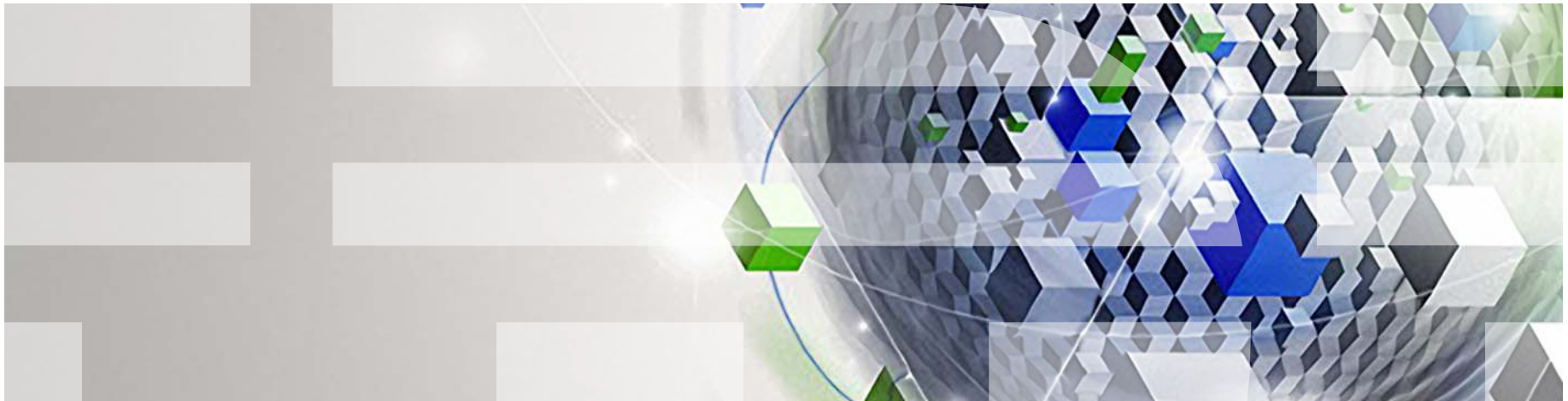


IBM i solution editions

November 2010 updates

Francine Wiener – SW IOT



IBM i Solution Editions



Reduce cost, complexity and risk of deploying business solutions.

- **Competitive Total Cost of Acquisition**
 - POWER7 delivers up to 67% improvement in ERP performance
 - Power 720 and 740 Express provide 2.5-5x increase in scalability
 - Solution Editions offer up to 35% discount
- **Rapid Implementation**
 - IBM i Optimized installation can reduce implementation time from weeks to days
 - Included IBM Lab Services provides skills and experience
- **Lower Total Cost of Ownership**
 - Total integration with IBM i eliminates complexity
 - IBM i delivers 41% lower total cost of ownership than Windows and x86₁

Power 720 Express



Power 740 Express



IBM i Solution Editions

Reduce cost, complexity and implementation time for ERP applications

- ✓ Reduce cost of acquisition by up to 35%
- ✓ Optimized install reduces deployment time
- ✓ Lower risk through pre-tested IBM integration
- ✓ Offered in partnership with leading ISVs
 - ✓ *Optimized for Power Systems*
 - ✓ *Deliver Rapid installation*
 - ✓ *Attractive Total Cost of Acquisition*
 - ✓ *Joint Go To Market*

Power 740 Express



Power 720 Express



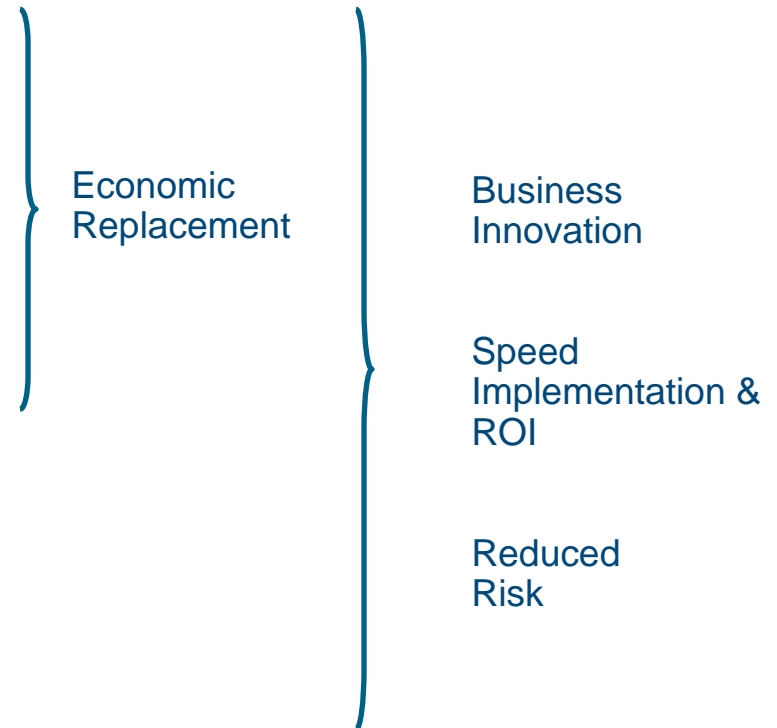
<http://www-03.ibm.com/systems/power/hardware/editions/solutions.html>

IBM i Solution Edition

Target

1. Installed IBM i and ISV client
2. Installed IBM i client on aging ERP solution
3. Net new clients

Value



Solution Edition for IBM i

Integration & Optimization

ISV Application & Incentives



Solution Edition for IBM i Offering

Power System and IBM i

Rapid Implementation

- Rapid Install
- IBM Lab Services Implementation
- ISV implementation optimization



Solution Edition



IBM i Solution Editions



Power 740 Express

Edition #4972

✓ *Customizable offerings orderable via eConfig*

✓ *Unique edition feature codes which identify offering as solution edition*

Power 720 Express

6 or 8 core

Edition #4971

✓ *Discounts automatically applied in eConfig*

✓ *Available only for orders with qualifying spend with ISVs*

Power 720 Express

4 core

Edition #4975

✓ *Available thru standard Power Systems channel*



November Announcement summary

- ✓ Adding new entry solution edition offering
 - ✓ 720 4-core
- ✓ Expanding geographically
 - ✓ Europe
 - ✓ Italy
- ✓ Partnering with dramatically more ISVs
 - ✓ From 10 to 57



New Power 720 4-core Solution Edition

- Power 720 4-core system
- Reduced price for IBM i user entitlements
- 1 additional no charge HW processor activation
- No charge IBM i Access license



Power 720 Express
4-core



<http://www-03.ibm.com/systems/power/hardware/editions/solutions.html>

Participating ISVs as of 8/31/2010

Global

IBS
Infor
Lawson
Oracle JD Edwards
SAP AG

USA & Canada

Healthcare Management Systems
Jack Henry & Associates
Rippe & Kingston
Solarsoft
VAI