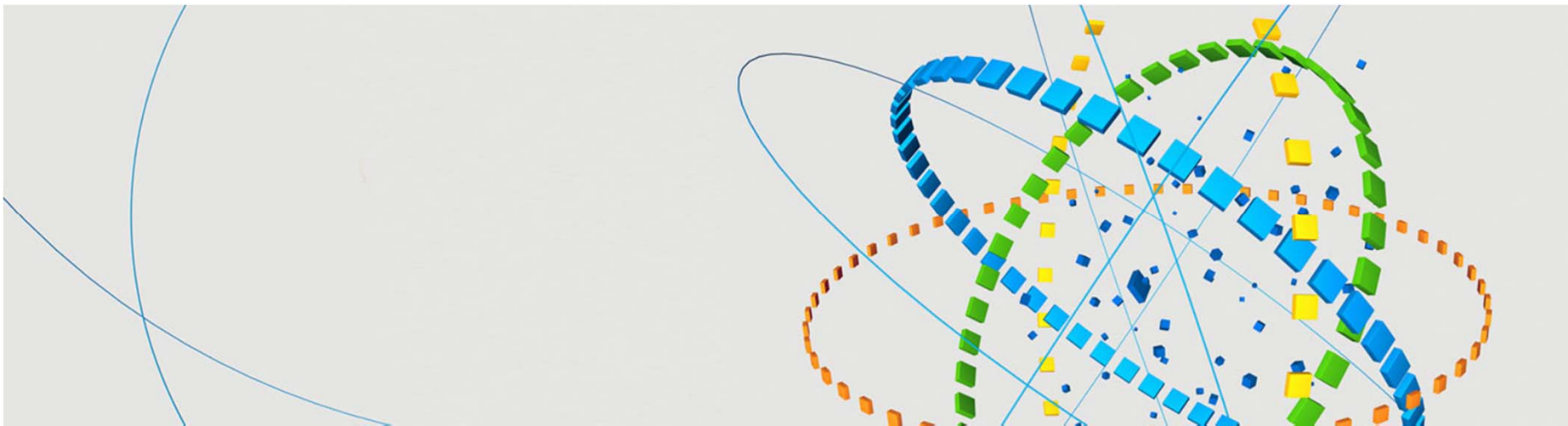


## Lowering Data Management Software and Hardware Costs

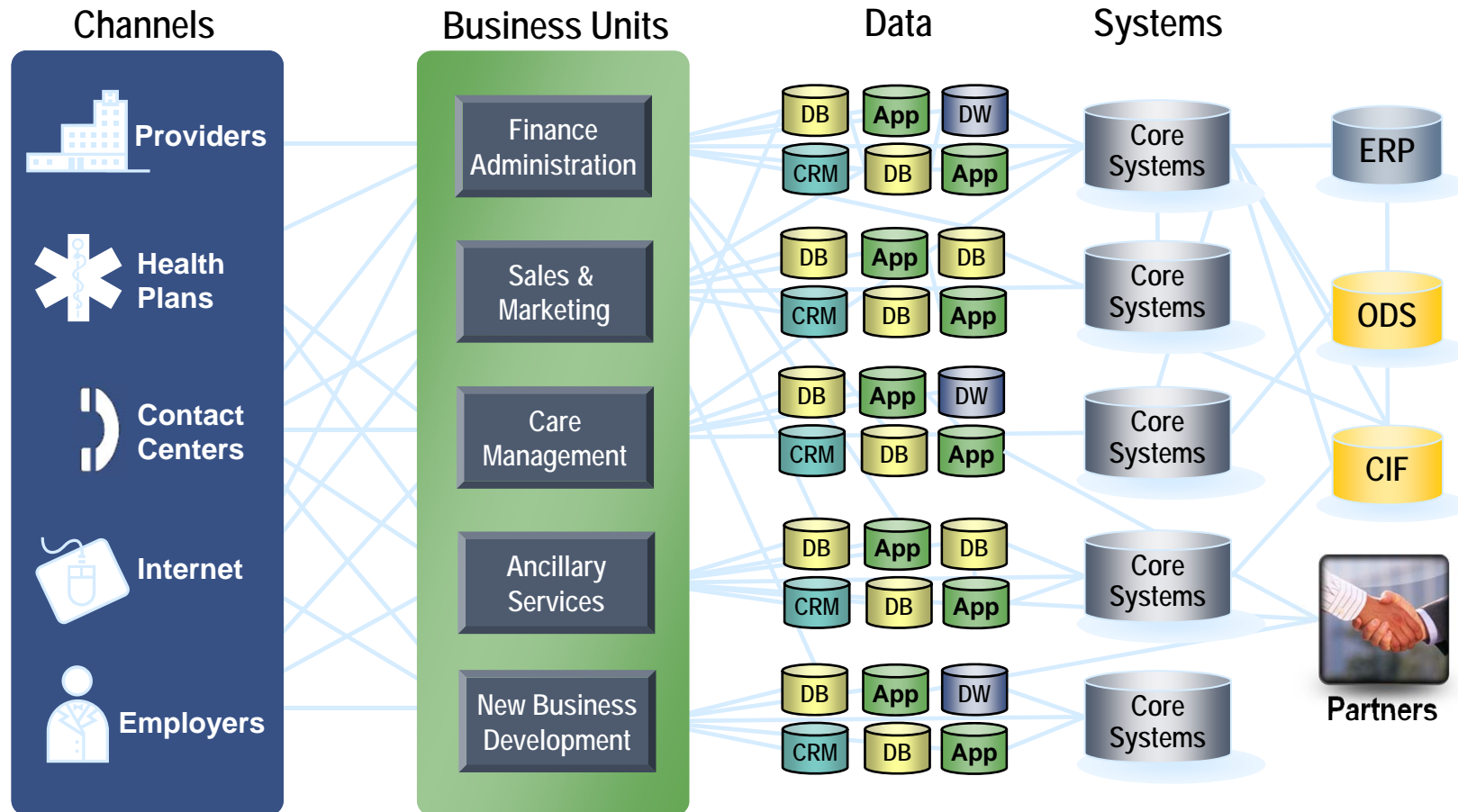
# IBM Discovery Days 2011



**Disclaimer:** Information regarding potential future products is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information mentioned regarding potential future products is not a commitment, promise, or legal obligation to deliver any material, code or functionality. Information about potential future products may not be incorporated into any contract. The development, release, and timing of any future features or functionality described for our products remains at our sole discretion.

