



Big Data & Big Business

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IBM Software Group Europe

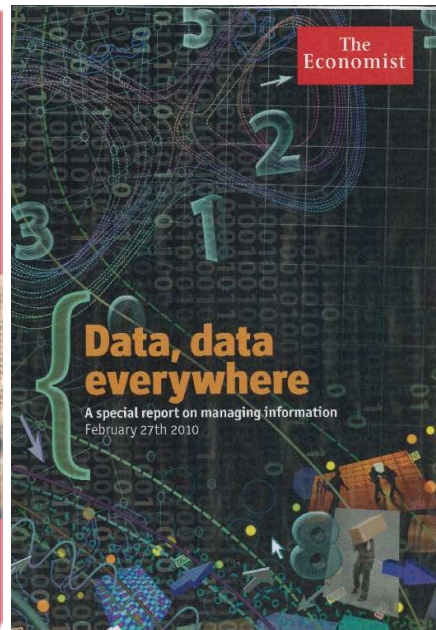
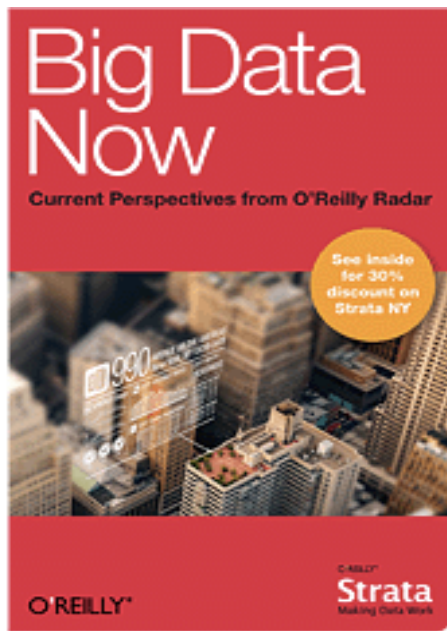


IBM **Software** &
InnovationDay 2012

Smarte Software für Ihr Business



Big Data – ein Hype ?



Big data: The next frontier for innovation, competition, and productivity



Searches for "big data" on Gartner's website have increased 981%
(between March 2011 -October 2011)

“We’re in an environment where negative blogs can lead to an emergency board meeting.” (Edmond Moutran, Chief Executive Officer, Memac Ogilvy & Mather MENA (Middle East & North Africa))

“Big Data: The next frontier for innovation, competition and productivity”
McKinsey Global Institute

2012 will be the year of 'big data'
BBC Nov 30 2011

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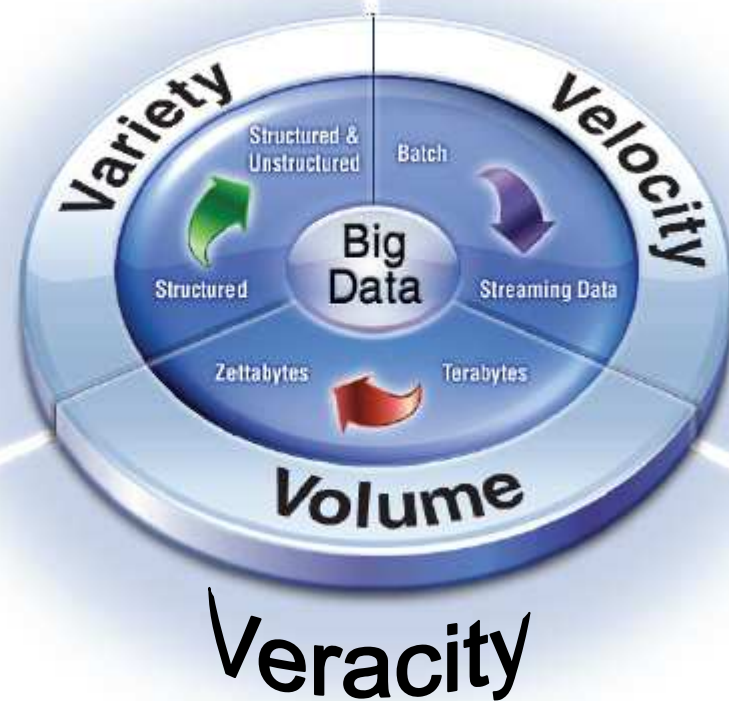


Die Herausforderung - Digitale Datenexplosion



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Was ist Big Data ?



