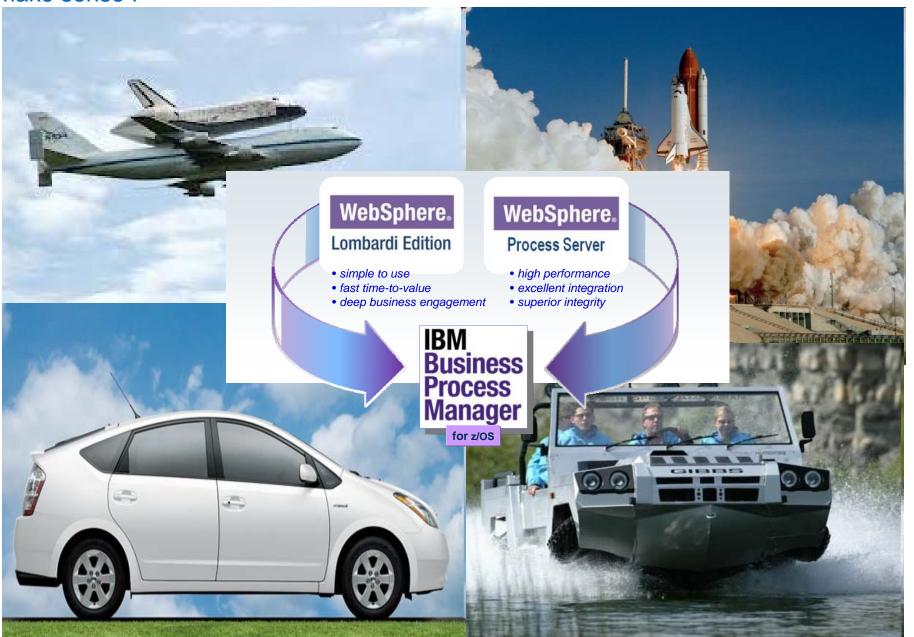


Provides visibility into real-time, end-to-end business operations, transactions, and processes to increase revenue, lower costs, and improve service

Optimized for z/OS: event processing scales as you add servant regions

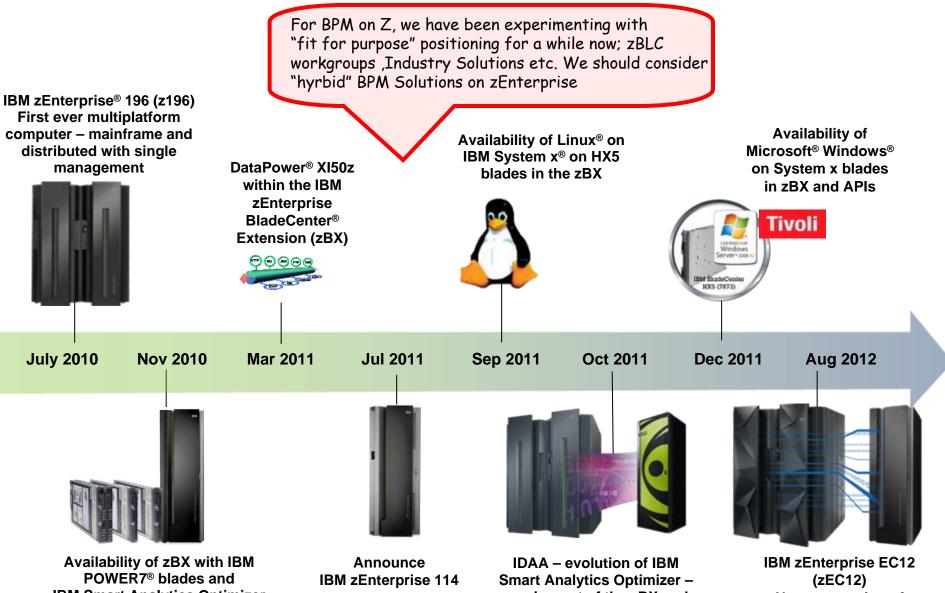
Lots of things are 'hybrid' designs, or deployments, because they eventually make sense !





Evolution of hybrid computing with IBM System z





IBM Smart Analytics Optimizer

coming out of the zBX and into Netezza technology

Next generation of hybrid computing

IBM.

