



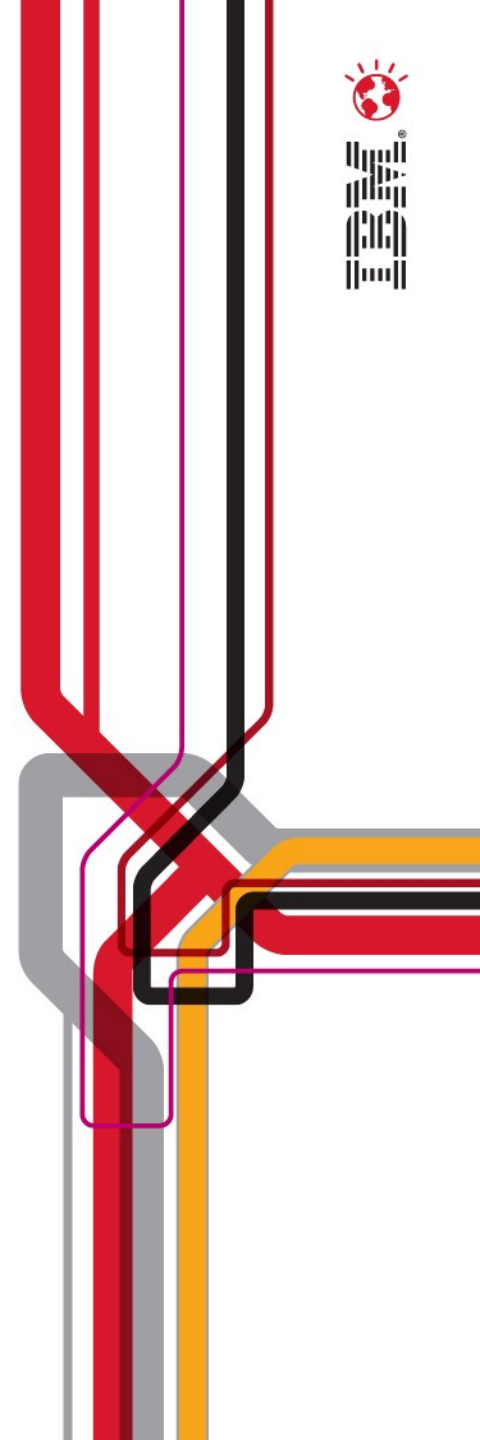
# PCTY2011

Pulse Comes to You

## Tivoli Integrated Service Management Optimizing the World's Infrastructure

**Joao Perez**

Vice President, Worldwide Tivoli Sales





# THE CENTENNIAL



## The story of IBM is an ongoing story of...

Pioneering the science of information

Reinventing the modern corporation

Making the world work better



