



Tivoli Integrated Service Management Optimizing the World's Infrastructure

Joao Perez

Vice President, Worldwide Tivoli Sales

PCTY2011 

Pulse Comes to You

Optimising the World's Infrastructure



THE CENTENNIAL

The story of IBM is an ongoing story of...

Pioneering the science of information



How to capture the opportunity of enterprise computing

Reinventing the modern corporation



How to build a new kind of organisation and sustain it over time

Making the world work better



How to apply technology to transform companies, industries, societies

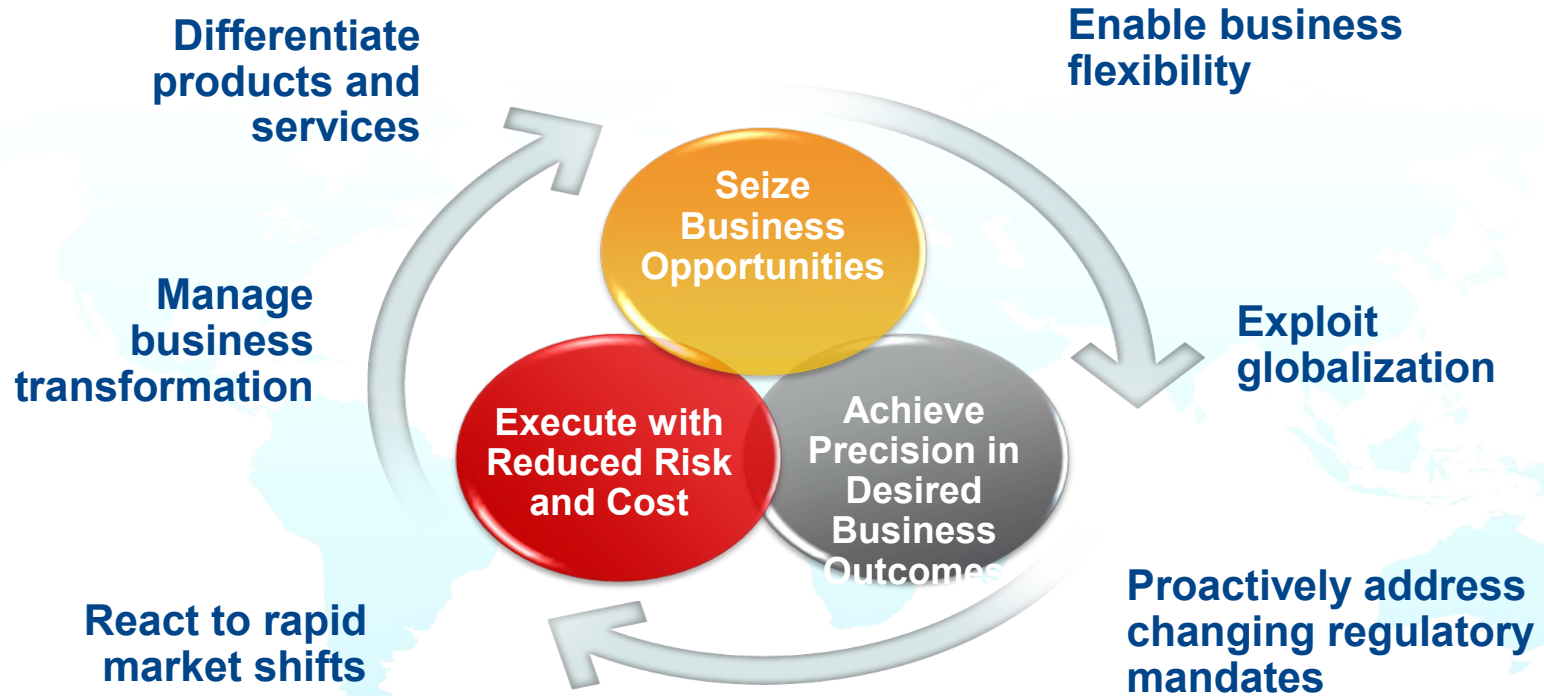
... delivering world-changing progress



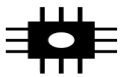
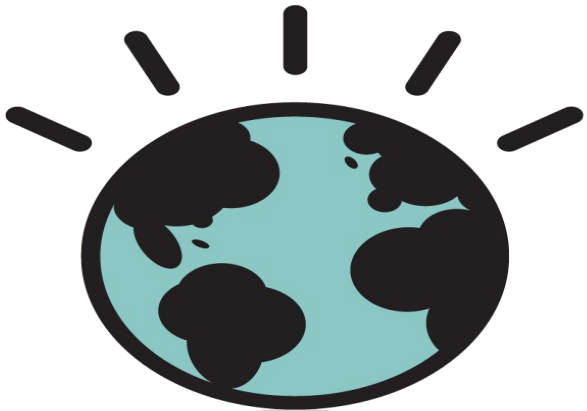
Pulse2011

Optimizing the World's Infrastructure

Today's Businesses Face an Unparalleled Rate of Change



The world is getting smarter ...



