

Cloud & Smarter Infrastructure



@IBMTivoliFR

André Deville – ad@fr.ibm.com

Cloud & Smart Infrastructure TechSales Manager





L'offre Cloud & Smarter Infrastructure pour Optimiser l'infrastructure informatique et métier

Agenda:

- Tour de l'offre Cloud & SmarterInfrastructure
- Nouveautés et Tendances
- Enablement , Education
- Nos Prochains Rendez-Vous



Optimiser l'infrastructure informatique et métier

Couverture fonctionnelle

SmartCloud Control Desk

Gestion des services IT

- Service Desk
- Catalogue de services
- Gestion des processus ITIL
- Gestion des actifs IT
- CMDB

Protection des données et gestion du stockage

- Sauvegarde, restauration, archivage
- Disaster Recovery
- Gestion des ressources de stockage
- Virtualisation du stockage

**Storage Manager(TSM)
Productivity center (tpc)
SVC**

Virtualisation et Cloud

- Solutions Cloud (IaaS, PaaS, SaaS)
- Administration des environnements virtualisés
- Orchestration

**SmartCloud Orchestrator
smartCloud Provisioning**

Gestion des actifs

- Actifs d'entreprise
- Actifs immobiliers

**maximo®
TRIRIGA®**

Opération des systèmes

- Ordonnancement
- Automate de production
- Provisionnement
- Cartographie
- Gestion Infrastructure Data Center

**Tivoli Workload Scheduler
TADDM
DCIM Mgr**

Gestion des réseaux

- Fault Management
- Performance Management
- Configuration et changement

**Network Manager (ITNM)
Netcool Performance Manager (TNPM)
Netcool Configuration Manager (TNCM)**

**SmartCloud APM
Netcool Omnibus/Impact
Business Service Mgr (tbsm)**

Supervision des systèmes et applications

- Disponibilité / Performances
- Hypervision
- Services métiers

Gestion des Endpoints (postes de travail, mobile, devices)

- Inventaire / Gestion des licences
- Gestion des Patches - Télédistribution
- Sécurité - Conformité - Vulnérabilité
- Antivirus - Firewall

IBM EndPoint Mgr

Tivoli Storage Manager, les annonces de Juin 2013

IBM



- Operations Center 6.3.4

- Nouvelle interface d'administration TSM conviviale

- Serveur TSM 6.3.4 et client TSM 6.4.1

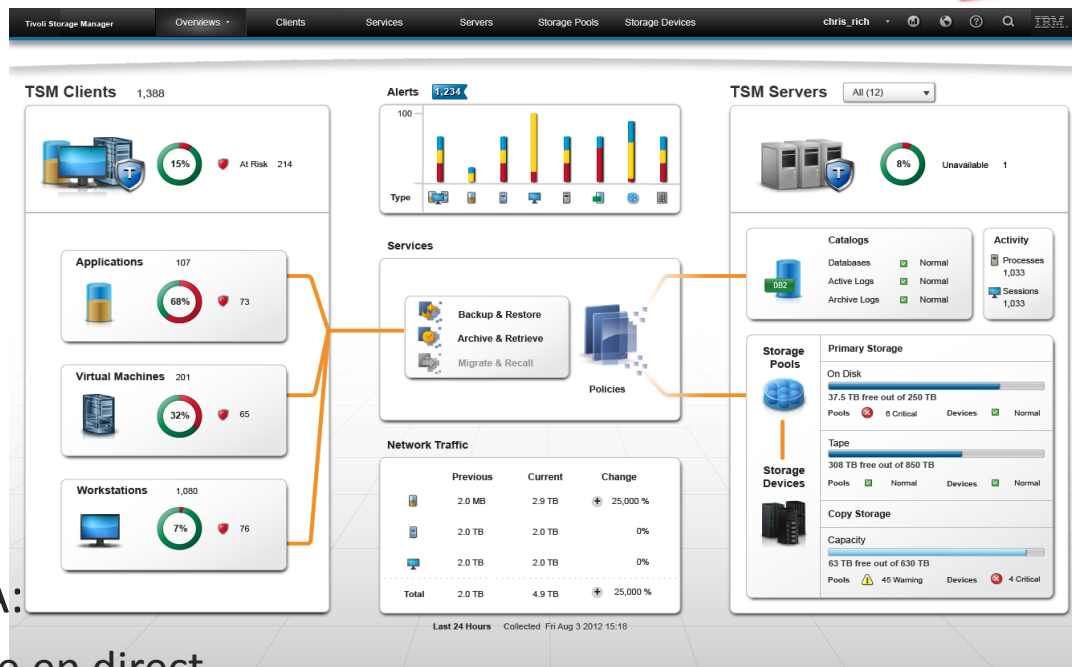
- Support de l'Operation Center et mises à jour