# Complexity of Enterprise Environments Continues to Grow

*Managing data is a challenge*



## Common strategies for addressing growing data management costs

- 1. Leverage Consolidation**
- 2. Improve Database Performance & utilization**
- 3. Improve IT staff productivity**



**Cost Efficiency**

# 1. Leverage Consolidation

Consolidation Options from IBM - *Sized to Fit, not "one size fits all"*

## Custom Software, Hardware & Services



- IBM DB2, IBM Informix
- IBM InfoSphere
- IBM Cognos, IBM SPSS
- IBM Power, x and z Systems

## Flexible Integrated Systems



- IBM Smart Analytics System
- IBM pureScale Application System

## Netezza Appliances



- IBM Netezza *TwinFin*
- IBM Netezza *Skimmer*

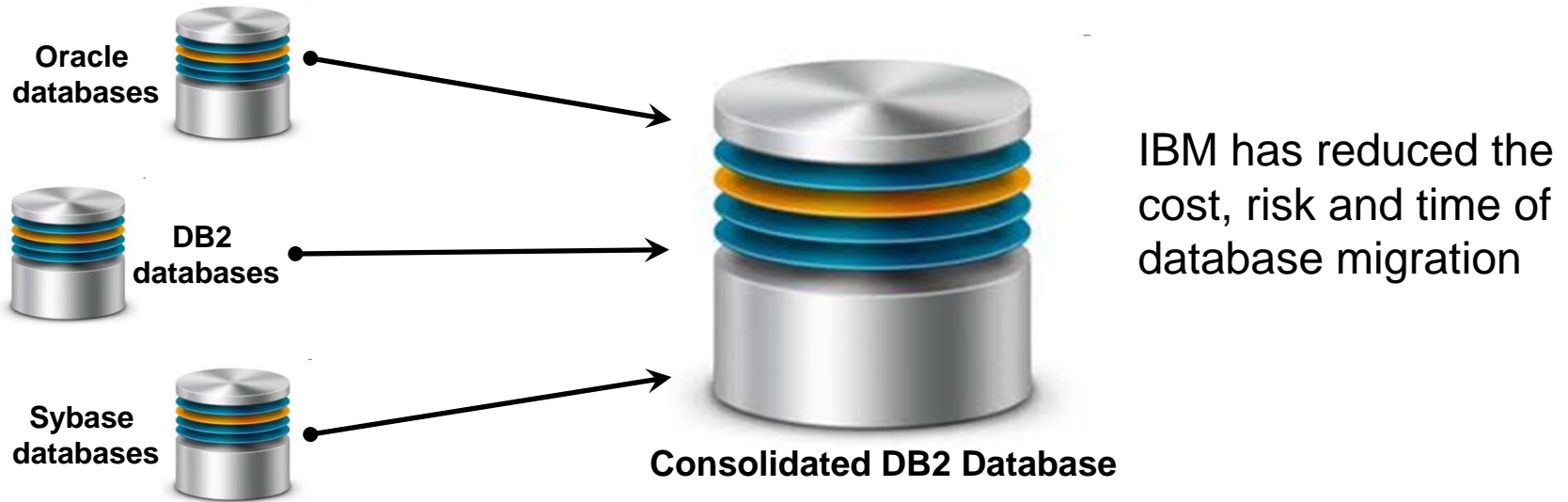
*Simplify - Accelerate Value - Reduce Cost*

**Flexibility**

*The right mix of flexibility and simplicity*

**Simplicity**

# The IBM Advantage – Migration Technology



**2,700**

Customers switched to IBM in the last 4 years

**2,100**

Successful migration factory consolidations and migrations

## DB2 offers Breakthrough SQL Compatibility Technology

IBM has developed database migration technologies with strategic partners to deliver ground-breaking solutions to port applications built for Oracle and Sybase databases

- ✓ Faster, easier migration from Oracle database and Sybase ASE
- ✓ Lower Training Costs
- ✓ No Application Rewrites
- ✓ Better Performance

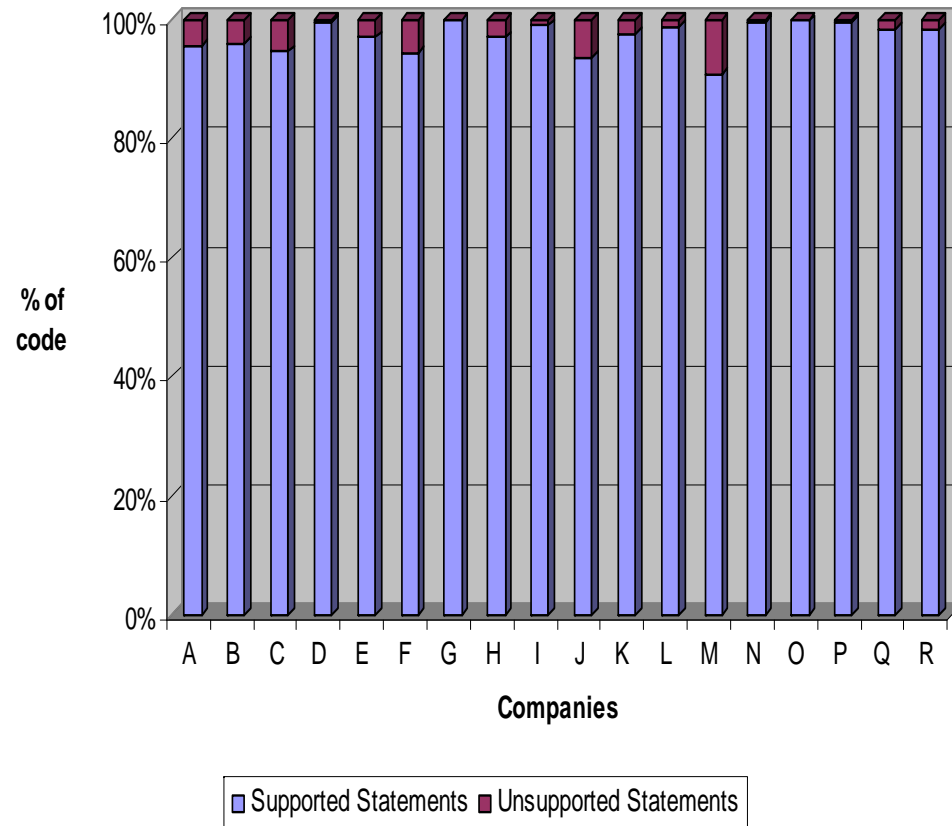


“ *The migration went without a hitch, thanks to the teamwork between IBM and Edwards and to the reliability of the DB2 database platform* ”