*How to capture the opportunity of enterprise computing*



*How to build a new kind of organisation and sustain it over time*



*How to apply technology to transform companies, industries, societies*

... delivering world-changing progress

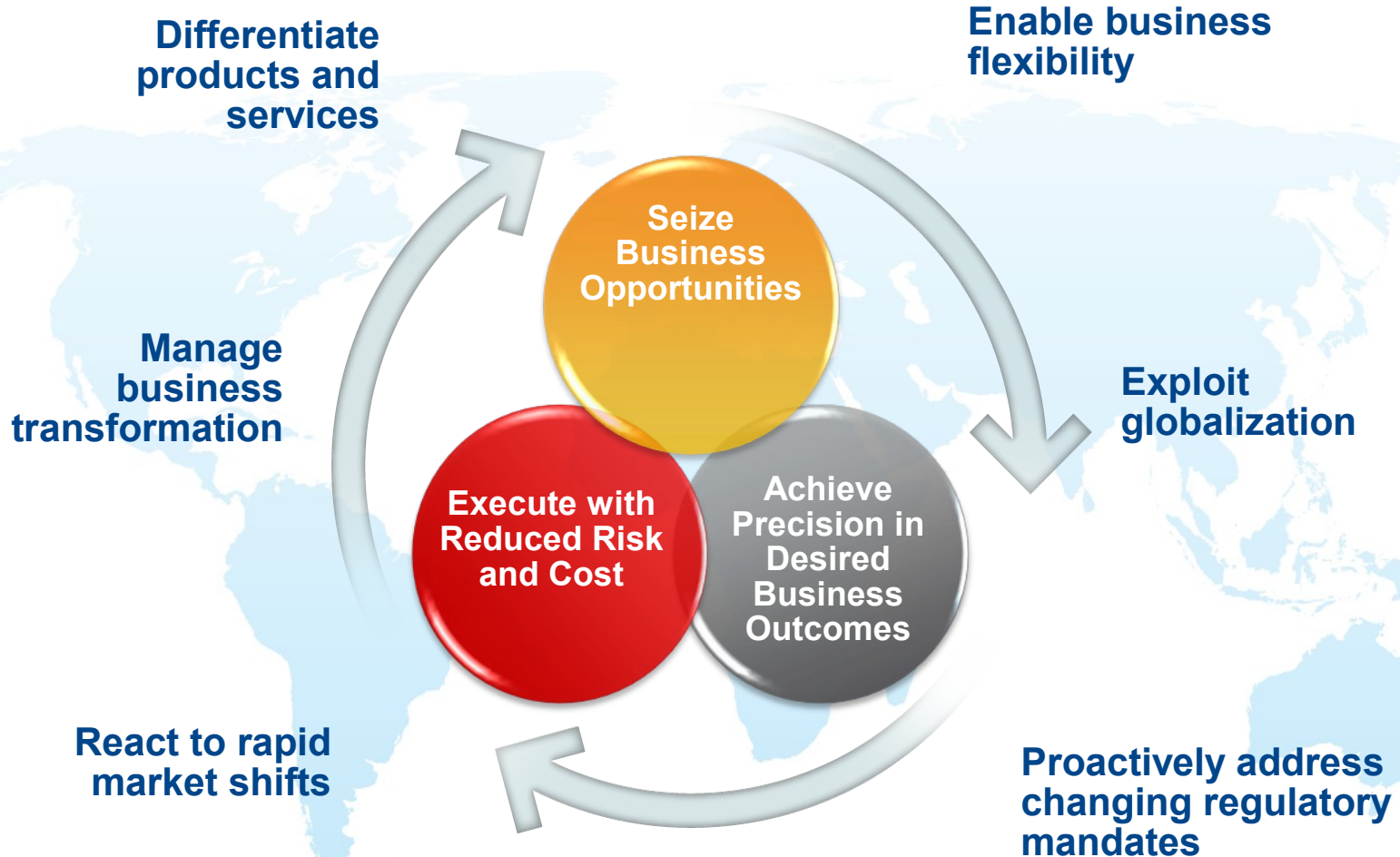


# Pulse2011

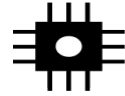
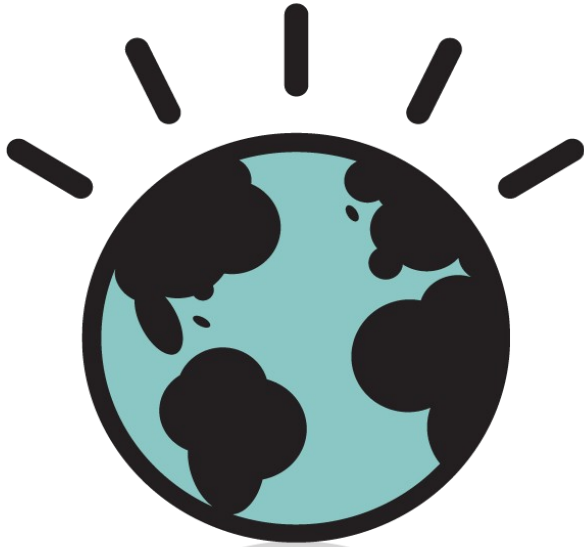
Optimizing the World's Infrastructure