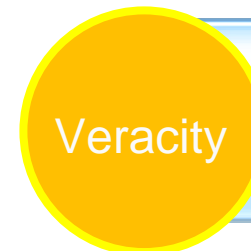
Verarbeitung der Komplexität von relationalen und nicht-relationalen Datentypen und Schemas



Analyse von Daten direkt während sie entstehen



Effizientes skalieren für große Datenmengen



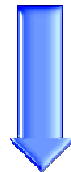
Umgang mit der Unzuverlässlichkeit von Inormationen

Das neue Big Data Vorgehen zur Analyse

Traditionelles Vorgehen
Strukturierung & wiederholbare Analysen

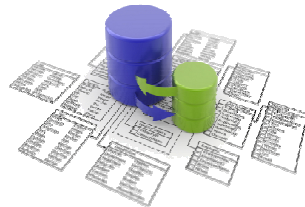
Fachbereich

Bestimmen, welche Fragen gestellt werden



IT

Strukturiert die Daten, um die Fragen zu beantworten

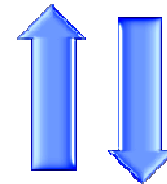


Monatlicher Umsatz
Profitabilität
Kundenanalyse ...

Big Data Vorgehen
iterative & forschende Analysen

IT

Bereitstellen einer Plattform für kreative Datenanalysen



Fachbereich

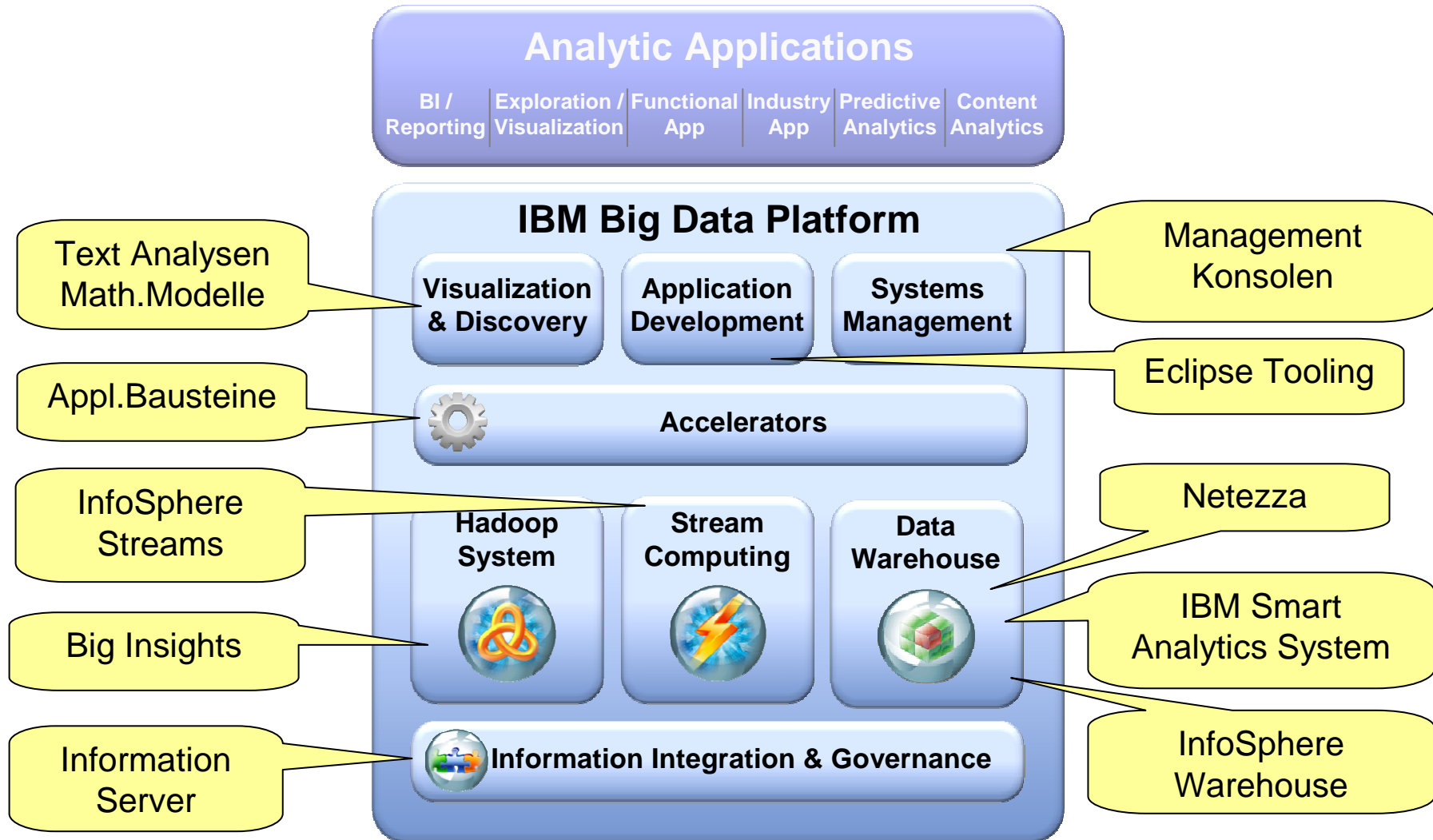
Gewinnen von Einsichten und Erkunden von Informationen