-- Mike Donnelly

# Lab Tests Show 98% Compatibility with Oracle PL/SQL Statements

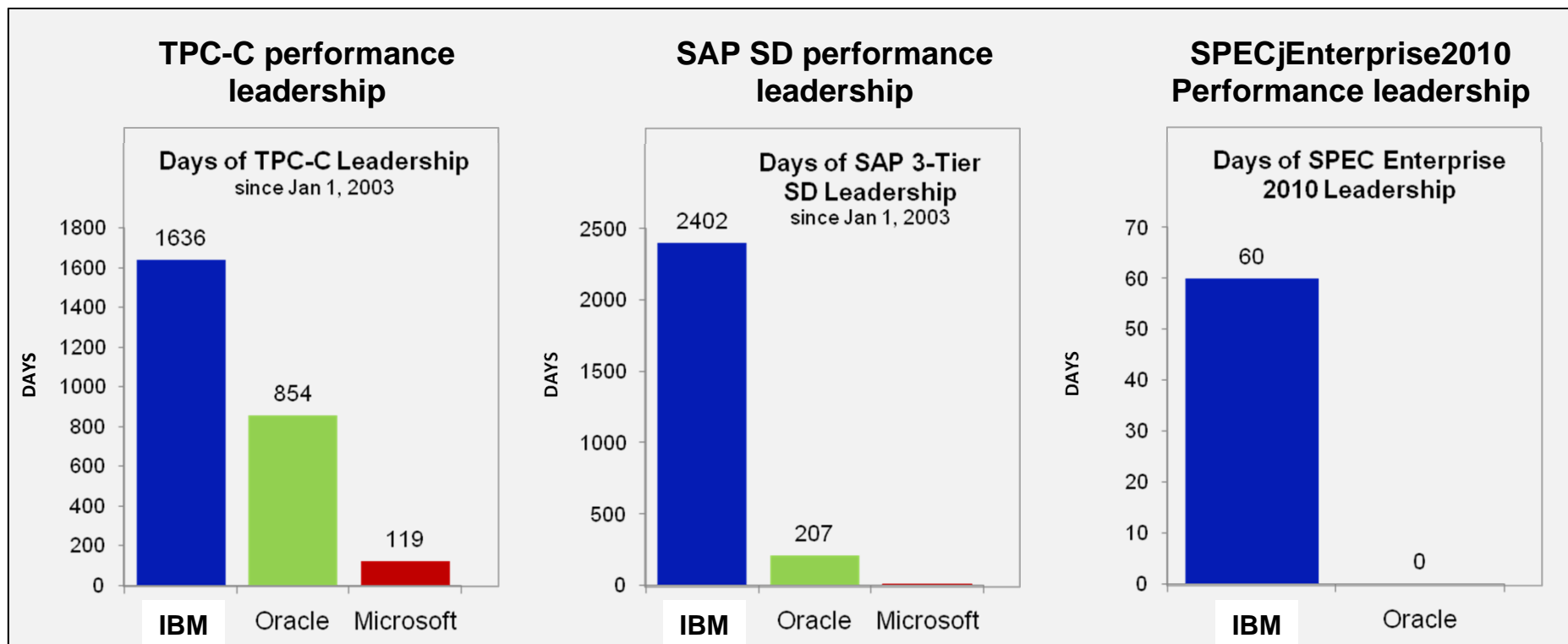
- **Internal IBM Study**
- **Variety of participants**
  - Different industries
  - Different solutions
  - Different app sizes
  - Different countries
- **PL/SQL supported**
  - >750,000 lines of code
  - Average of **98%**



“ *The compatibility level that DB2 9.7 achieved is amazing.* ”  
 -- Masahiko Kudo, Works Applications, Japan

## 2. Improve Database Performance and Utilization

- IBM offers reliable, highly available solutions for 99.999% up time and enterprise growth
- IBM leads in numbers of days of leadership across major industry benchmark results



