



e-business

*EMEA iSeries Custom Technology Centre,
EMEA e-Business Solutions Centre, La Gaude*

common
Belgium

Oct. 19th 2001

COMMON Belgium
www.common.be



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e-business

EMEA iSeries Custom Technology Centre, EMEA e-Business Solutions Centre, La Gaude

DAY AGENDA:

09h30 – 09h50 Coffee

09h50 – 10h10 Introduction

The eServer Custom Technology Center, the eBusiness Solution Center, the EMEA Advanced Technical Support team

Eric Aquaronne / eServer Custom Technology Centre manager

10h10 – 12h00 Web Enablement Architecture / Security aspects

Randy Ruhlow / iCTC development architect

12h00 – 13h00 Lunch (tables reserved in the cafeteria)

13h00 – 14h00 Web Enablement discussion on real cases

Randy Ruhlow / iCTC development architect

14h00 – 14h45 Storage Area Network

Jean-Louis Lacombe / network storage specialist

14h45 – 15h00 Coffee Break

15h00 – 16h00 IBM mobile technologies

Mobile technologies : Websphere Everyplace Suite and Websphere - Portal Server

Jean-Pierre Alfonsi / Mobile senior architect

16h00 – 16h30 iSeries Management Central pervasive access

John Stroh / iCTC development architect

16h30 -17h00 End - Bus to Airport

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TELECOM VALLEY

Sophia-Antipolis, Côte d'Azur



<http://www.telecom-valley.fr>

EDUCATION & RESEARCH

- Ceram
- Edhec
- Eurecom
- INRIA
- Theseus

SEMICONDUCTORS

- Conexant
- Infineon Technologies
- Texas Instruments
- Philips Semiconductors

STANDARDIZATION

- ETSI
- W3C

LOCAL INNOVATION SYSTEM

- ANVAR
- APEC
- Chambre de Commerce de Nice - Côte d'Azur
- Côte d'Azur Développement
- CICOM
- Jeune Chambre Economique d'Antibes
- Fondation Sophia-Antipolis
- SAEM Sophia-Antipolis
- Université de Nice-Sophia Antipolis
- Ville de Cannes
- Ville de Menton
- Ville de Nice

CONSULTING

- Advanced Business Consulting
- Accenture
- Caprioli
- Price Waterhouse Coopers
- Technofi

ELECTRONIC DESIGN

- ARM
- South Coast Systems

SUPPORT

- Ferma

PRODUCTS, SERVICES & SOLUTIONS

- Alcatel Space
- Amadeus
- AT&T GNS
- Avisto
- Cegetel Entreprises
- Compag
- Completel
- CommTime Cast
- Computer Associates
- Cross Systems
- France Telecom
- IBM
- Intel
- Istar
- Lucent Technologies
- Metrix
- Monaco Telecom
- NCR
- Netergy Networks
- Nortel Networks
- Opt[e]way
- Right Vision
- RTE Multimedia
- RTSe
- SITA
- Telcordia
- Ulticom
- Viviance

SOFTWARE & SYSTEM INTEGRATION

- Acanthis
- ADD-X
- Altior Osys Ingénierie
- Ariane II
- Atos Origin
- Cap Gemini Ernst & Young
- CR2A-DI
- EuroLogiciel
- Ilog
- Kanbay
- SEMA Group
- SII
- Simulog
- Sopra
- Steria
- THALES Information Services
- Transiciel
- Unilog IT Services

26/03/2001



e-business

La Gaude Site:

1000 growing

✓ Sales:

- eBSC
- Software Group
- SAN
- ibm.com
- Patents
- Briefing Center

→ Global Services

- Consulting (networking...)
- Outsourcing
- Training

→ Development

- Storage
- Switch fabric (networking chips)
- UMTS/GPRS (chips)

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EMEA e-Business Solutions Centre, La Gaude