Reputation der Marke
Produktstrategie
Gewinnvorhersagen
Sentimente ...

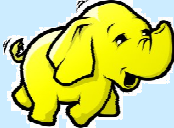



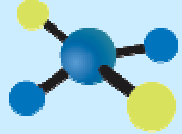
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Die umfassende IBM Big Data Plattform



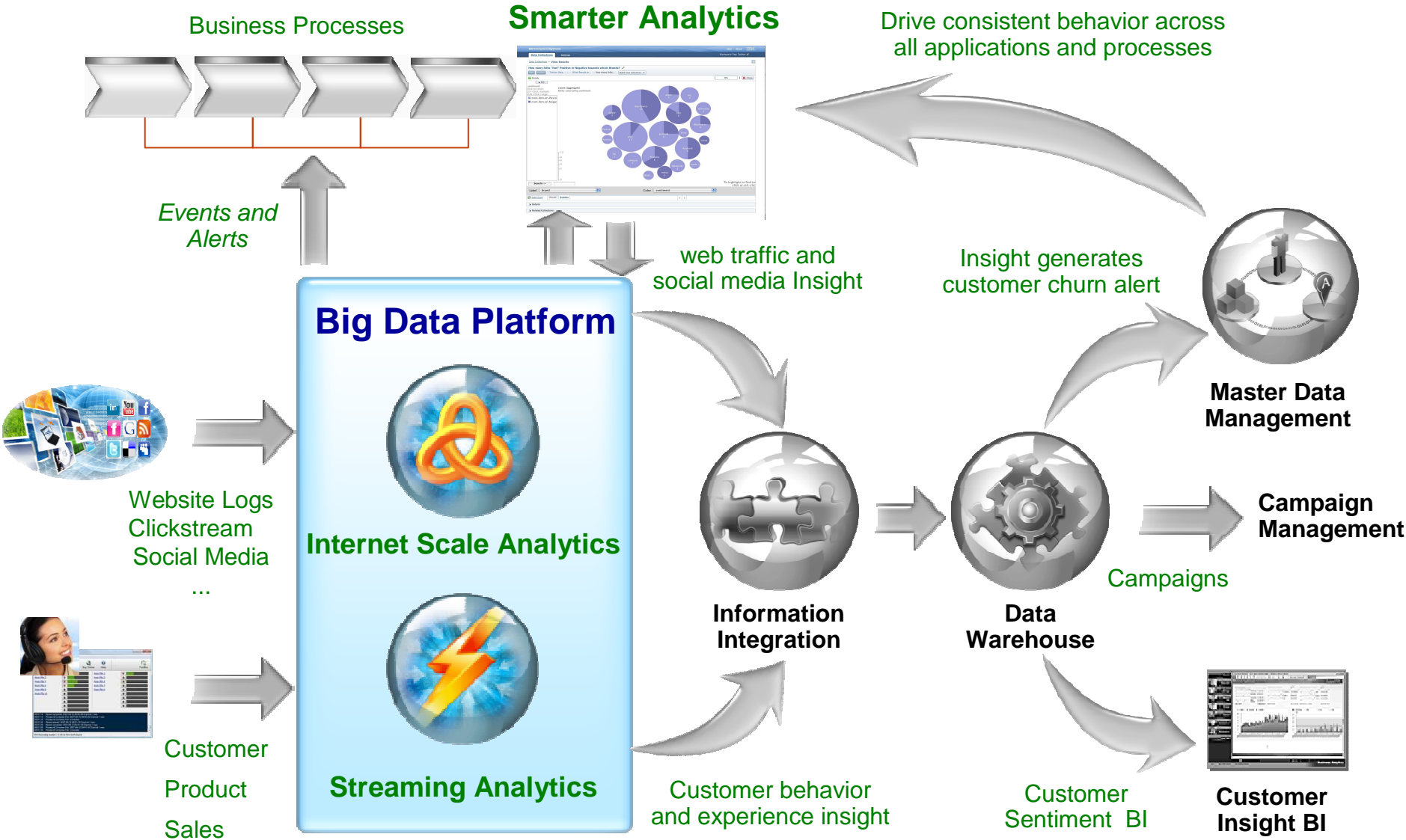
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Leistungsfähigkeit einer Big Data Plattform