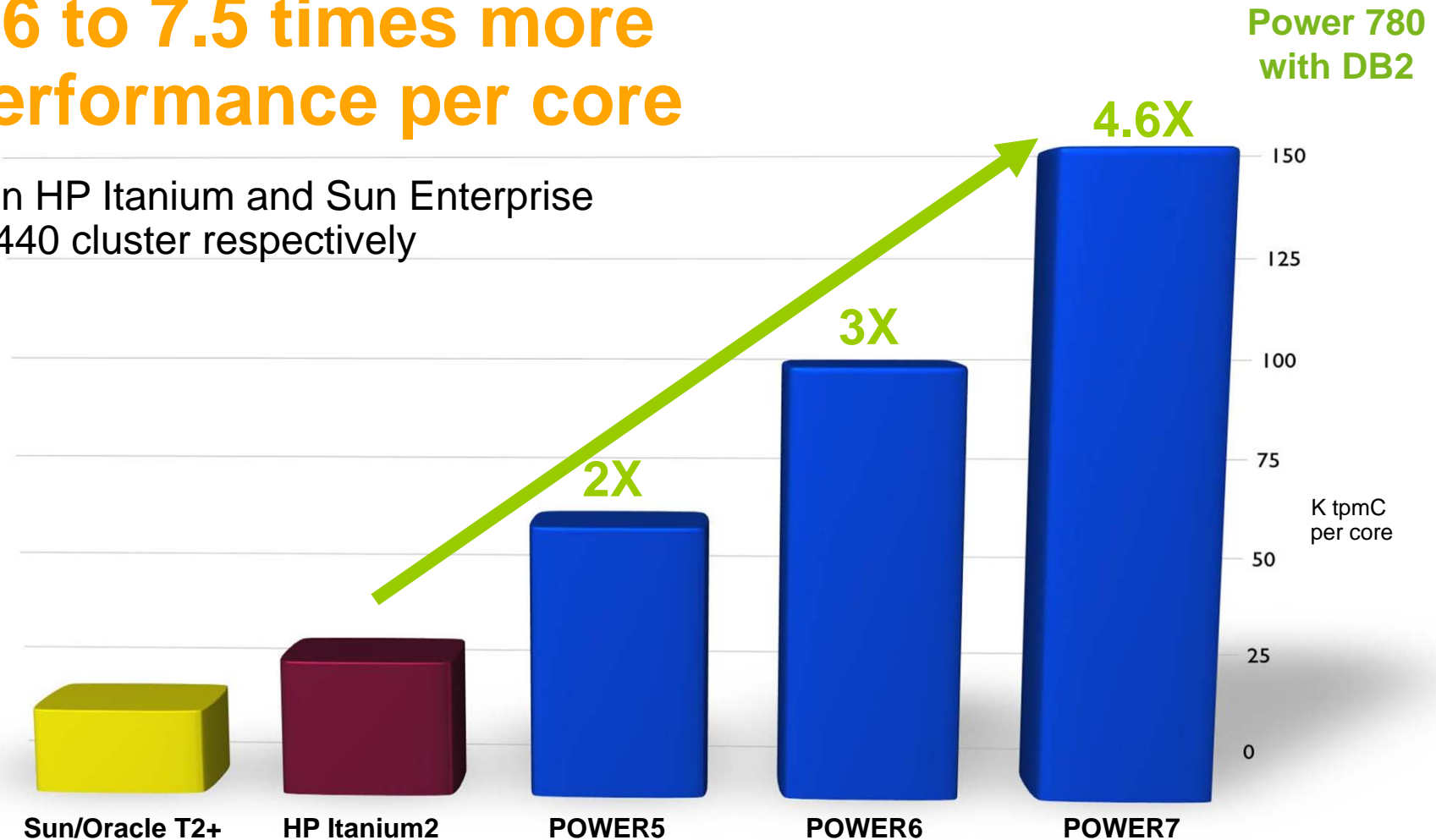
Source: IBM-maintained records of performance benchmark leadership. TPC-C and SAP 3-Tier SD leadership days are up to and including 22 Feb 2010. SPECjEnterprise2010 up to 05 Mar 2010.



More TPC-C performance per core than any system in the industry

**4.6 to 7.5 times more performance per core**

than HP Itanium and Sun Enterprise T5440 cluster respectively

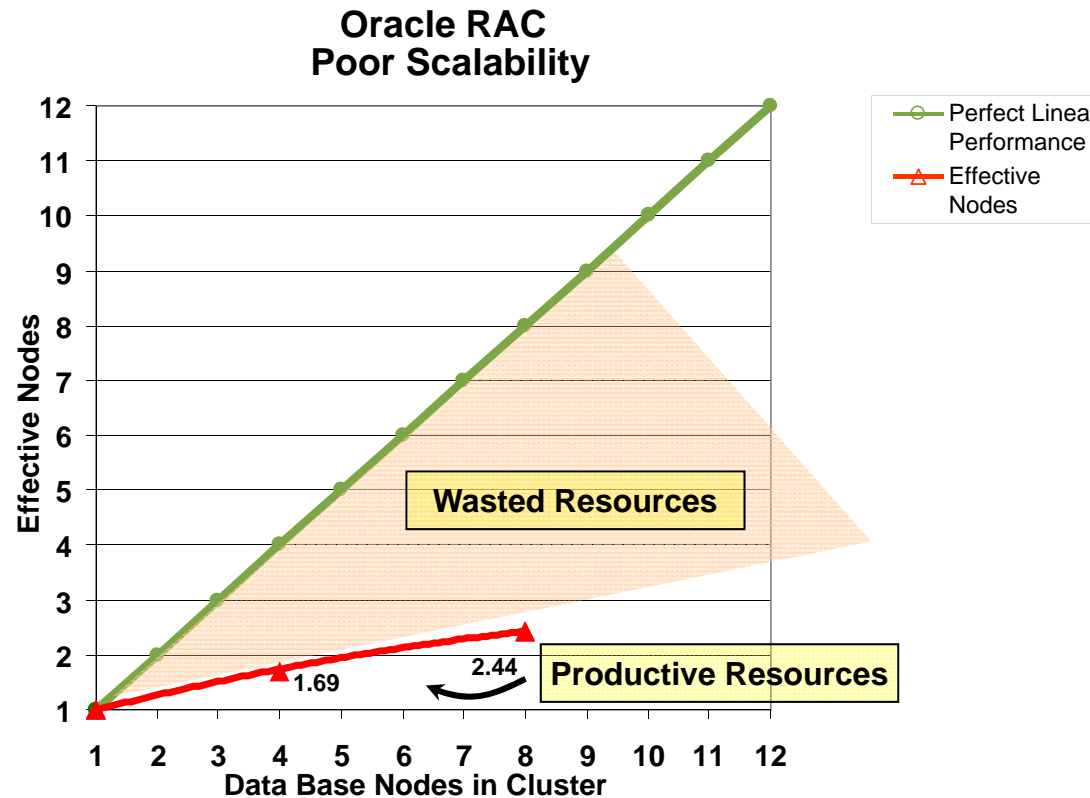


Best results listed for IBM POWER, HP, and Sun/Oracle systems over 1M tpmC.  
Source: <http://www.tpc.org> as of 4/1/10. See Power 780 benchmark details for specific results.