Long Tail – Process placement and Hybrid Deployments



Complexity

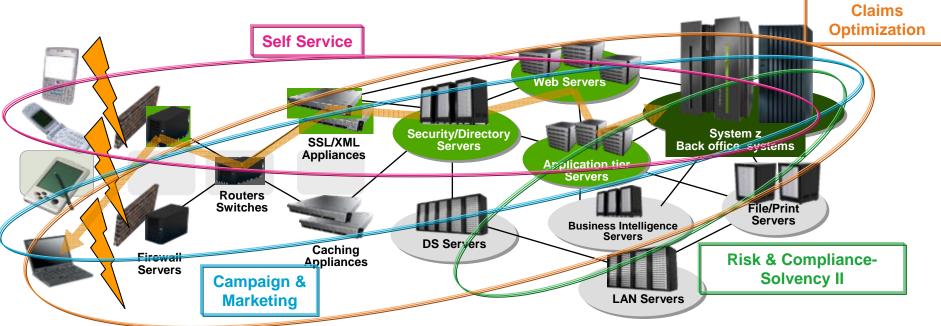
Circle Space

- •Enterprise Class Processes and Services
- Integrated with IT Systems (STP)
- ·Bottoms up vs Tops Down vs Meet-in-middle
- •More Stable, less volatile , IT integrated
- •Simplify interface to outside world, heavy lifting done closer to IT systems
- Processes expose EIS and integrate (QOS)
- •High Governance and availability
- •Enable Channels for Enterprise benefits
- •Fully automated RAS, Maint, Job accounting

Less volatile more volatile

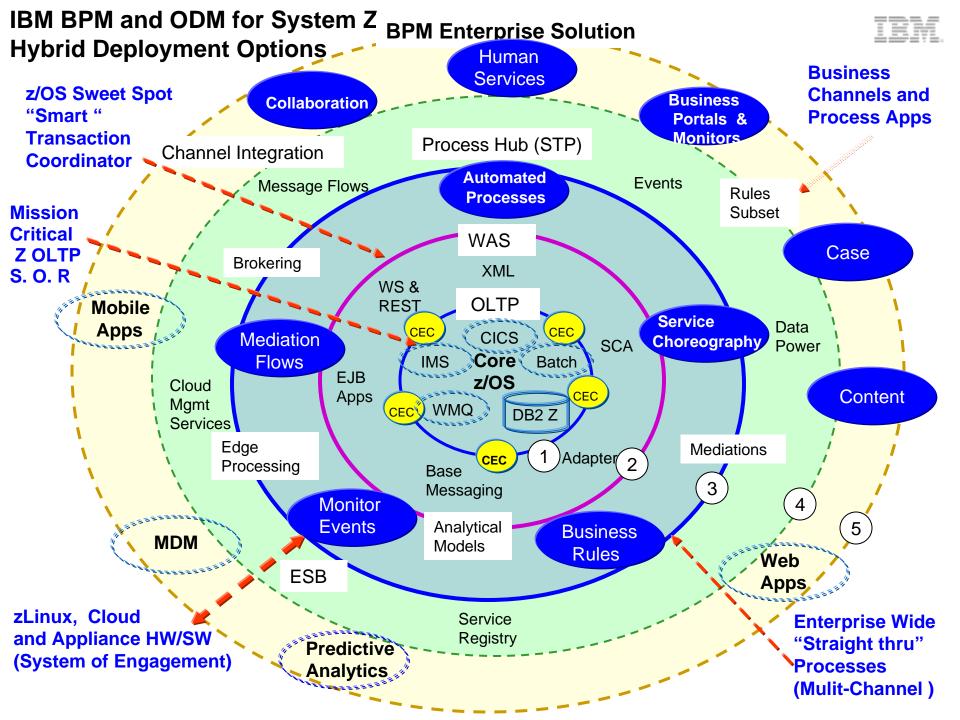
#Processes

Insurance Business Processes require a mix of platform technologies which provide multiple business, technical and cost challenges



- Business processes and the applications that support them are becoming more service oriented, modular in their construction, and integrated.
- The components of these services are implemented on a variety of architectures and hosted on heterogeneous IT infrastructures.
- Approaches to managing these infrastructures along the lines of platform architecture boundaries cannot optimize the alignment of IT with business objectives, responsiveness to change, resource utilization; business resiliency, or overall cost of ownership.

Customers need better approach: The ability to manage and leverage the IT infrastructure and Business Applications as an integrated whole.