# Today's Businesses Face an Unparalleled Rate of Change



# The world is getting smarter ...



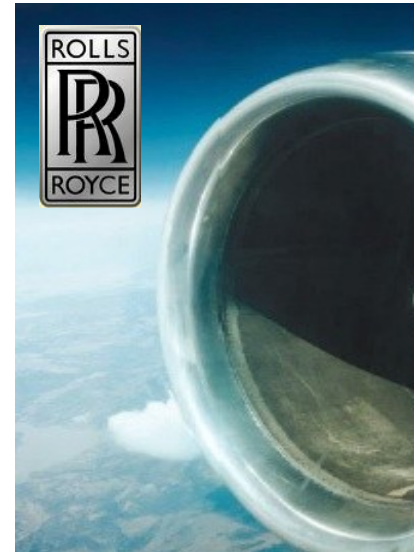
**INSTRUMENTED**



**INTERCONNECTED**



**INTELLIGENT**



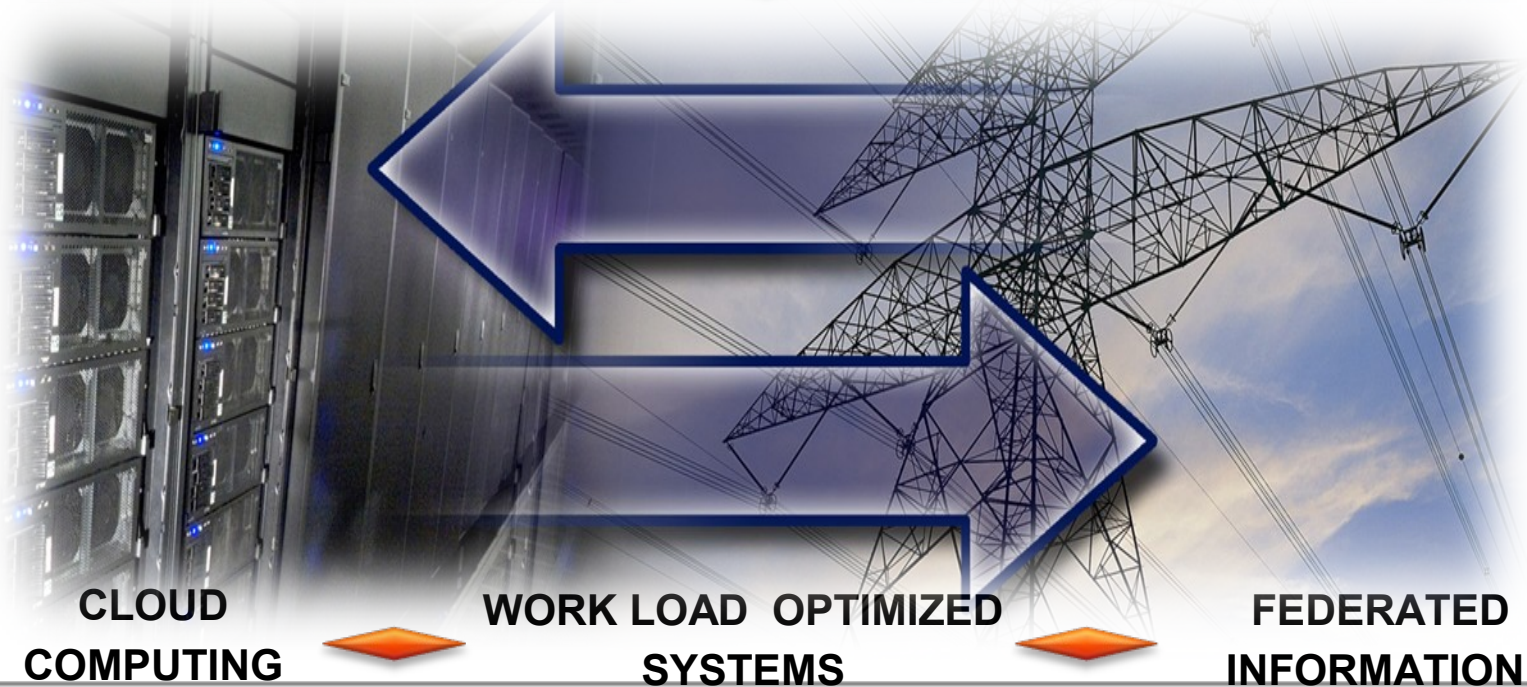
# Integrated Service Management

Business Services & Assets

**INFORMATION TECHNOLOGY**



**BUSINESS INFRASTRUCTURE**



Visibility, Control and Automation™ across the End-to-End Business Infrastructure and Service Chain

# An Increasing Dependence on Technology Leaders



**Improve ROI of Technology**

**Secure by Design**

**Make Innovation Real**

**Expand Business Impact**

**80%**

CEOs **anticipate** turbulent change and bold moves.<sup>1</sup>

**64%**

of CIOs work with senior business executives to drive **innovation**.<sup>2</sup>

**3x**

increase in the gap between leaders' need and their ability to **deliver** it.<sup>1</sup>

Source: 1. IBM CEO Study;  
2. IBM CIO Study





# The World's Infrastructure ....




**Asset:** turbine bucket

**Unit cost:** \$5000



**# in system:** 703

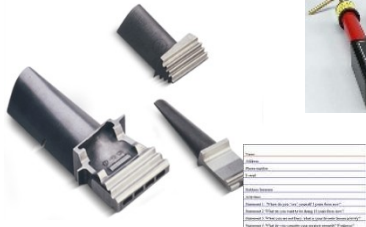
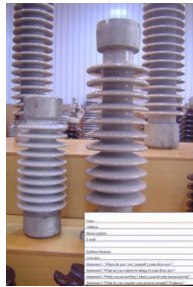
**Total asset value:** \$3,515,000



