

# *i Series & SAN* **Strategical Outlook**

**US Technical Study Tour - 25 August to 1 September 2001**

## **Participants and Objectives**

### *PARTICIPANTS Profile and Group Size*

Participants will be customers, prospects and possibly their IBM Business Partner. Typically, DP Managers, IT managers, Systems Administrators with technical background are invited to participate.

The group size is targeted from 10 to 20 people.

### *OBJECTIVES of the Visits*

During this study tour, the participants will visit the IBM iSeries - AS/400 and Storage Briefing Centers in the USA. The briefers in these centers are in close contact with their respective development labs and are familiar with IT issues and solutions.

The provided information will be technical as well as non-technical and will cover IBM products / solutions / services / partnerships and market developments which will impact our customers' strategic IT-decisions.

During the sessions, participants will :

- \* be provided with a better understanding of IBM products
- \* receive firsthand information on the current and planned product functionalities
- \* get examples of how IBM products & services fit worldwide customer requirements
- \* be informed about Trends and Directions and overall strategies

Experience from former Study Tours has shown us that participants gain fresh ideas from the international mission of the Briefing Centers and are able to share experiences with the briefers and with their colleagues.

During the preparation of the Study Tour, your specific requests for topics of interest will be collected and included for discussion in the appropriate Briefing Center.

*COMMON Belgium is pleased to invite you to this study tour organised by IBM-Belgium, and as an incentive for participation we offer a rebate of 10 % on standard travel and hotel costs.*

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### **Draft Program**

***Day 1 - Saturday 25 August 2001***

- Travel to USA - flight to San Francisco (California)

***Day 2 - Sunday 26 August 2001***

- Free day - city trip - sight seeing - travel to San José

***Days 3 and 4 - Monday 27 August 2001 to Tuesday 28 August 2001***

- IBM location San José - main subject = *Storage*  
Briefings on :
  - SAN - Strategy and Evolution
  - iSeries and SAN
  - Enterprise Disk Solutions
  - Tape Automation Strategy
  - Product Offering & Positioning
  - Plant visit
- 28 August PM : transfer to Las Vegas - connecting flight

***Day 5 - Wednesday 29 August 2001***

- Shopping in Las Vegas, then transfer to Rochester - connecting flight

***Days 6 and 7 - Thursday 30 August 2001 to Friday 31 August 2001***

- IBM location Rochester - main subject = *iSeries*  
Briefings on :
  - linux on iSeries
  - Logical Partitioning
  - Server consolidation
  - WebSphere Development Studio : trends in application development
  - Connect for iSeries and B2B
  - Roadmap : today and tomorrow
  - Pervasive computing
- Travel back to Europe

***Day 8 - Saturday 01 September 2001***

- Arrival in Brussels

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## **Practical information**

### *AGENDA topics*

- > During the next 2 months, and in collaboration with the briefing centers, we will be working on the details of the agenda topics and speakers, including your specific requirements
- > The **final agenda** will be sent to all participants about 2 weeks before departure.
- > If you need more information about this, please make contact with your Sales Representative in order to make an appointment to **discuss your own requirements** with Franz Bourlet, IBM iSeries and AS/400 Product Manager.

### *ENROLLMENT*

- > Fill in the attached enrollment form and mail or fax it to IBM.
- > Enrollments have to be done **before 1 July 2001** - we will confirm your participation.

### *TRAVEL : flights and local transport*

- > All air travel will be via regular flights on Sabena, A.A. or Delta, ...
- > The detailed flight schedule will be sent to you later.
- > Transfers (airport-to-hotel and hotel-to-briefing-center) are organized by car or bus.
- > City trips are organized by bus (with a guide).
- > All flights are Economy Class and Non Smoking

### *HOTEL accommodation*

- > All hotels will be in the Marriott, Hyatt Regency, Hilton, Sheraton category.  
Details about this will be communicated to you later.

### *Planned BUDGET*

- > Every participant pays all travel and hotel costs themselves. The estimated price per person will be around **100.000 BEF** - based on economy and group flights.
- > Our travel agency (Carlson Wagonlit) will take care of the group flights and hotel reservations and will send an invoice to your company.
- > Briefings and official meals are at IBM's expense.

### *Miscellaneous*

- > A **passport** is required which has to be valid at least till the end of the stay in the USA.
- > **No visa** is required for citizens from Belgium and Luxembourg.
- > Plan to carry US dollars or Traveler checks for local **personal expenses**.
- > **Electricity** in the US is 110 Volt. Take an adapter .

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## Enrollment form

to return by fax or mail to Vicky BUYS Fax (02)225 23 68  
IBM Belgium NV  
1, Square Victoria Regina  
1210 - BRUSSELS

**Closing date** for enrollments is **01 July 2001**

**Fees** will be charged for cancellation *after 30 July 2001*.

### ***PARTICIPANT***

Surname & First name: .....  
Job Title : .....  
Department : .....  
e-mail : .....

### ***COMPANY (for billing information)***

Company Name : .....  
Department : .....  
No. & Street : .....  
Zip & City : .....  
Tel : .....  
Fax : .....

### ***PRIVATE ADDRESS (optional - only in case of emergency)***

Name : .....  
No. & Street : .....  
Zip & City : .....  
Tel : .....

### ***HOTEL RESERVATION***

Credit Card : .....  
Number : .....  
Expiry Date : .....

### ***SPECIAL REQUIREMENTS (i.e. smoking, dietary, etc.)***

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