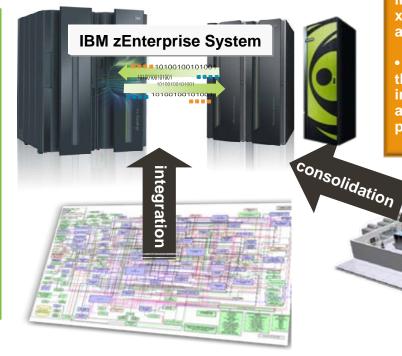
Cost effectively simplify the Integration and Optimization of Insurance Line of Business application modernization to meet growth objectives

Solution summary

The **zEnterprise Insurance Integration Hub Solution** offers architectural guidance on how to leverage the zEnterprise System to integrate Core Insurance, Customer Care and Insight, Distribution and Integrated Risk Management hybrid application workloads to optimize business application process integration while consolidating infrastructure and management for lower costs

Business Outcomes

Combining faster, more powerful IT infrastructure with an innovative approach that efficiently and dynamically exploits IT resources to cost effectively better manage integration across heterogeneous insurance workloads from a single point of control.



Solution Benefits

•Enterprise class capabilities that extend across LOB application processes and workload types under an integrated environment with lower risk

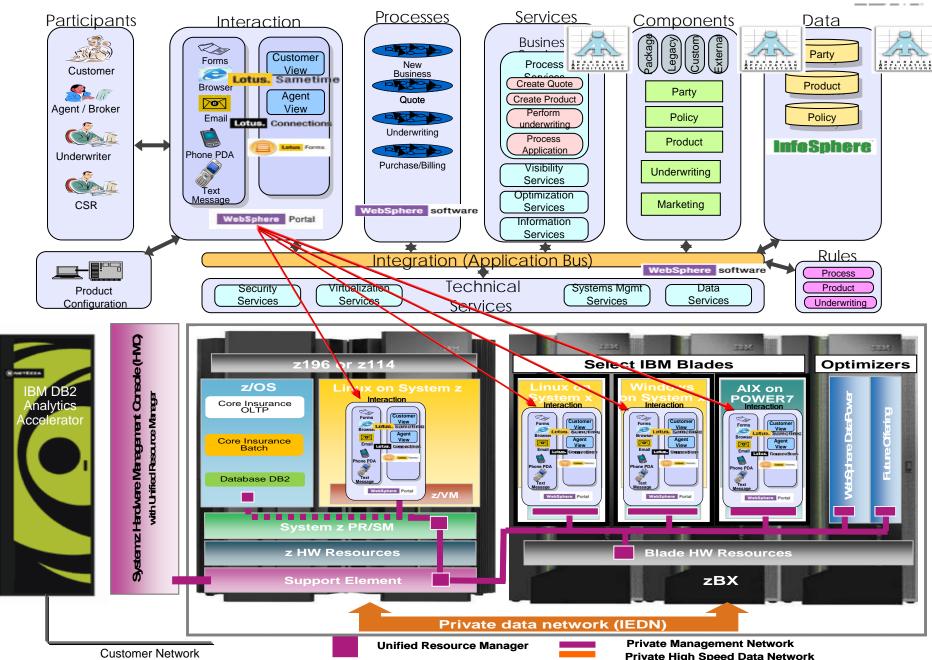
• Lower service delivery costs and improve service levels through the provisioning of powerful resource management rationalization features

•Lower workload and platform costs by integrating the use of commoditized (e.g. x86 and POWER7 blades) and specialized appliance and accelerator components