**Maintenance:** yes - 4,000 & 24,000 fired hours

**Tracking System:** Microsoft Excel

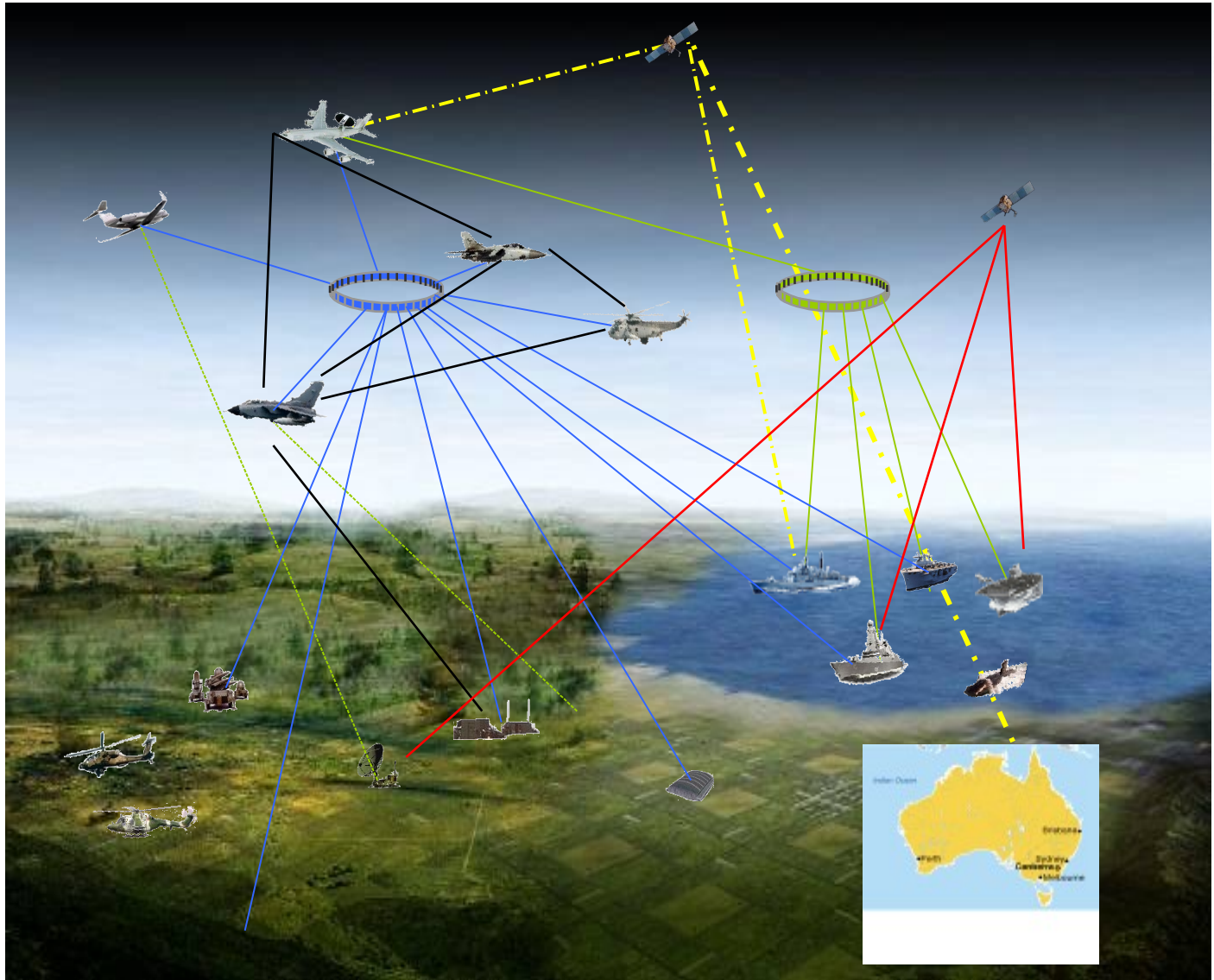




**OVER**  
**1,500,000**  
**Assets**

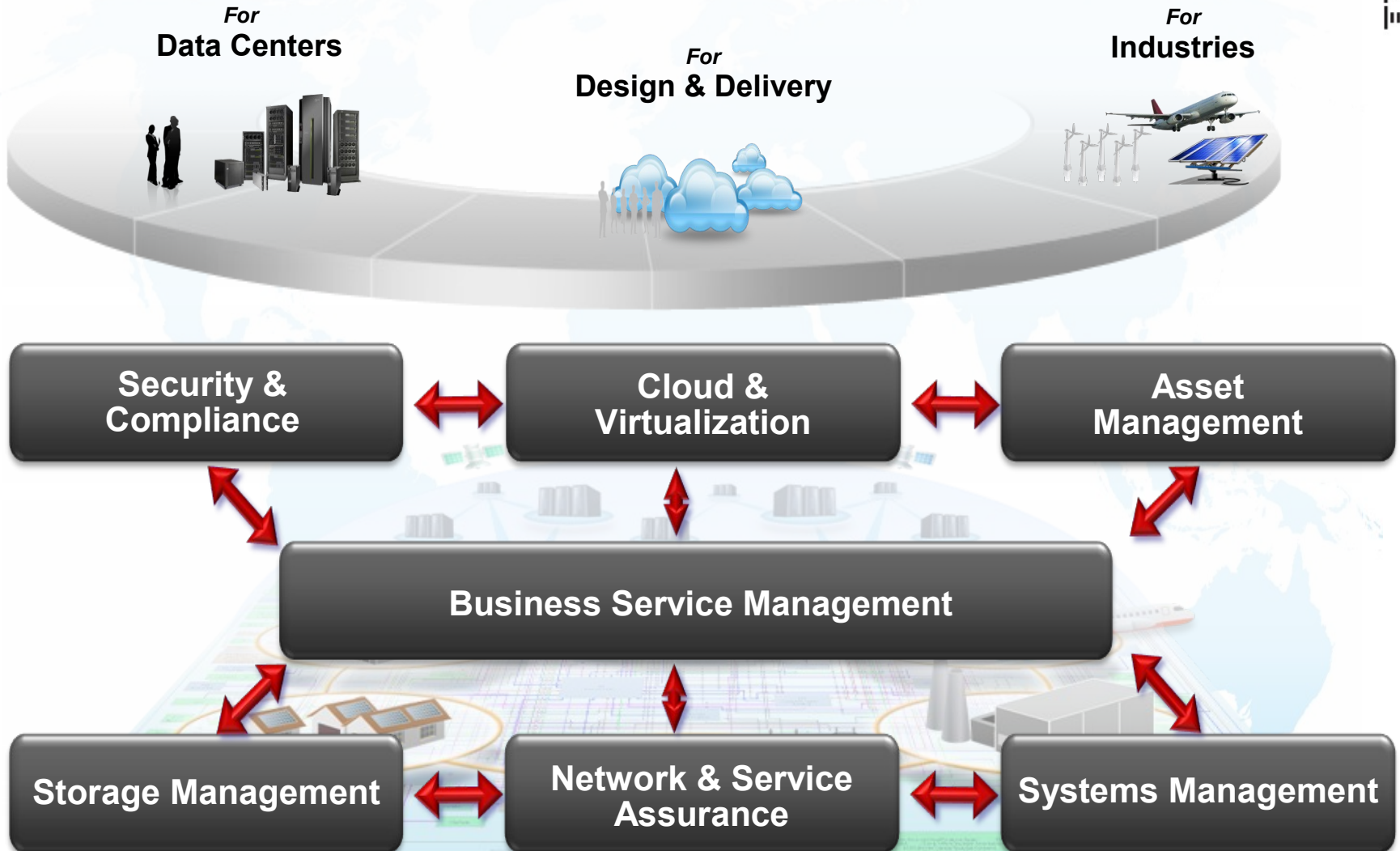
**OVER**  
**\$90,000,000**  
**CapEx**





## Running Securely and Flawlessly

# ISM Provides a Comprehensive Set of Capabilities



# Continuing to Expand Our Capabilities...



**Image / Virtualization &  
Cloud Management**

**End point Management  
Solutions**

**Network Management  
Solutions**



**Real-time Asset Locator**

**Intelligent Network  
Metering**

**Smart Buildings  
Management**



**Security Intrusion  
System**