# Why DB2 pureScale is better than Oracle RAC

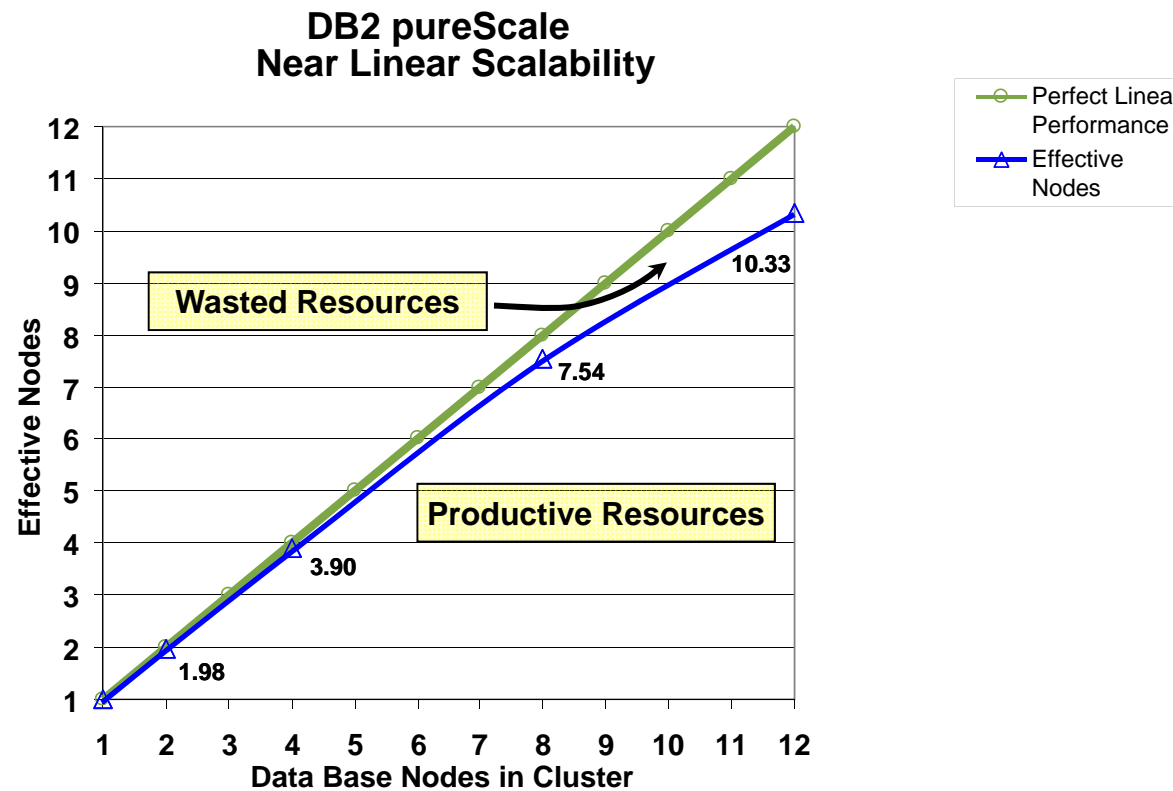
*Throughput efficiency declines as you add nodes to Oracle RAC*

- Higher levels of scalability and superior availability
- Better concurrency during regular operations and on failure



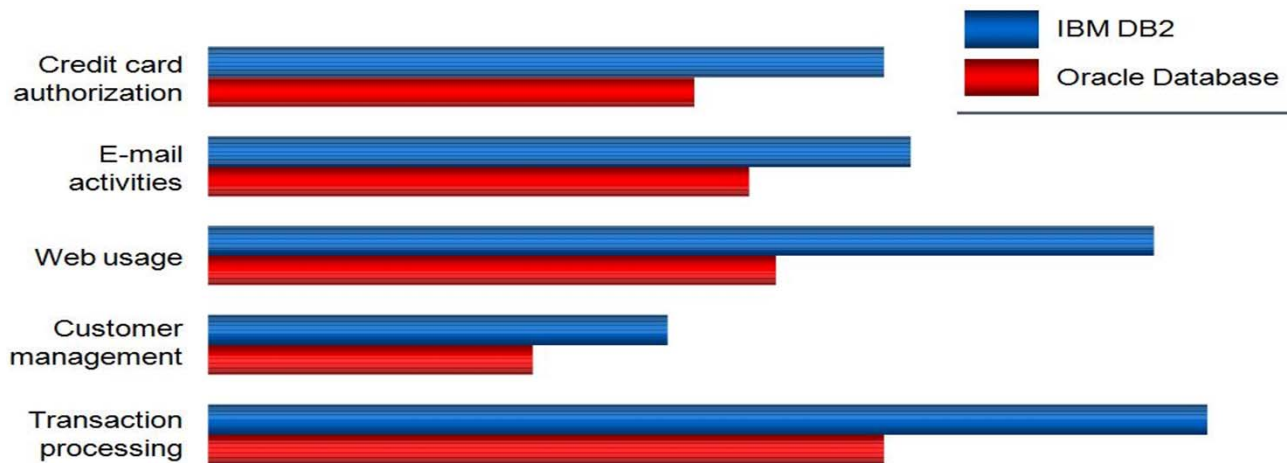
# Why DB2 pureScale is better than Oracle RAC

*Near-linear scale-out efficiency of DB2 pureScale*



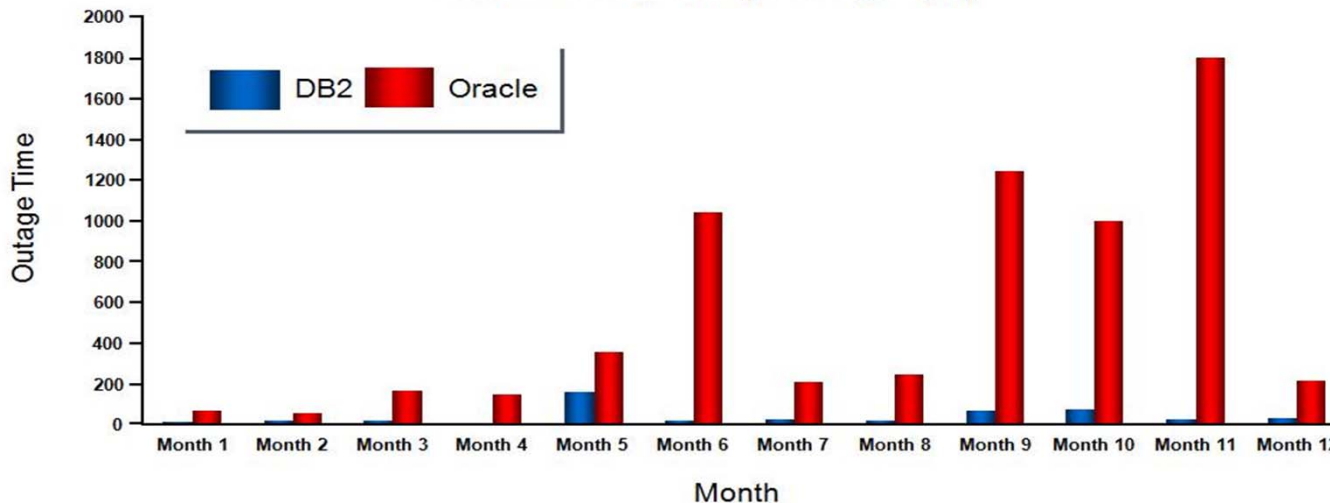
# DB2 leads industry performance and reliability on production systems