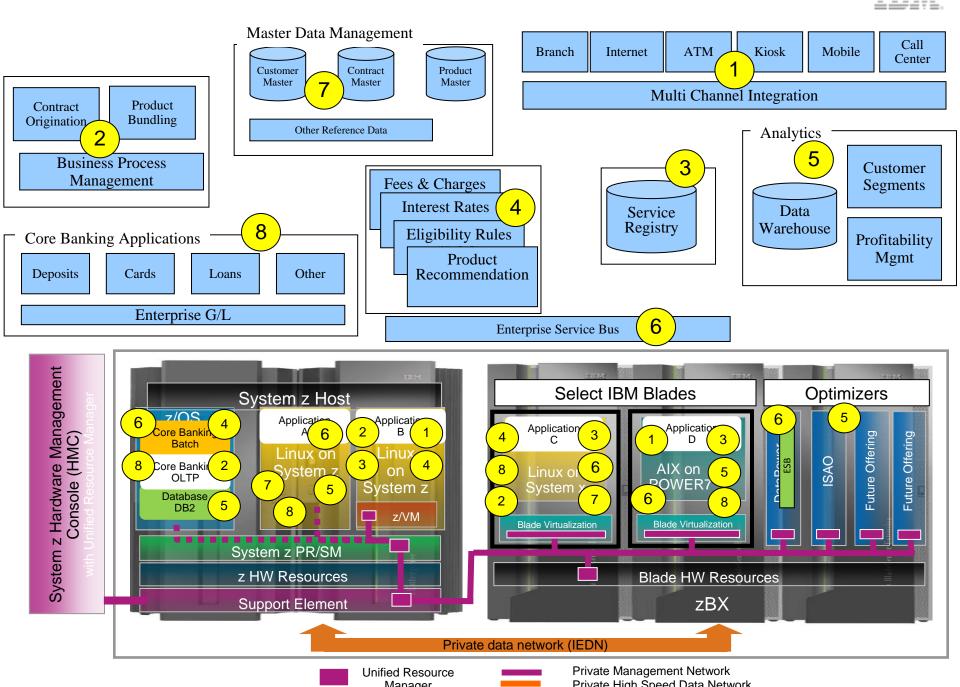
• Less dependency on specialized skills through the unification of key infrastructure management processes across the various infrastructure platforms

Self service solution summary example

Insurance Industry Architecture Sample



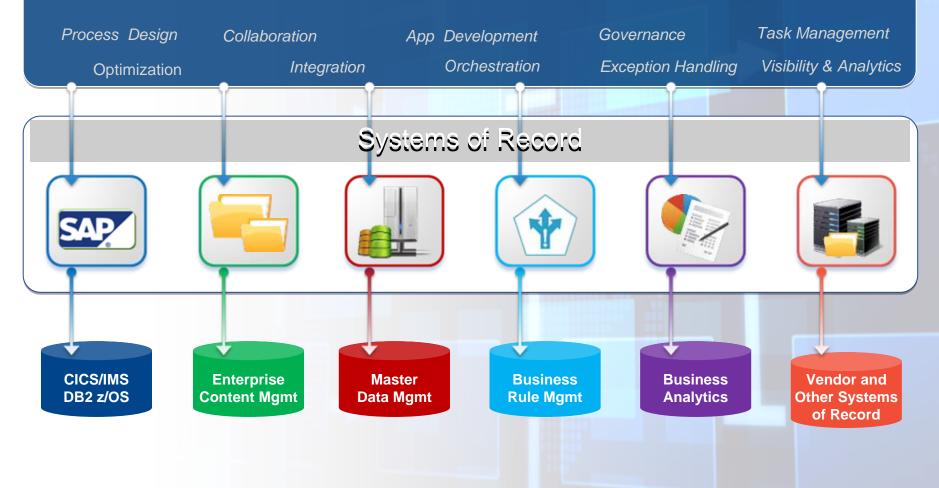
Core Banking Workload Deployment Options on zEnterprise



BPM is the System of Engagement for Enterprise Processes

An Integrated Platform to Manage Change & Business Operations

IBM Business Process Manager



Adoption is Becoming Mainstream





- Reduces processing time for stand claims by 20-30 minutes each
- Generates an average *ROI of 300%* for each internal process improvement project
- Increases customer & provider satisfaction

VISA Europe

- System handles 30,000 rules and 500 transaction types for 4,000 institutions
- 3x faster time-to-market
- 25% cost reduction to maintain business logic