**Space Management  
Solutions**

**SaaS Service Desk  
Management**

**Analytics Solutions**



**BIGFIX**

An IBM Company



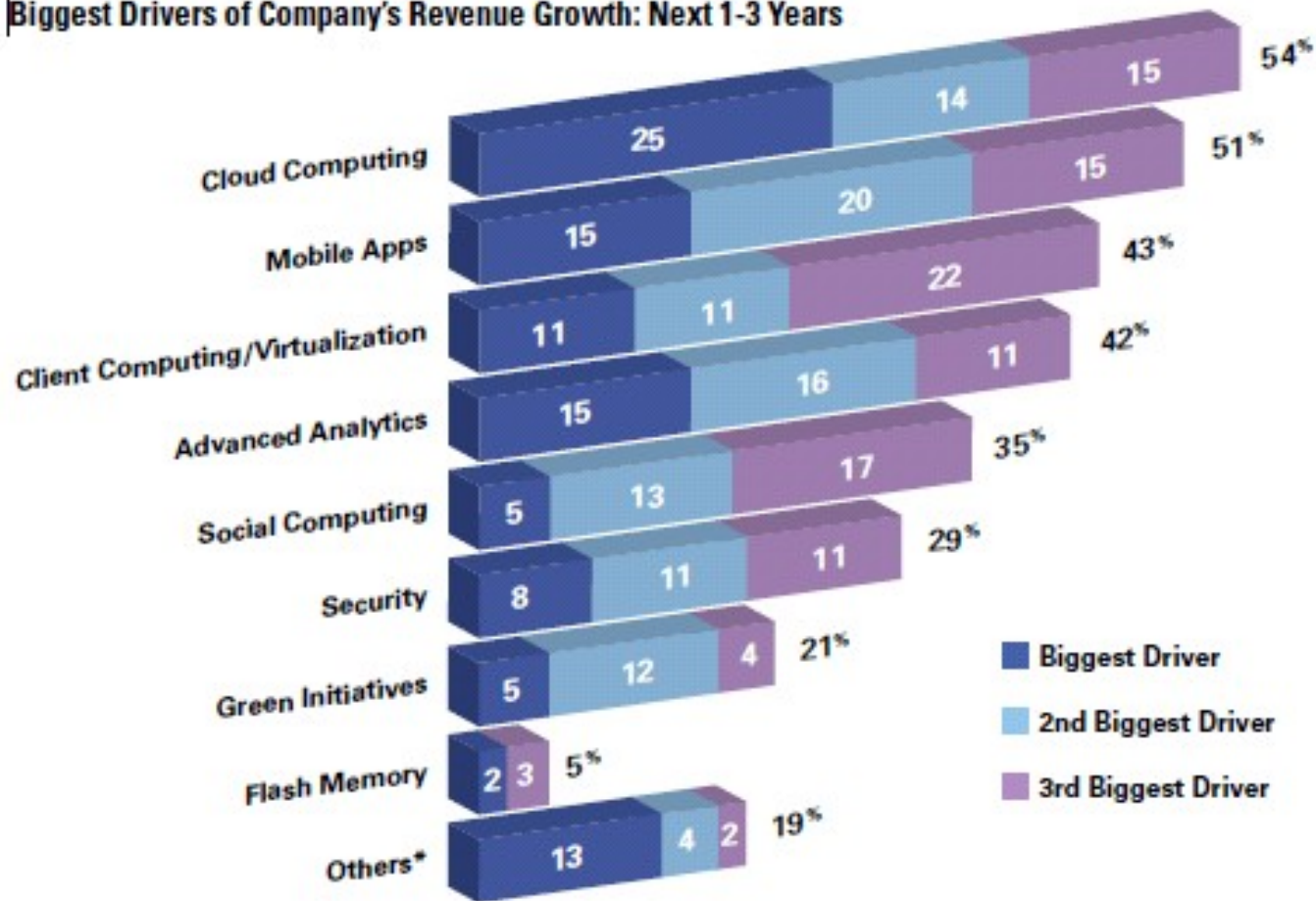
**TRIRIGA®**

An IBM Company

# Integrated Service Management Will Be A Key Capability For The Drivers Of Growth



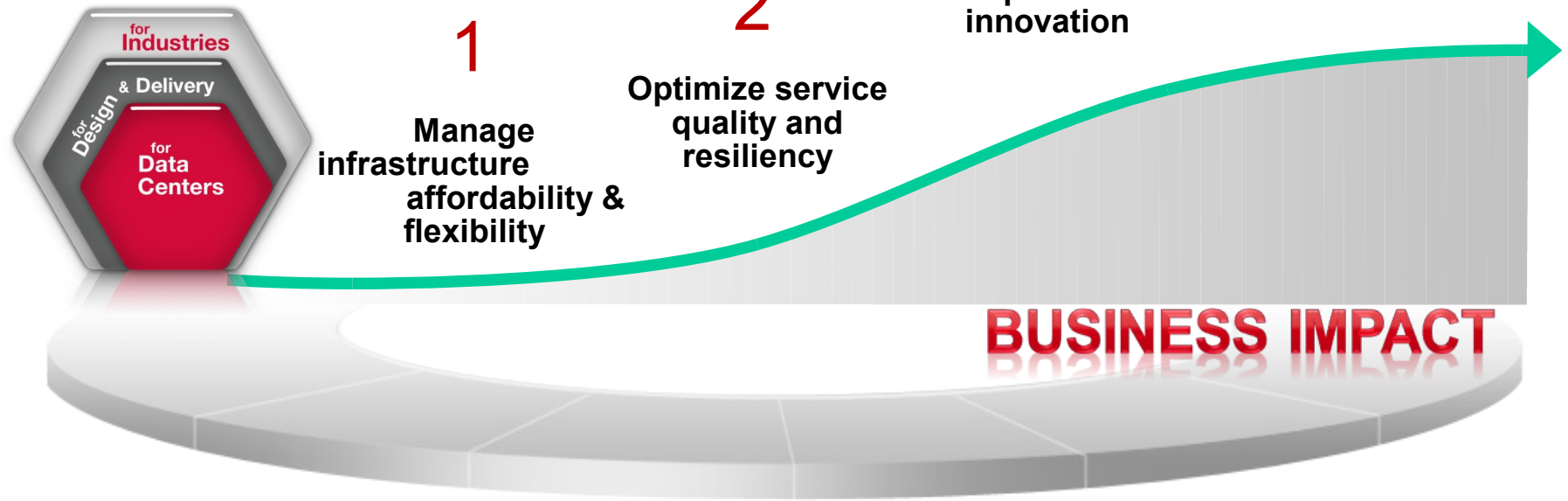
**Biggest Drivers of Company's Revenue Growth: Next 1-3 Years**



# A Focus on Delivering Progression Paths and Best Practices



**Client  
Customized**



**IBM INTEGRATED SERVICE MANAGEMENT PLATFORM**

# Innovative New Services Are Changing the Way We Live and Work



## Smarter energy services

*Smarter energy grids reduce CO2 emissions