Web Enablement Outbound Support

- Web Integrators
- ISV, SI's
- LINUX

e-Business

Mobile e-business

NetGen

Tivoli

Influencers

Telecom

Services

Solution Architecture for Business Transformation

- ✓ AS400 iSeries Custom Technology Center
- ✓ B2B /Buy & Supply
 - ✓ Pre-sales
 - ✓ Integration Lab
- ✓ B2C / Sell & Support

Mobile e-business Technical Innovation Center

- ✓ EMEA architects team
- ✓ Mobile Network Innovation Lab
- ✓ Mobile Partner Sup.Center
- ✓ Zurich Sol. Innov. Center

NetGen Support

- ✓ EMEA architects/specialists
- ✓ Speedshop

Development and Pre Sales support

- ✓ Multi Devices Portals

Networking Consultancy

Audio & Speech Reco Solutions Dvt

Customer Care and Billing Support (ICMS)

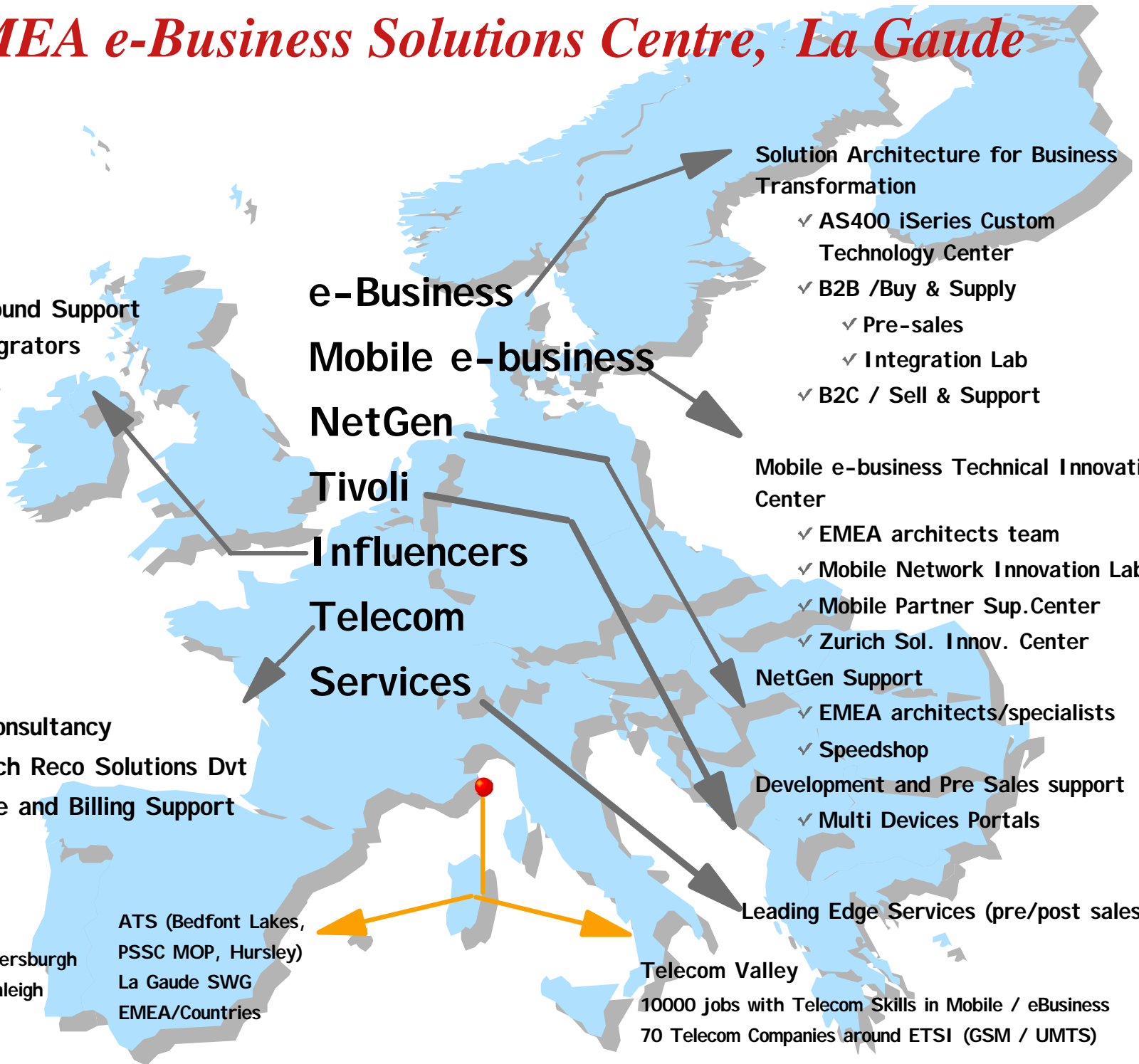
Leading Edge Services (pre/post sales)