		<i>Technology</i>	<i>Description</i>
Process & Store huge volume of any data		Hadoop & Map Reduce InfoSphere BigInsights	Distributed File System
Structure and control data		Data Warehouse Netezza & ISAS InfoSphere Warehouse	Parallel Processing Engine
Process Streaming Data		Complex Event Processing InfoSphere Streams	Stream Computing Engine
Analyze Unstructured Data		Text Analytics Engine InfoSphere Streams InfoSphere BigInsights	Analyze textual content for insights
Integrate all data sources		ETL, Data Quality InfoSphere Information Server	Integrate, transform, and manage meta data



Typische Architektur



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Beispiel: Risikobewertung

Annual Report

FORM 10-K
ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES ACT OF 1934
For the fiscal year ended December 31, 2009
Commission File Number: 000-01234

Address: 123 Main St, New York, NY 10001
Registrant's telephone number: (212) 555-1234

Loan Agreement

AGREEMENT
CREDIT AGREEMENT
Dated as of March 15, 2010
Between
ABC COMPANY, INC. (the "Borrower")
and
DEF BANK, N.A. (the "Lender")

Proxy Statement

DEFINITIONS
Section 1.01
Section 1.02

Insider Transaction

FORM 4
STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP
Reporting Person: JOHN D. SMITH
Date of Transaction: 03/15/10

Date	Transaction	Shares	Value
03/15/10	Acquired	100	\$10,000
03/15/10	Acquired	200	\$20,000

Counterparty Relationships

Legend:
■ Banking Institutions (CI)
■ State/Local Government (STL)
■ Non-Banking Financial Companies (NBFC)
■ Counterparty Board Members (CBM)
■ Institutional Investors (II)

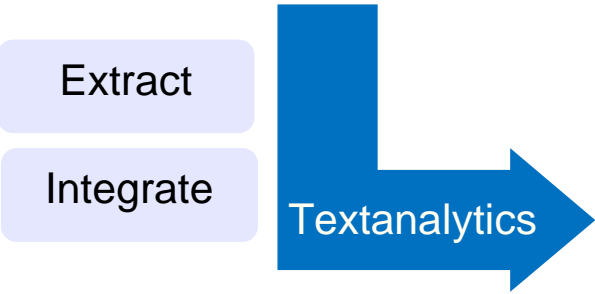
Loan Exposure

Loan Correlates with its dollar

Number of year loans

Borrowing Category: Charles Schwab Corp

Loan Type	Counterparty Information	Total Amount of Loan (in \$)	Agreement Date
Overnight loan (in \$)	Charles Schwab Corp	100,000,000	2009-06-01



Beispiel: Wer ist Wer ?