by 14%, enable compliance with federal mandates, while improving service reliability & lowering energy cost to consumers by 10%.*



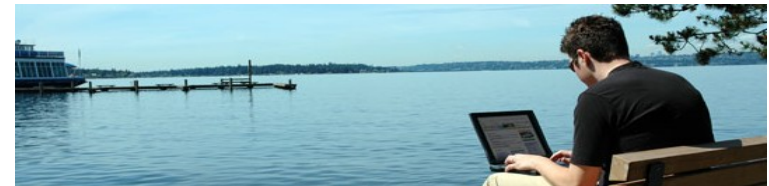
## Smarter building services

*Smart buildings reduce energy & CO2 emissions by 10-50% and water usage 20-50%, while reducing pollution, & brownouts and enabling a safer work environment for employees.*



## Smarter traffic services

*Smarter traffic management systems drive 40k/day new users of public transportation, reduce traffic by 20% and emissions by 12%, while improving commuter quality of life with less traffic.*



## Smarter telecom services

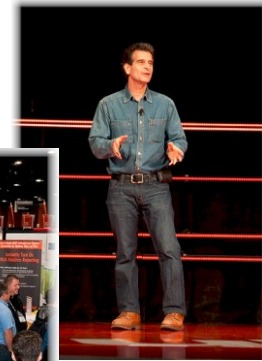
*Smarter telecom services enable 85% faster time to market reducing service delivery from 10 months to 40 days, while enabling broader communication and entertainment choices for users.*





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# Pulse2012

Optimizing the World's Infrastructure

**Don't forget to register for Pulse2012 in Las Vegas – March 4<sup>th</sup> through 7<sup>th</sup>**  
<http://pulse.vportal.net/registration/pulselogin.cfm>



# PCTY2011

A stylized world map in red, showing the continents of North America, South America, Europe, Africa, and Australia.

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