- TSM for ERP 6.4.1 pour SAP/HANA:

- Support de sauvegarde mémoire en direct

- Reporting et Monitoring 6.3.4

- Nouveaux rapports Cognos pour TSM for Virtual Environment



Gestion des 'endpoints' – Les enjeux



- Comment gérer :
 - l'inventaire
 - la mise à jour
 - la sécurité
 - la conformité
- Avoir une visibilité temps réel de son parc
- Sur des environnements hétérogènes
 - OS : Windows, Mac, UNIX, Linux ET Smartphones/Tablettes
 - Réseaux : LAN, WAN, Interne, Externe (nomadisme)
- Avec une infrastructure simple et unifiée
 - qui limite le nombre de serveurs dédiés
 - qui limite l'impact sur les systèmes gérés
 - qui offre une console d'administration unifiée

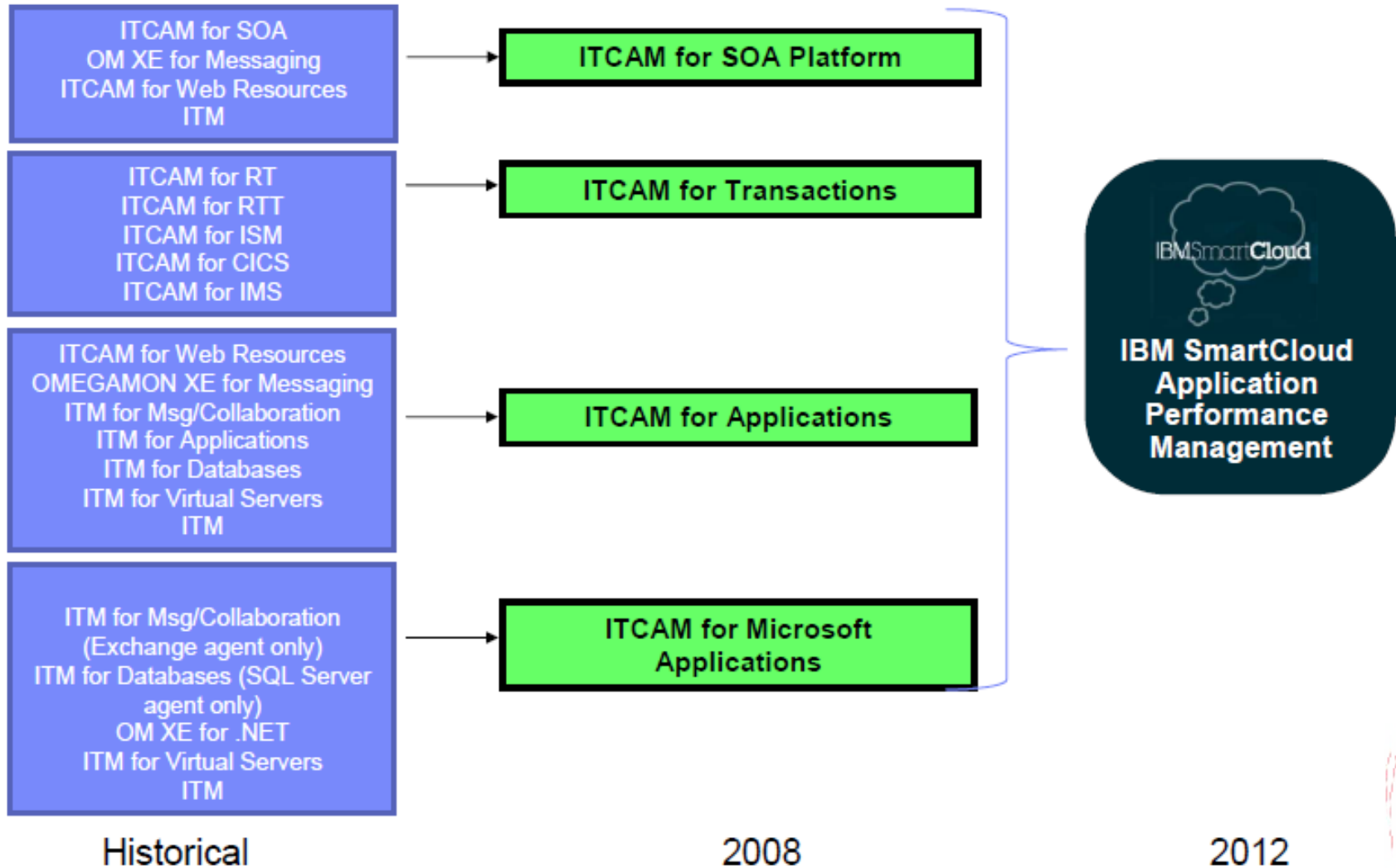
Près de la moitié des devices qui accèdent à des applications seront mobiles