- *Solitaire Whitepaper*



Transactions per second on IBM System p

## Normalized Monthly Outages (all)

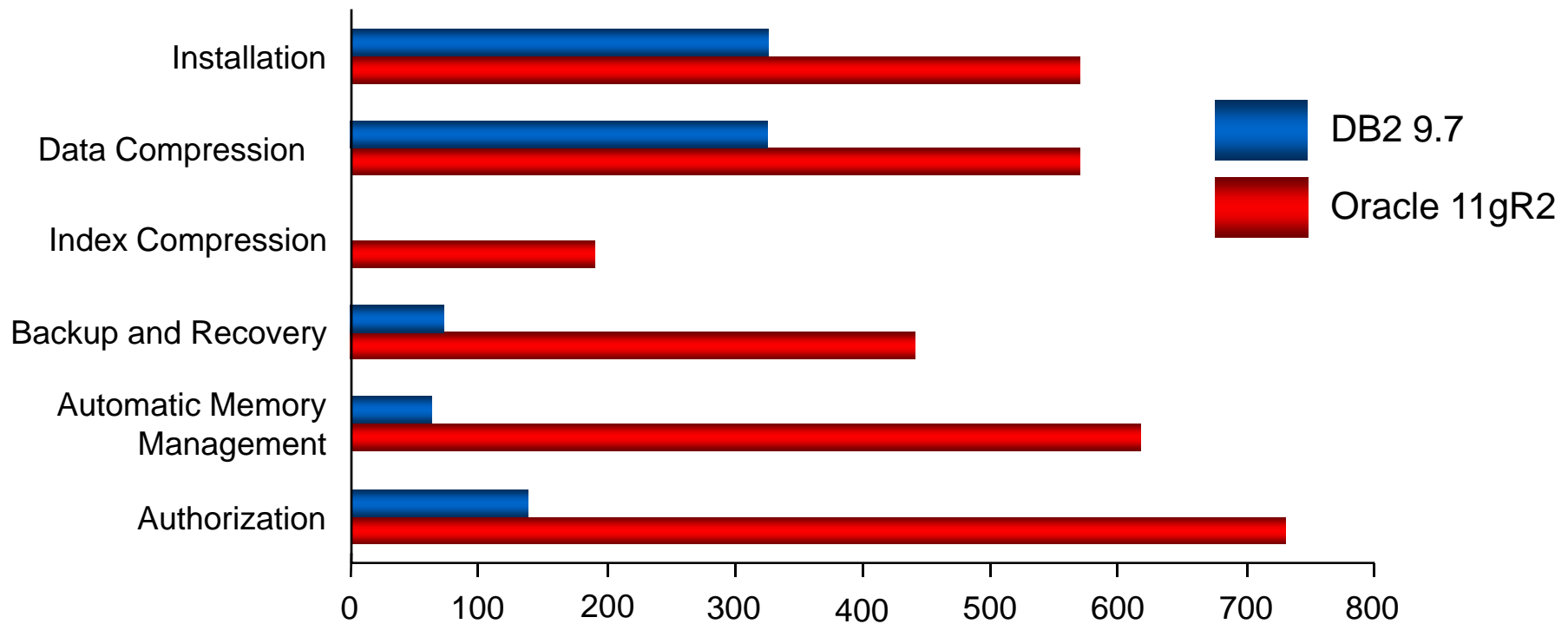


### 3. Improve IT Staff Productivity

Easy of use: DB2 vs. Oracle Database complexity analysis

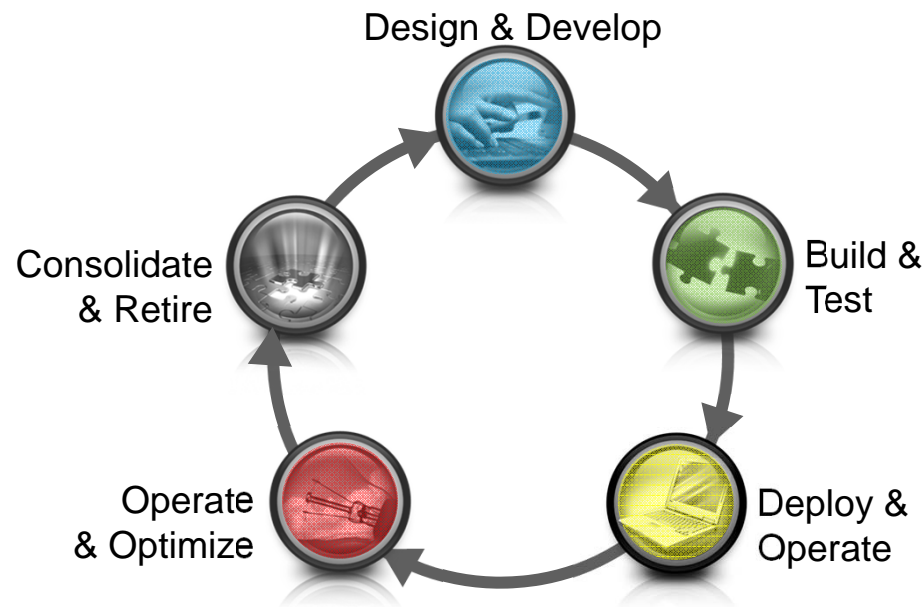
- DB2 holds a significant advantage in all of the six common DBA activities
- DB2 complexity advantage translates into higher DBA productivity