Who Is James Dimon?

position

history

committee membership

Sincerely,



James Dimon
Chairman and Chief Executive Officer

Director

Crandall C. Bowles
Stephen B. Burke
David M. Cote
James S. Crown
James Dimon
Ellen V. Futter

Audit
Member

Compensation & Management Development
Member

Corporate Governance & Nominating
Member

Public Responsibility
Member

Risk Policy
Member

Name	Grant date	Approval date	Stock awards		Option awards	
			Number of shares of stock or units (#) ⁽²⁾	Grant date fair value (\$)	Number of securities underlying options (#)	Exercise price (\$/Sh)
James Dimon	1/22/2008	1/15/2008	364,048	\$14,500,000		
	1/22/2008 ⁽³⁾	1/15/2008			2,000,000 ⁽³⁾	\$39.830
Michael J. Cavanagh ⁽⁴⁾	1/22/2008	1/15/2008	94,151	3,750,000		
	1/22/2008	1/15/2008			300,000	39.830
	1/30/2008	N/A			54,271	47.835
	1/30/2008	N/A			10,625	47.835
Frank J. Bisignano	1/22/2008	1/15/2008	94,151	3,750,000		
	1/22/2008	1/15/2008			300,000	39.830



James Dimon, 53, Chairman and Chief Executive Officer of JPMorgan Chase. Director since 2000.

Mr. Dimon became Chairman of the Board on December 31, 2006, and has been Chief Executive Officer and President since December 31, 2005. He had been President and Chief Operating Officer since JPMorgan Chase's merger with Bank One Corporation in July 2004. At Bank One he had been Chairman and Chief Executive Officer since March 2000. Mr. Dimon is a graduate of Tufts University and received an MBA from Harvard Business School. He is a director of The College Fund/UNCF and serves on the Board of Directors of The Federal Reserve Bank of New York, The National Center on Addiction and Substance Abuse, Harvard Business School and Catalyst. He is on the Board of Trustees of New York University School of Medicine.

Beispiel: Analyse von Kaufverhalten

APPLICATION: [Lead Generation](#) [Reputational Risk](#) [Disease Tracking](#)

Lead Generation Real Time Dashboard

Actions: [Resume](#) [Microsegmentation Information](#)

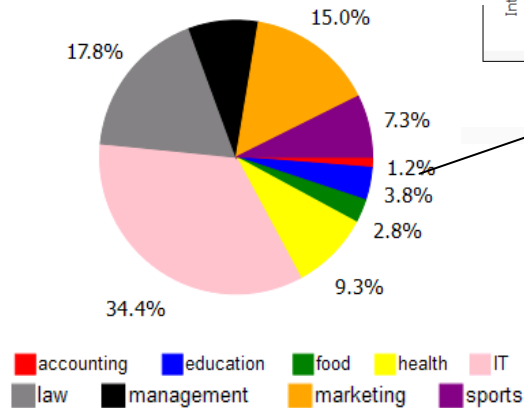
Name	Sources	Intent	Gender	Location	Interests	Tweet
	Twitter, Tumblr	Laptop	Female			I need a new laptop.
	Twitter, Facebook	Phone			Foodies	I need a phone.
Abdul Yab	Twitter, Tumblr	Car	Male	Cairo		Need a car.
keshu rose	Twitter	Trousers	Female	Bristol		omg i cant find any black trousers. i need some for my trial at john lewis tomorrow.
vanessa natal	Twitter	Conditioner	Female			I need to find a good conditioner...my hair is growing so thin...:(
Chris Castle	Twitter	Juicer		Seattle	Sports	@bdrimberger whoa! I've been thinking about getting a juicer. I might have to try yours out!
Matt Arlauckas	Twitter	Diner	Male	Rochester	Foodies	@shotbykim Holy Moley! I need a diner, STAT!
Jodi	Twitter	New Car	Female			Thinking about test driving cars this weekend. When's the best time of year to buy a new car?/best cheapest?
chris	Twitter	Shoes				@TGODcaponi nah just for chillin. i need a new pair of blue shoes.
Courtney Morrison	Twitter	Ice Cream				I really want some ice cream. I shoulda got that instead of these cookies.