D'ITM / ITCAM vers SCAPM



Une simplification de l'offre initiée en 2008





D'ITM / ITCAM vers SCAPM

Détail des offres actuelles



Nouvelle Interface

• SMARTCLOUD MONITORING (v. 7.2)

Une solution complète pour la supervision des infrastructures virtualisées.

- Offre dédiée à la supervision des environnements virtualisés (VMs ou partitions)
- Couvre VmWare, KVM, PowrVM et Netapp
- *Citrix XenApp, Citrix XenServer, Citrix Xen Desktop et Cisco UCS nécessitent des licences spécifiques*
- Prix à la VM / partition => 379€ / VM (tranche BL)

■ SMARTCLOUD APPLICATION PERFORMANCE MANAGEMENT (v 7.7) Standard Edition

Une solution unique pour la gestion des performances, de la disponibilité et de la capacité des infrastructures et applications IT complexes.

• SMARTCLOUD APPLICATION PERFORMANCE MANAGEMENT (v 7.7) Entry Edition

La déclinaison de l'offre SCAPM à destination du Mid Market.

- Une tarification agressive (521€ / OS) qui en fait une offre compétitive

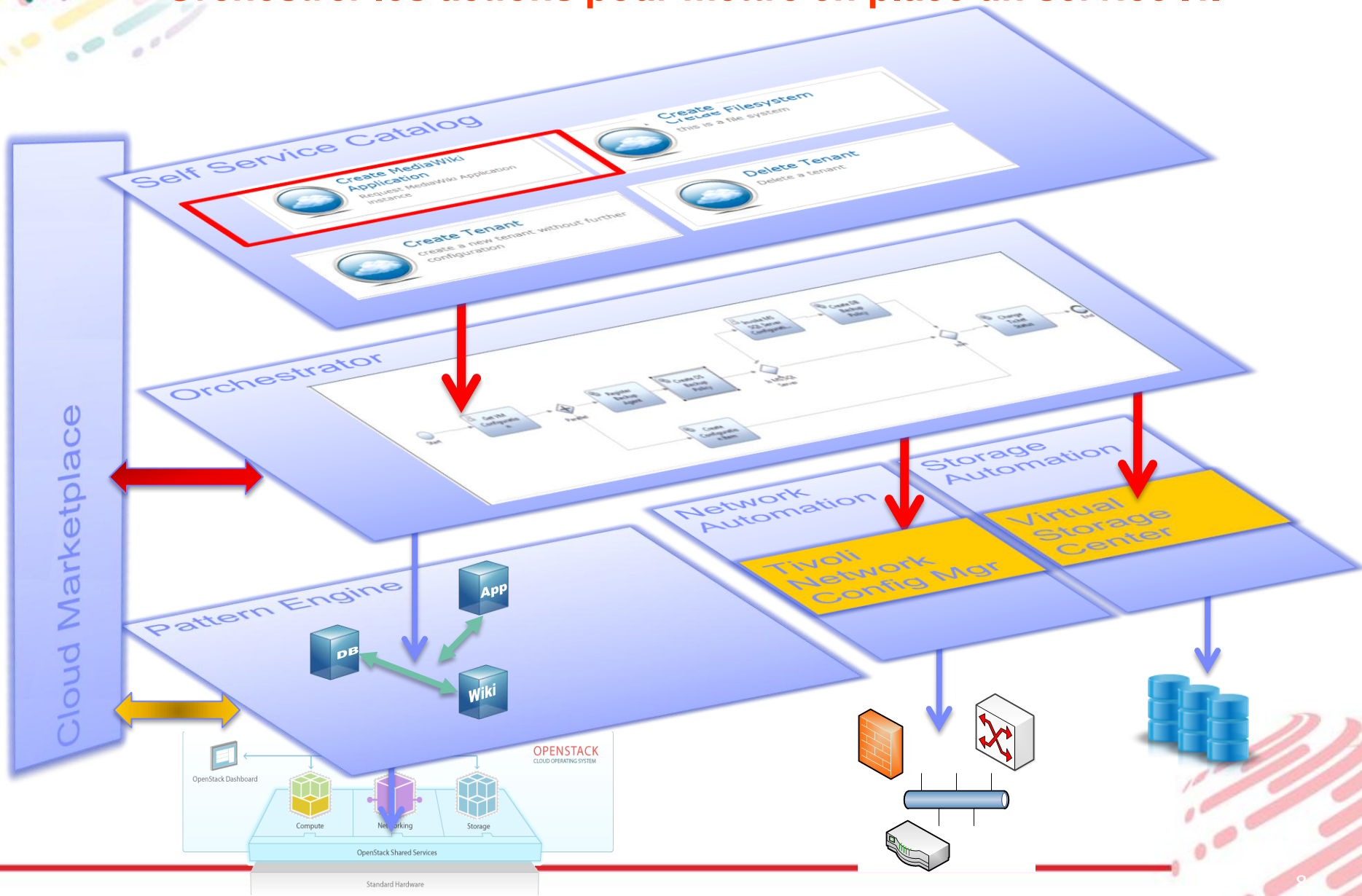
2013