**Complexity analysis summary**



## Organizations need a strategy to manage application data *From requirements to retirement*

- Developing models and code to store and access enterprise data including the configuration of data for test environments
- Employ effective test data management practices to build and test applications
- Optimizing performance through identification of bottlenecks and building the right strategy for managing applications and data growth
- Implementing a consistent process for retiring or consolidating applications



# Common Tools To Manage All Databases

*Control Costs, Improve Performance, Reduce Risks*



Design  
& Develop

- **Simplify design, development & management of applications that require database access**
  - IBM InfoSphere Optim Development Studio
  - IBM InfoSphere Optim pureQuery Runtime



Build  
& Test

- **Create “right-size” production-like environments for application testing, while protecting sensitive information within**
  - IBM InfoSphere Optim Test Data Management Solution
  - IBM InfoSphere Optim Data Masking Solution



Operate  
& Optimize

- **Manage data growth & improve performance by intelligently archiving historical data**
  - IBM InfoSphere Optim Data Growth Solution



Consolidate  
& Retire

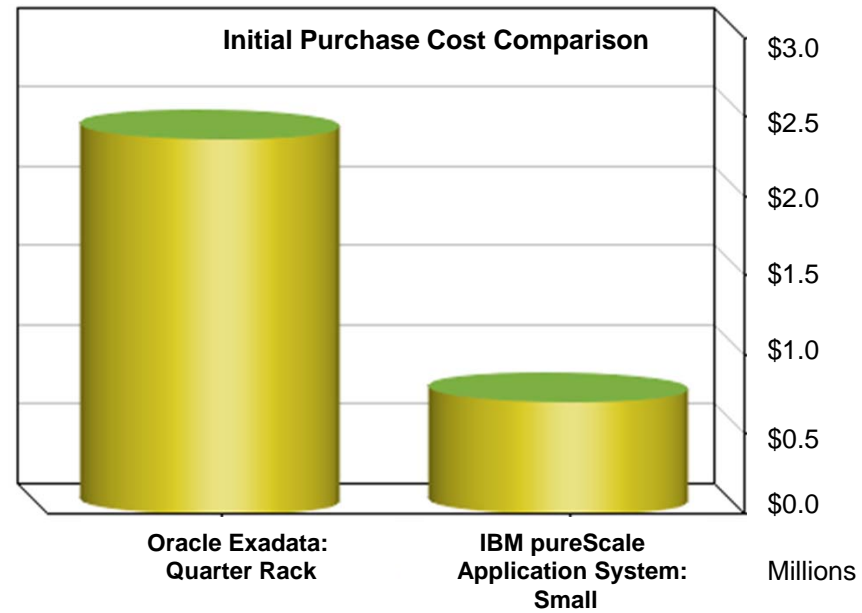
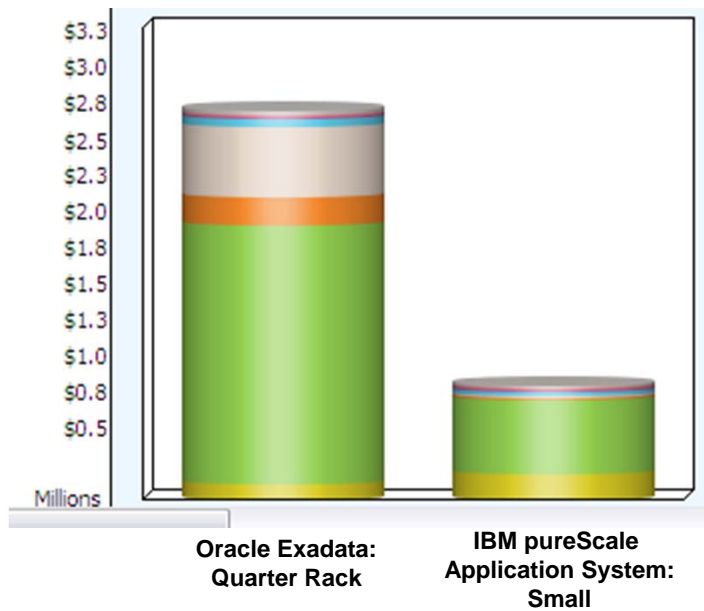
- **Retire redundant & legacy applications, while preserving access to the information for data retention compliance**
  - IBM InfoSphere Optim Solution for Application Retirement

➔ Cost Efficiency: 3-Year TCO and initial investment comparison  
*Oracle Quarter Rack Exadata vs. Small pureScale Application System*

3 Yr TCO Savings with IBM over Oracle = 71%  
 Investment Cost Savings with IBM over Oracle = 70%

Savings with IBM pureScale \$2,330,378 or 70%

Savings with IBM pureScale \$1,666,447 or 70%



● Database Server Hardware   
 ● Database Server Software   
 ● Disk Storage System   
 ● Storage Software  
● Network Equipment   
 ● Implementation Services   
 ● On-going Administration Labor   
 ● Environmental Impact