Dallas
Austin , Gaithersburgh
Hawthorne, Raleigh
Rochester

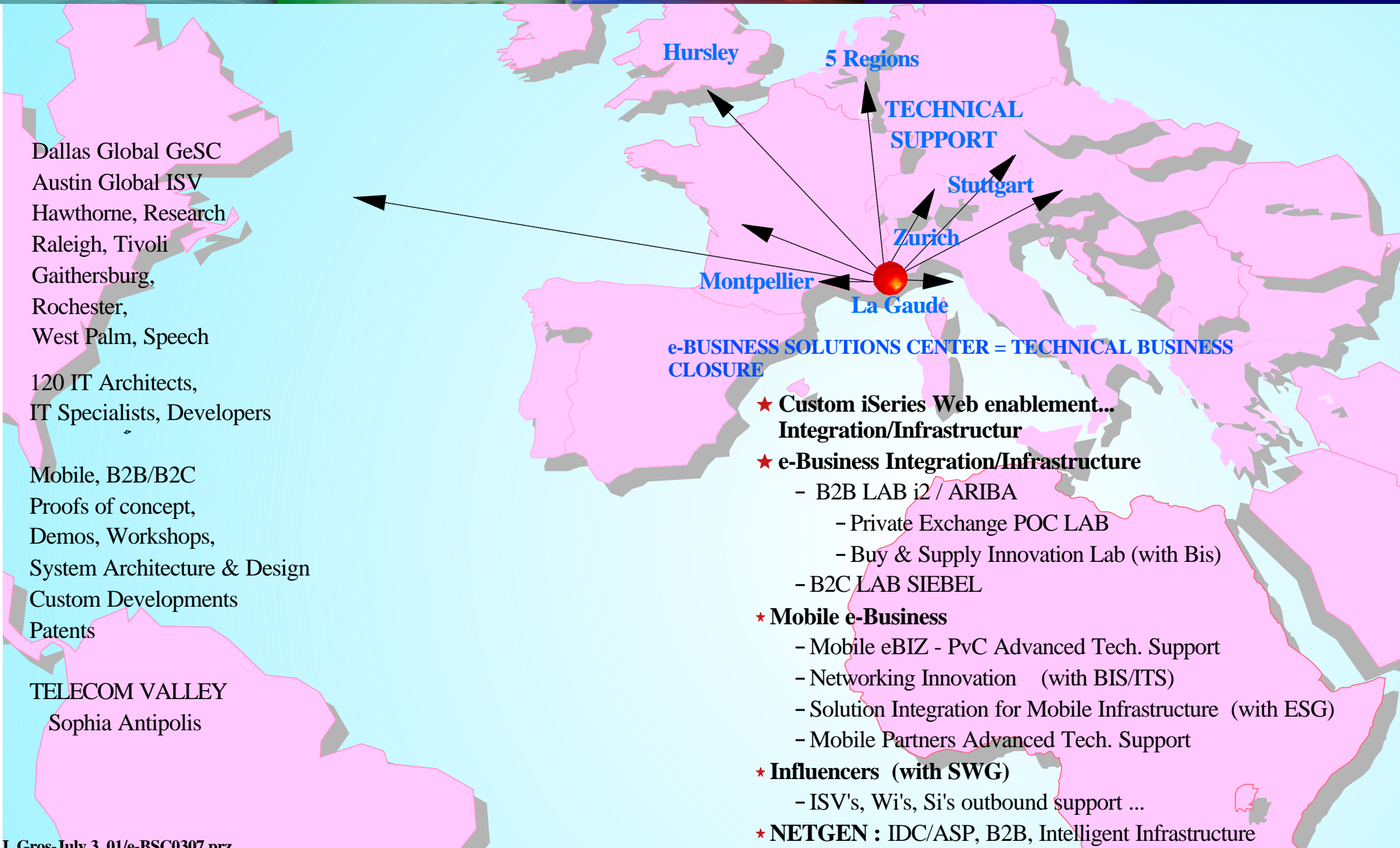
ATS (Bedfont Lakes,
PSSC MOP, Hursley)
La Gaude SWG
EMEA/Countries