- **SMARTCLOUD MONITORING Application Insight** : Une solution légère à destination des "Application Owners" permettant de gérer la performance et la disponibilité des applications web déployés dans des Cloud publics
- **SMARTCLOUD Analytics -Predictive Insight**
- **SMARTCLOUD Analytics – Log Analysis**



SmartCloud Orchestrator

Orchestrer les actions pour mettre en place un service IT.



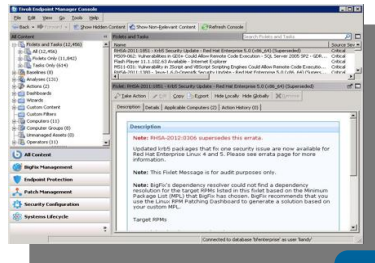


Le cloud n'est pas que du provisioning



SmartCloud Patch Management/ Tivoli Endpoint Manager

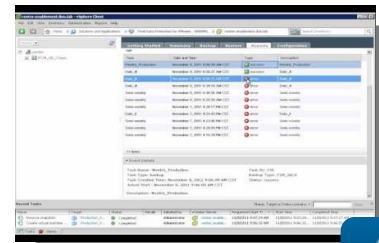
Gestion des patches
Compliance
Politiques de sécurité



Security and Compliance

Tivoli Storage Manager for Virtual Environments

Gestion des backups
Politiques de sauvegarde
Gestion des snapshots



Security and Compliance

SmartCloud Monitoring

Tableaux de bord
Hyperviseurs et VM
Capacity Planning
Optimisation
Scenarios what-if?



Availability and Performance

SmartCloud Cost Management

Collecte d'usage
Rating
Emission des factures



Usage and Accounting





Où trouver de l'information ?