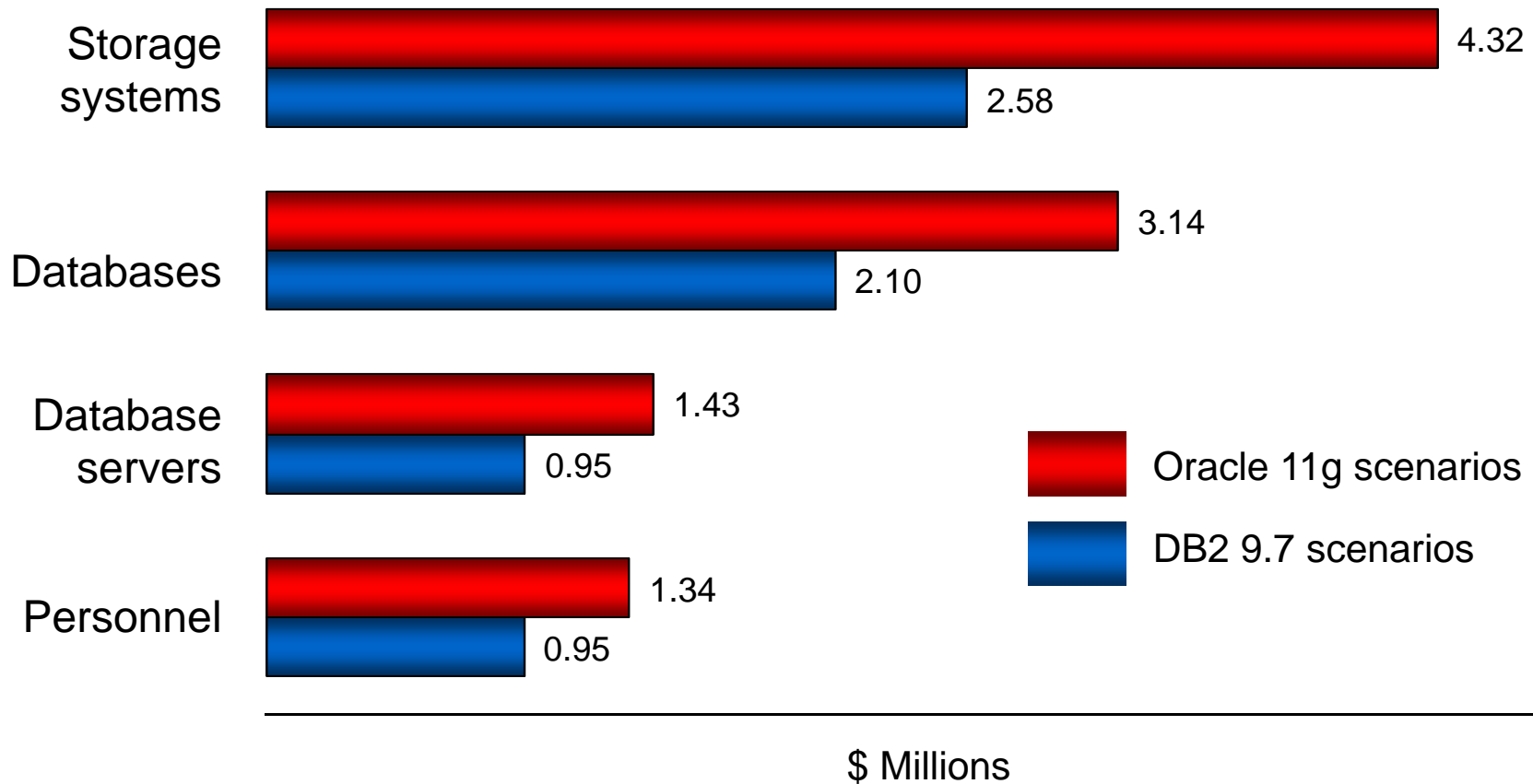
● Initial Purchase Costs   
 ● Upgrade Costs





# Cost Efficiency: DB2 costs less across the board

- ITG Report



# Summary

If You Need To...	IBM Can Help By...
<ul style="list-style-type: none"> <li>▪ Increase utilization of existing infrastructure</li> <li>▪ Consolidate heterogeneous database environments</li> <li>▪ Get the most out of IT infrastructure</li> <li>▪ Lower license and support costs</li> </ul>	<ul style="list-style-type: none"> <li>▪ Consolidating your database environments and lowering license, support costs</li> <li>▪ Increasing the performance and scalability of your applications</li> <li>▪ Migrating your applications, databases and warehouses quickly and with minimal risk</li> </ul>



## Take Action Now!

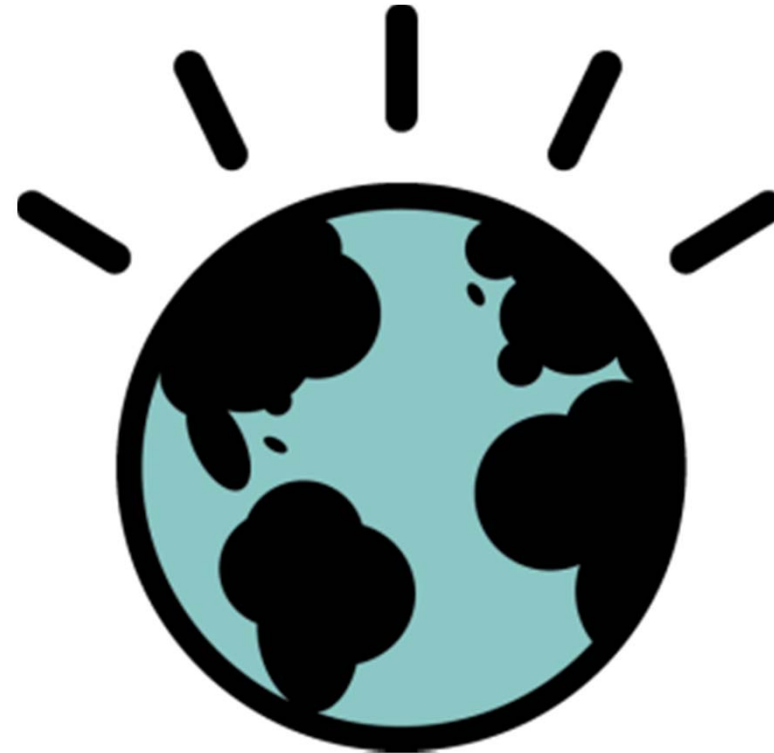
### *No-charge offers to help you get started:*

- Smarter Systems Consolidation Evaluation
- The Server Makeover Analysis
- IBM Migration Workshops and Toolkit
- Database Migration Analysis
  - Tool analyses PL/SQL, indicating out-of-the-box compatibility
  - Compatibility levels are typically greater than **90%**
- For additional information including white papers and demos, please visit [www.ibm.com/breakfree](http://www.ibm.com/breakfree)



# Thank You!

[ibm.com/smarterystems](http://ibm.com/smarterystems)



Simply put, IBM is making systems smarter.

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