Telecom Valley

10000 jobs with Telecom Skills in Mobile / eBusiness
70 Telecom Companies around ETSI (GSM / UMTS)



LA GAUDE e-BUSINESS SOLUTIONS CENTER ATS - EUROPE/MIDDLE EAST/AFRICA



Dallas Global GeSC
Austin Global ISV
Hawthorne, Research
Raleigh, Tivoli
Gaithersburg,
Rochester,
West Palm, Speech

120 IT Architects,
IT Specialists, Developers

Mobile, B2B/B2C
Proofs of concept,
Demos, Workshops,
System Architecture & Design
Custom Developments
Patents

TELECOM VALLEY
Sophia Antipolis

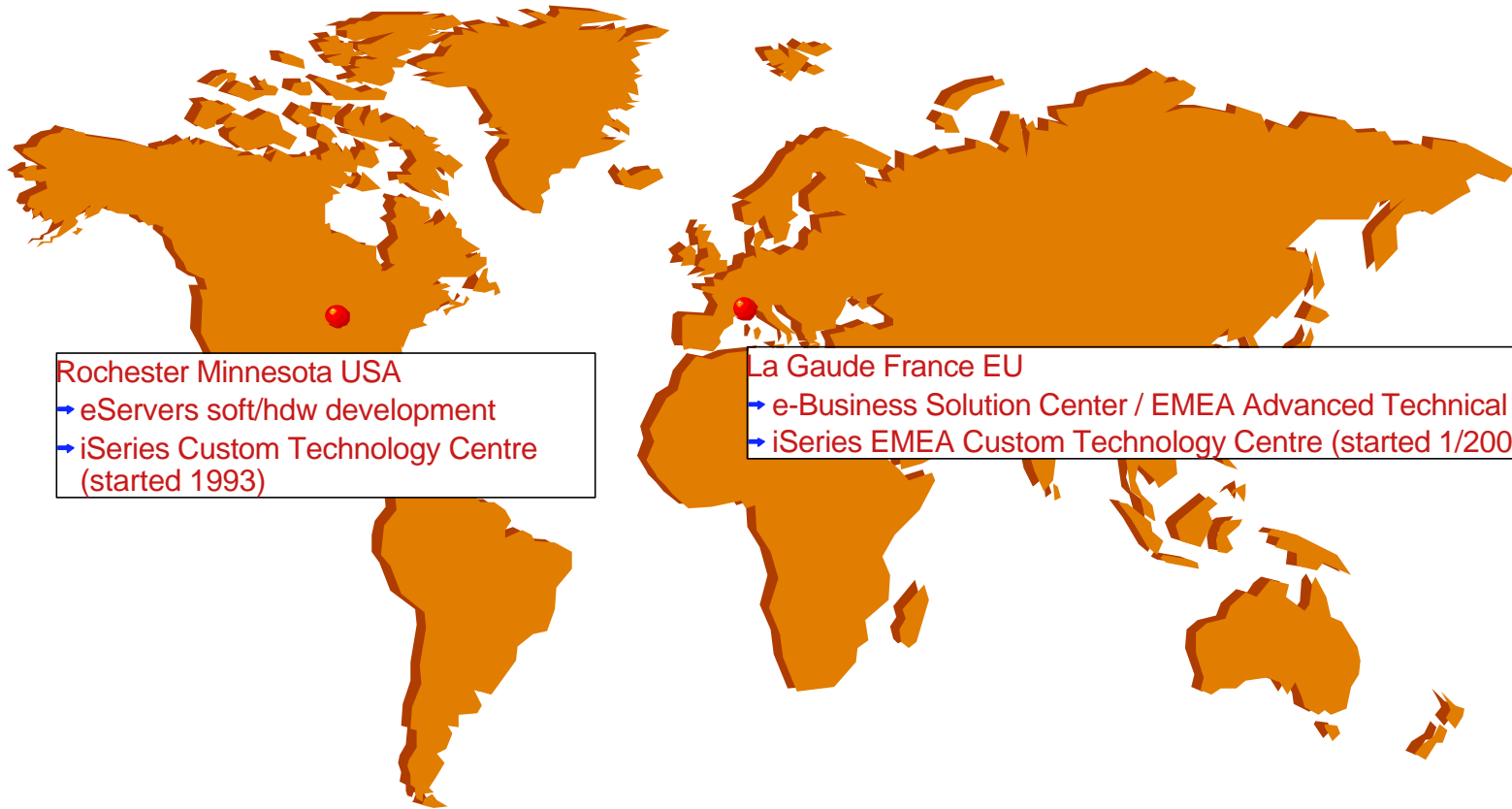
e-BUSINESS SOLUTIONS CENTER = TECHNICAL BUSINESS CLOSURE

- ★ Custom iSeries Web enablement...
Integration/Infrastructure
- ★ e-Business Integration/Infrastructure
 - B2B LAB i2 / ARIBA
 - Private Exchange POC LAB
 - Buy & Supply Innovation Lab (with Bis)
 - B2C LAB SIEBEL
- ★ Mobile e-Business
 - Mobile eBIZ - PvC Advanced Tech. Support
 - Networking Innovation (with BIS/ITS)
 - Solution Integration for Mobile Infrastructure (with ESG)
 - Mobile Partners Advanced Tech. Support
- ★ Influencers (with SWG)
 - ISV's, Wi's, Si's outbound support ...
- ★ NETGEN : IDC/ASP, B2B, Intelligent Infrastructure



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EMEA iSeries Custom Technology Centre,



Rochester Minnesota USA
→ eServers soft/hdw development
→ iSeries Custom Technology Centre (started 1993)

La Gaude France EU
→ e-Business Solution Center / EMEA Advanced Technical Support
→ iSeries EMEA Custom Technology Centre (started 1/2001)



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Who are we ?

Part of the **eServer iSeries Brand team**

65 **programmers / architects** :

- ✓ Expert skills
- ✓ Highly motivated, self starters, entrepreneurial environment
- ✓ Long experience on AS400/iSeries
- ✓ iSeries knowledge from an application view
- ✓ Excellent programming abilities:
 - ✓ Current Languages: Java, C, C++, ...
 - ✓ Legacy Languages: RPG, COBOL, CL, ...
 - ✓ Emerging Technologies: Websphere, Domino, XML,...
 - ✓ System networking / communication
- ✓ Access to iSeries Rochester Lab Expertise
- ✓ Proven 'Proof of Concept' Abilities

4 **opportunity managers**:

- ✓ Extended development project experience
- ✓ Part of the Rochester management staff
- ✓ Access to Lab resources

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Why are we in EMEA ?