Cloud & Smarter Infrastructure - Business Partner SALES Enablement Tools & Knowledge Center – Online web portal for IBM Business Partners

Resources

Questions, send email to:
bpsales@us.ibm.com

<https://www-304.ibm.com/partnerworld/wps/pub/overview/B7007PW>

Face to Face Enablement

- ▶ [Tivoli Sales Academy](#) - Face to Face Tivoli Solution Sales classroom training
- ▶ [Tivoli Whiteboard Sales Training](#) – Tivoli's Whiteboard Selling initiatives and collateral

Online Enablement

- ▶ [Tivoli Virtual Sales Academy](#) - Product Training by Specialty
- ▶ [Tivoli Talks](#) - Live/Recorded Teleconferences (select Tivoli Software, Tivoli Talk in keywords)
- ▶ [Think! Thursdays](#) – Monthly BP Teleconferences (select Tivoli Software, Think Thursday in keywords)
- ▶ [Tivoli Sales Mastery](#) – Tivoli Sales 201 & Mastery Test to meet PW Sales Skills
- ▶ [Self-Paced Enablement Guides](#) - enablement sheets for several critical and strategic Tivoli solution areas

Tools

- ▶ [Business Value Analyst Tool](#) - ROI Tool
- ▶ [Demos](#) - Product Simulations
- ▶ [Sales Plays](#) - Prospecting Kits (select Tivoli Software, Sales Play in keywords)

Resources

- ▶ [Sales Kits](#) - Product Value Propositions (select Tivoli Software, Sales Kit in keywords)
- ▶ [Training Roadmaps](#) - Knowledge roadmaps to successful sales and services engagements!
- ▶ [IBM Software Volume Offerings](#) – Sales tools for deals <\$50K
- ▶ [IBM Business Partner Profitability Tool](#) - Evaluate IBM Software product offerings and how those offerings can increase return on investment and business growth
- ▶ [IBM Business Partner Locator Tool](#) - Find a service provider with a particular set of skills, a technology reseller or a consultant with industry expertise
- ▶ [Tivoli Sales Podcasts](#) - Great resource for just-in-time information on Tivoli products
- ▶ [BP Resources for Tivoli Cloud Computing](#) - Tivoli Cloud Computing information for Business Partners including Enablement Options and Tivoli Contacts
- ▶ [Tivoli Deployment Accreditation Partner Finder Tool](#) – Search for Tivoli Accredited Business Partners
- ▶ [Tivoli Solution Accelerator Incentive](#) - Rewards the simultaneous sale by IBM Partners of eligible IBM Servers and/or Storage with eligible IBM software products

Cloud & Smarter Infrastructure - Business Partner TECHNICAL Enablement Tools & Knowledge Center – Online web portal for IBM Business Partners

<https://www-304.ibm.com/partnerworld/wps/pub/overview/B7007PW>

Face to Face Technical Enablement

- [Instructor led Training](#) - Face to Face Tivoli Classroom Training: Fee-based / discount to partners

Online Technical Enablement

- [Instructor Training online](#) – Virtual Classroom: fee-based
- [Self-Paced Virtual Classroom](#) – Self-paced class with recorded presentations and hands-on labs. fee-based/free to Accredited Partners
- [OnDemand Labs](#) – Self-paced practice labs of short duration from PULSE conferences
- [BP SPL](#) - Tivoli Business Partner Self-Paced Learning Library with web seminars, lab guides and hosted labs, new release training, whitepapers, etc. ; Free
- [STE](#) - Support Technical Exchange - Live / Recorded Enablement Topics
- [Self Directed Enablement Guides](#) – Consolidated listing of self-paced resources listed above

Cloud

- [Business Partner Resources for Tivoli Cloud Computing Solutions](#)

Tools

- [Certifications](#) - Assessment test is available for each certification at list price \$30 USD
- [YouPassWePay](#) - PartnerWorld Value Package Benefit
- [Tivoli Deployment Accreditation Partner Finder Tool](#) – Search for Tivoli Accredited Business Partners, accreditation by product & Geographies

Resources

- [Tivoli Deployment Accreditation Guide](#) – Guide to Accreditation Certification Requirements
- [IBM Education Assistant](#) - Function Based Product Training; Short Audio and Demos
- [IBM Red Books](#)
- [IBM developerWorks](#)
- [Service Management Connect](#) - Connect, learn, and share with Service Management professionals in this community.
- [Tivoli RFE Community](#) – Enter, track, vote, prioritize, and indicate "me too" to Requests for Enhancements (RFEs) through a web-based interface.