Real-time product intents enriched with consumer attributes

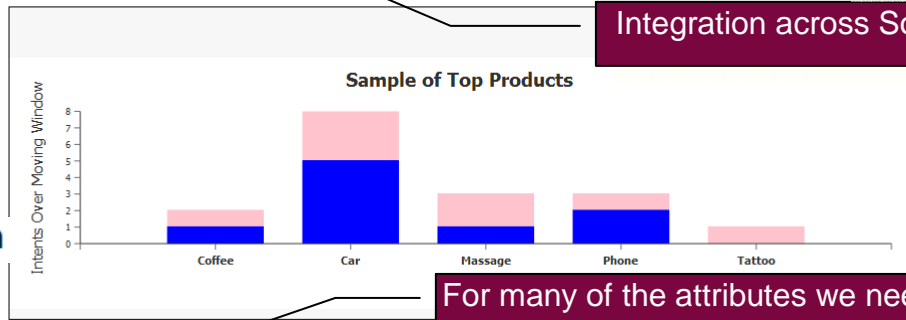
Entries contain promotional messages, wishful thinking, questions, etc

Micro-segmentation of product intents by occupation

Phone Intents by Occupation

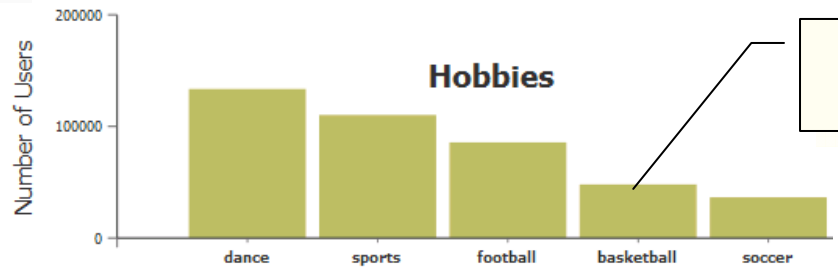


Integration across Social Media sites



Real-time tracking by micro-segmentation

For many of the attributes we need to extract, cleanse, normalize and categorize



Micro-segmentation of consumers by hobbies

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Beispiel: Unterstützende medizinische Betreuung

SickKids University of Ontario Institute of Technology

- Anwendungsfall
 - Überwachung von Früh- und Neugeborenen
 - Vorhersage von Infektionen bis zu 24h
- Lösung
 - Zentrale Überwachung von 120 Kindern: 120K msg/sec, billion msg/day
 - Ausweitung auf Spitäler in US und China

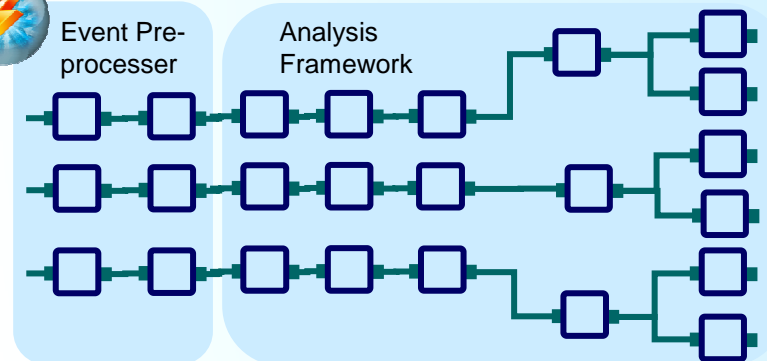


Sensor
Network



Event Pre-processor

Analysis Framework



Stream-based Distributed Interoperable
Health care Infrastructure



Solutions
(Applications)

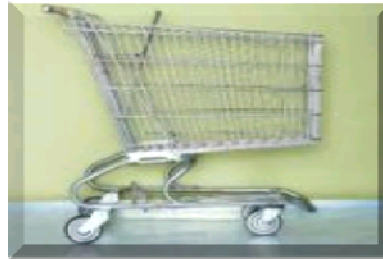
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Anwendungsfälle in jeder Branche