- Drive/Generate iSeries Revenue
- Very large installed base in EMEA

- Extend iSeries Value Proposition:
 - Services Enablement
 - Skill transfer to Partners/Customers
 - Driving Emerging Technology/Solution Acceptance
 - Technical Resource

- Increase iSeries Customer Satisfaction
- Business Partner product enhancements

- Access to 'Hard to Find' Skills
- Quicker Time to Delivery
- Proven Architectures/Programming Techniques
- Re-usable Software BuildingBlocks

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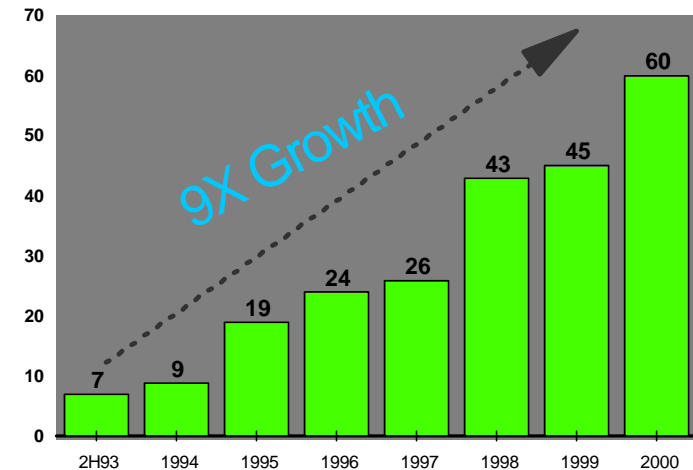
What is our operating model ?

- ✓ iSeries brand focus
- ✓ fast call back
- ✓ single pool LaGaude+Rochester
- ✓ ability to grow as business dictates

Our measures:

- Business contribution to iSeries sales
 - ▶ we work to help generate sales
- Zero cost to the development lab.
 - ▶ we work for a fee to recover our costs
 - ▶ no expense to the eServer Group

USA CTC size



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What do we do ?

- Design consultation
- Technical assessments
- Feasibility studies
- Leading-edge technology "proof of concepts"
- Middleware enablement
- Integration of technologies (Web, Java, Domino, Net Station, NT)
- Implementation of New Technology While Preserving AS/400 Investments
- Modernizing Legacy Applications to Take Advantage of e-Business Technologies (B2B)
- Native e-Business Solutions using Websphere, Servlets, JSPs, CGIs, HTML, WCS
- Native Java Programming
- Native Domino Solutions
- Native MQ Series
- Application ports to the AS/400
- Client/Server Development including Network Station
- Database Applications
- TCP/IP and Sockets Application Development
- RPG, COBOL, ILE C Programming

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How do we do it ?

We provide:

- Services as a contractor to you
- License our CTC custom software (object and/or sources, OEM)

First Contact an Opportunity Manager Who Will:

- ✓ Review Skills Requirements
- ✓ Assess Opportunity Scope
- ✓ Work with you on Contract Definition/Terms
- ✓ Assign CTC Resources upon Signature

Typical development steps:

- run initial design workshops: design choices
- develop technology proof if required
- develop application, skill transfer

- use soft building blocks:
 - sockets
 - framework
 - retail suite
 - cgi toolset
 -

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EMEA iSeries Custom Technology Centre,

How many opportunities have we done / where ?

Technical Segment /projects	1999 USA	2000 USA	>aug2001 USA +EMEA
Advanced-Techno	15	11	13
Application Devt	42	35	34
Communications	54	71	110
Customer Satisfaction	1	10	12
DB2/400	20	31	22
Java	26	48	57
Domino/Lotus Notes	24	29	25
Porting	19	21	10
Web/E-plex	80	159	83
Retail	0	8	3
WComm Suite			9
Total	284	423	378

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