Cloud & Smarter Infrastructure Business Partner Self-Paced Learning Library

Cloud & Smarter Infrastructure Technical Enablement is pleased to share the Partner Self-paced Learning Library. The Self-paced Learning Library contains a variety of technical training content modules developed by subject matter experts and is available on PartnerWorld.

- **Accessible via PartnerWorld Authentication to non-compete IBM software partners**
- **Leverages content used to train internal IBM technical resources**
- **Content offerings include:**
 - **Hosted remote labs**
 - **Web seminar replays**
 - **Videos**
 - **White papers**
 - **Lab guides**
 - **Training roadmaps**
 - **Other self-enablement collateral**

Summary

Welcome to the Tivoli Partner Self-paced Learning Library. The Self-paced Learning Library contains a variety of technical training content modules developed by subject matter experts. Content offerings include hosted remote labs, web seminar replays, videos, white papers, lab guides, and presentations and other self-enablement collateral. If you have any questions about this library or the Tivoli partner enablement program, contact partner1@us.ibm.com.

Tivoli Technical Enablement
Driving software success through skills enablement

Enterprise Asset Management

- All Enterprise Asset Management modules
 - IBM License Metric Tool 7.5
 - IBM Maximo 7.1
 - IBM Maximo Asset Configuration Manager 7.5
 - IBM Maximo Asset Management 7.5
 - Web Seminar Replay
 - Lab Guide
 - On Demand Lab
 - IBM Maximo Asset Management Scheduler 7.5

Available Courses

- 5 Part Series Tivoli Technical Enablement Conference - New Release Training
- IBM Maximo 7.5 TPAE 7 Part Series TTEC - New Release Training
- IBM Maximo for Service Providers 7.5.1 TTEC - New Release Training
- IBM Maximo for Utilities 7.1.1 TTEC - New Release Training
- IBM TPAE/Maximo 7.5.0.1 TTEC - New Release Training
- IBM TRIRIGA CAD Integrator/Publisher 12 TTEC -

Access at: <https://www-304.ibm.com/partnerworld/wps/servlet/mem/ContentHandler/K624491N13113R05>

If you have any questions about the C&SI Partner Self-paced Learning Library or the Tivoli technical partner enablement program, contact partner1@us.ibm.com.