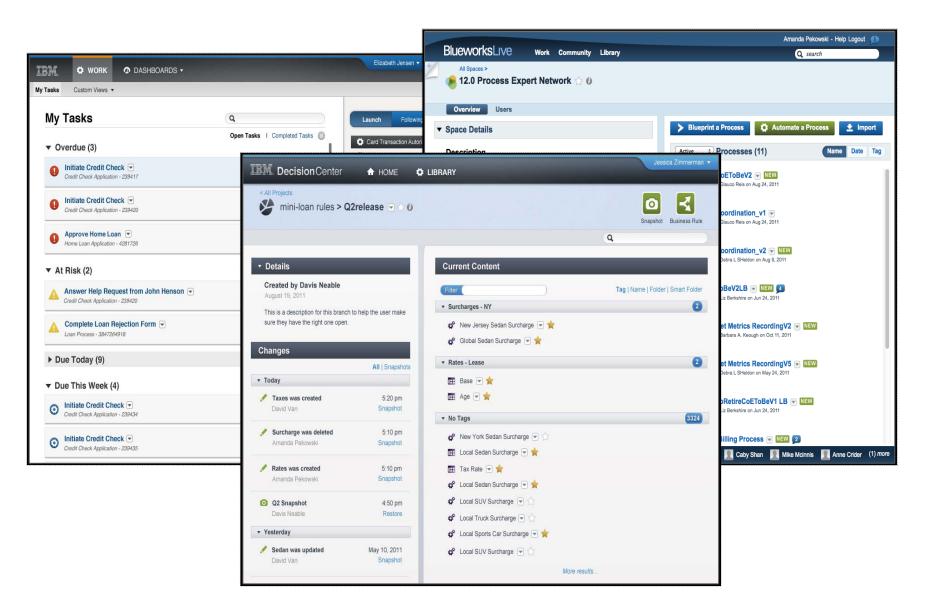
BANCO ESPIRITO SANTO

- Company-wide adoption by business users
- > 200 simple processes built by business users in production within 18 months
- > 40,000 tasks assigned to users per month within first 6 months
- > 80,000 process instances created in first half of 2010, surpassing total for 2009
- Average 3000 users per day

Home Office UK Border Agency

- System handles over 120 million passenger cross-border movements per annum.
- Enables the agency to identify threats sooner so they can focus attention on high-risk situations
- A near-real-time risk assessment provides enhanced security and speeds up processing

Works Together. Works the Same.



Next Steps



See BPM in Action

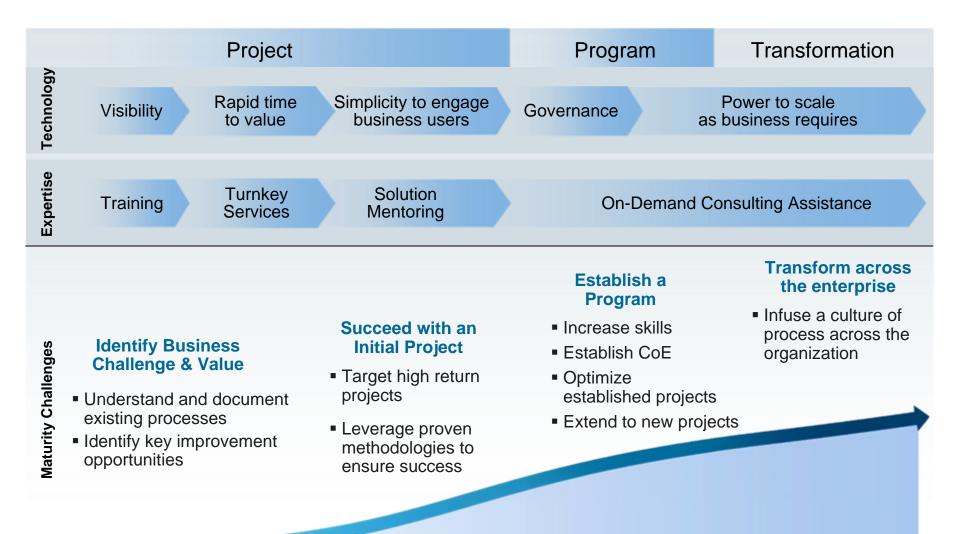
Ask your sales representative to see the solution live

Learn what's Or possible with a Discovery Workshop

On-site workshop with business and IT stakeholders to evaluate the applicability of BPM for your project

Implement a real project in 10 weeks with a Quick Win Pilot Demonstrate immediate value to your LOB end-users with your first 'Quick Win' in 10 weeks





Realize fast value, foster BPM adoption and create transformational impact



Where can I find out more?

- Business Process Management
- White papers & tech docs
 - Optimizing process management with IBM System z
 - WebSphere z/OS The Value of Co-Location
 - Brief introduction to WebSphere Optimized Local Adapters
 - WebSphere for System z Prescriptive Use Cases (Oct. 28, 2011 Addendum)
- Redbooks
 - Batch Modernization on z/OS
- Demos
 - IBM BPM In Action demos
- System z pricing



Thank You