Gesundheitswesen



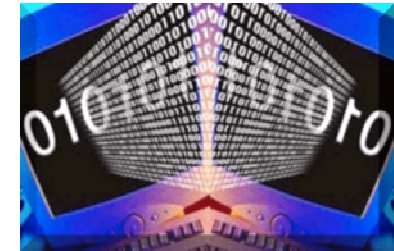
Handel



Finanzwesen



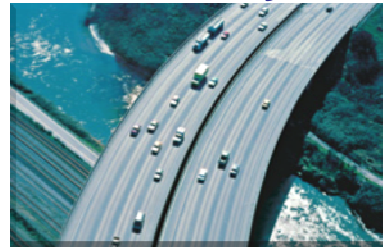
IT Security



Sicherheitsdienste



Verkehrssysteme



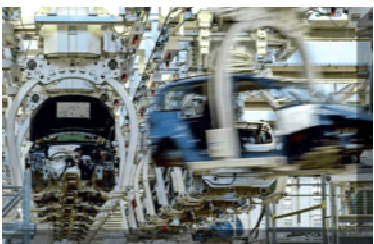
Telekommunikation



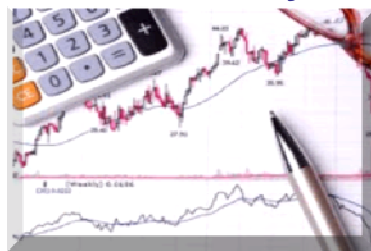
Marketing



Produktion



Handelsanalyse



Betrugserkennung



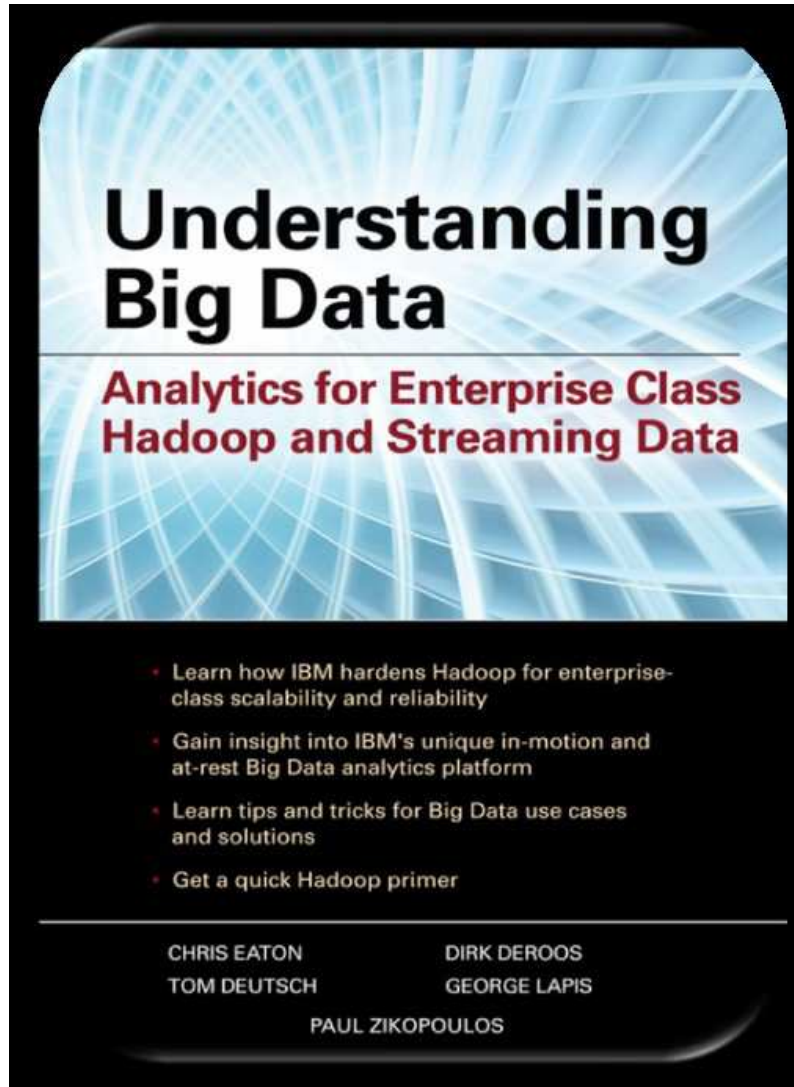
Bestes Angebot



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Weiterführende Informationen



ibm.com/bigdata

ibm.com/smarteranalytics

Demo Points

- Pure Systems
- Analytics Solution
- Netezza (Big Data)

Business Partners

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THINK Big – Big Data



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