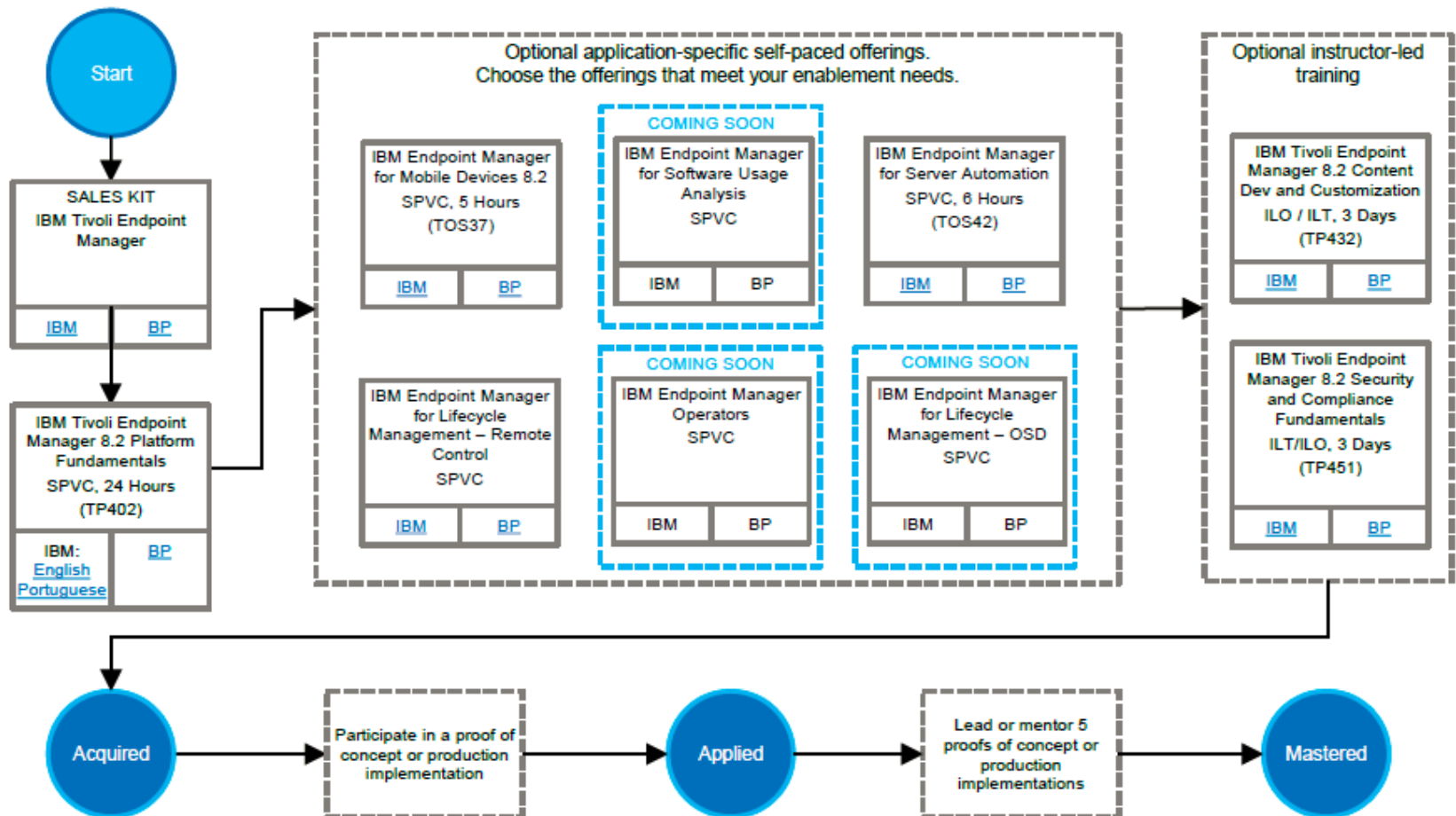


IBM Endpoint Manager Roadmap



Roadmap: IBM Endpoint Manager

Audience: Internal and Business Partner





Nos prochains rendez-vous

Séminaires et ateliers techniques

IBM Technical Exploration Center (TEC)

16 Octobre : 9h15 - 12h45

Un système autogéré: pour une production disponible et optimisée

<http://www-05.ibm.com/fr/events/tec/MCHR-9B7CMR.html>

22 Octobre : 14h - 15h (A distance)

Nouveautés de TWS 9.1

<http://www-05.ibm.com/fr/events/tec/JCPN-9CBELZ.html>

15 Novembre: 9h30 - 17h30

Découvrir les relations entre les composants middleware de vos applications avec

Tivoli Application Dependency Discovery Manager

<http://www-05.ibm.com/fr/events/tec/MCHR-98LH56.html>

22 Novembre: 9h30 - 17h00

Découverte de la technologie TSM Replication de Node 6.3

<http://www-05.ibm.com/fr/events/tec/MCHR-9BPE96.html>





Nos prochains rendez-vous



ibm.com/pulse

 [#ibmpulse](https://twitter.com/ibmpulse)

**Call for Speakers
is Open!**

Pulse2014

February 23 – 26
MGM Grand – Las Vegas, Nevada



Invite your clients and Business Partners to speak!

ibm.com/pulse | [#ibmpulse](https://twitter.com/ibmpulse)

Pulse 2014 BP Sponsorship

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IBM Business
Partner Awards
2013
Tivoli Software





 **Suivez-nous** 
Contactez-nous



Sales

Emmanuel Bastien

emmanuel.bastien@fr.ibm.com

Florence Scherrer

florence.scherrer@fr.ibm.com

Bruno Mazon

bruno.mazon@fr.ibm.com

Technique

André Deville @a2ville

AD@fr.ibm.com

Marketing

Valérie Esnault

valerie.esnault@fr.ibm.com

Anne Guy

guya@fr.ibm.com

Sophie Paillard @sophiepaillard

Sophie.paillard@fr.ibm.com

Valérie Talon

valerie_talon@fr.ibm.com

Références Clients

Eric Daubié @EricDaubie

eric.daubie@fr.ibm.com