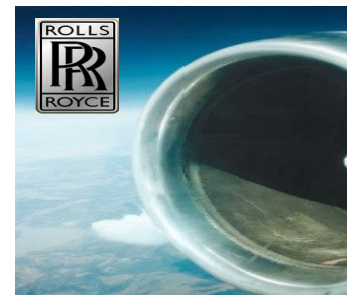
INSTRUMENTED



INTERCONNECTED



INTELLIGENT



Integrated Service Management

Business Services & Assets

INFORMATION TECHNOLOGY



BUSINESS INFRASTRUCTURE



CLOUD COMPUTING



WORK LOAD OPTIMIZED SYSTEMS



FEDERATED INFORMATION

Visibility, Control and Automation™ across the End-to-End
Business Infrastructure and Service Chain

An Increasing Dependence on Technology Leaders



Improve ROI of
Technology

Secure by Design

Make Innovation Real

Expand Business Impact

80%

CEOs anticipate
turbulent change
and bold moves.¹

64%

of CIOs work with senior
business executives to
drive innovation.²

3x

increase in the gap
between leaders' need
and their ability to deliver it.¹

The World's Infrastructure




Asset: turbine bucket

Unit cost: \$5000



in system: 703

Total asset value: \$3,515,000

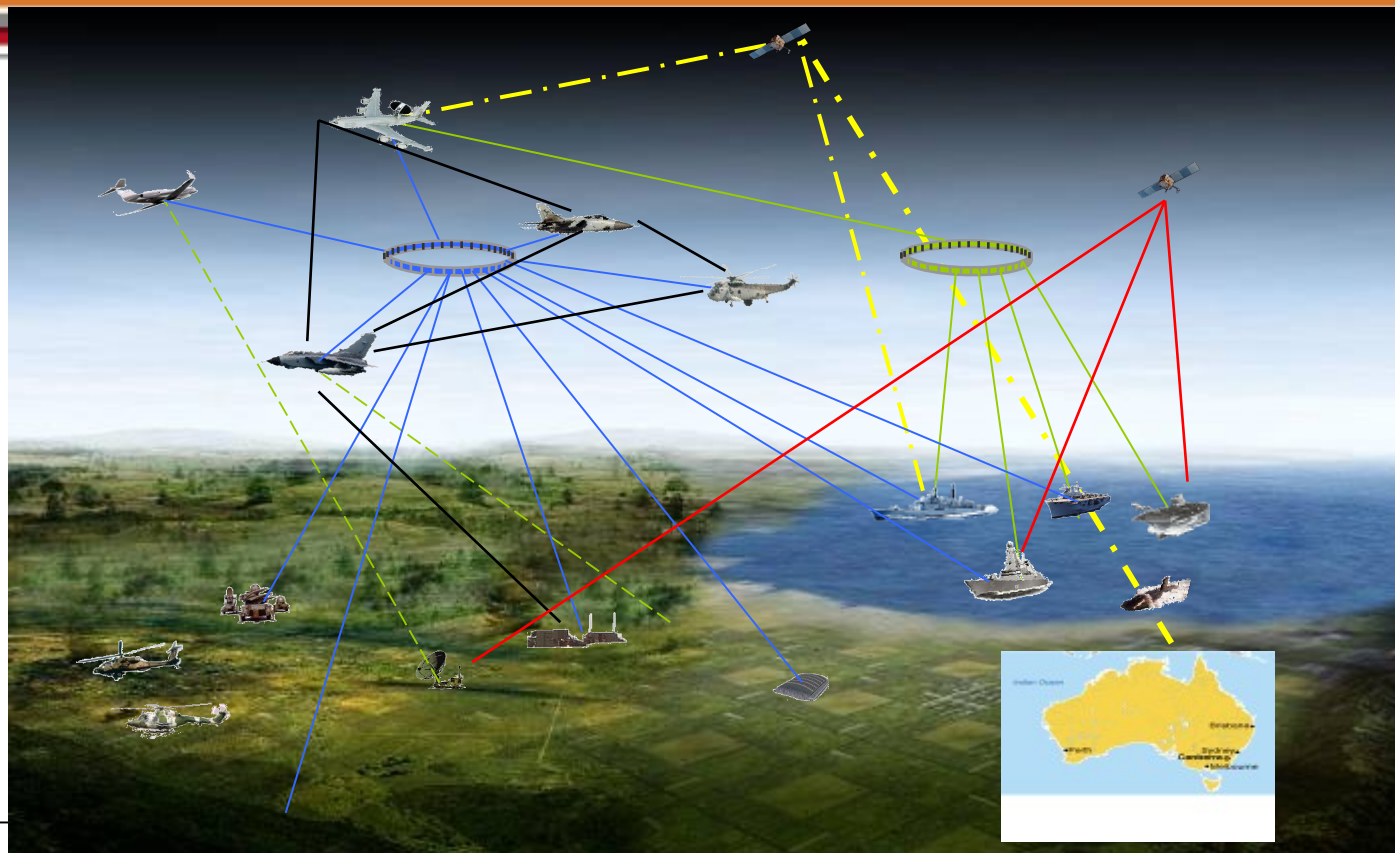


Maintenance: yes - 4,000 & 24,000 fired hours

Tracking System: Microsoft Excel

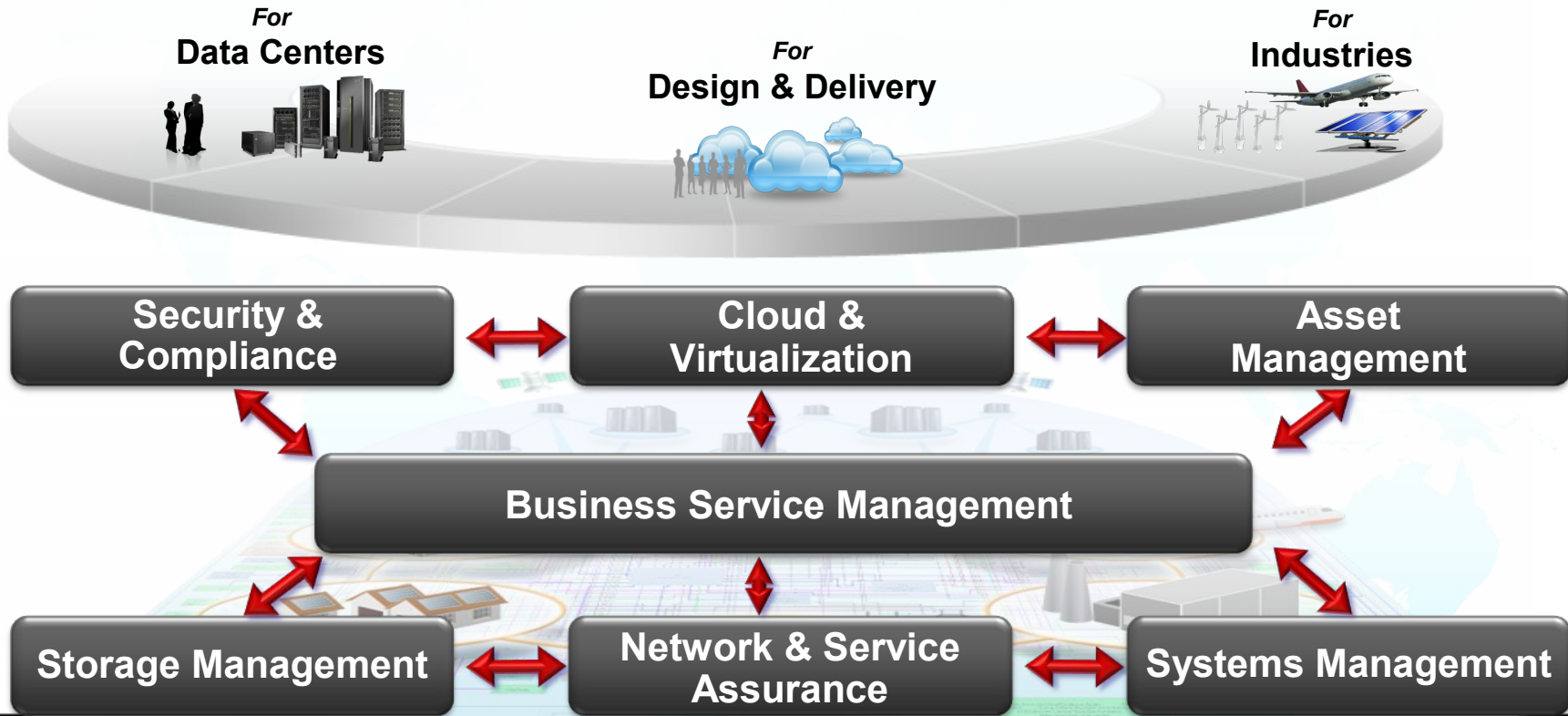


NAVY



Running Securely and Flawlessly

ISM Provides a Comprehensive Set of Capabilities



Continuing to Expand Our Capabilities...



**Image / Virtualization &
Cloud Management**

**End point Management
Solutions**

**Network Management
Solutions**



Real-time Asset Locator

**Intelligent Network
Metering**

**Smart Buildings
Management**



**Security Intrusion
System**

**Space Management
Solutions**

**SaaS Service Desk
Management**



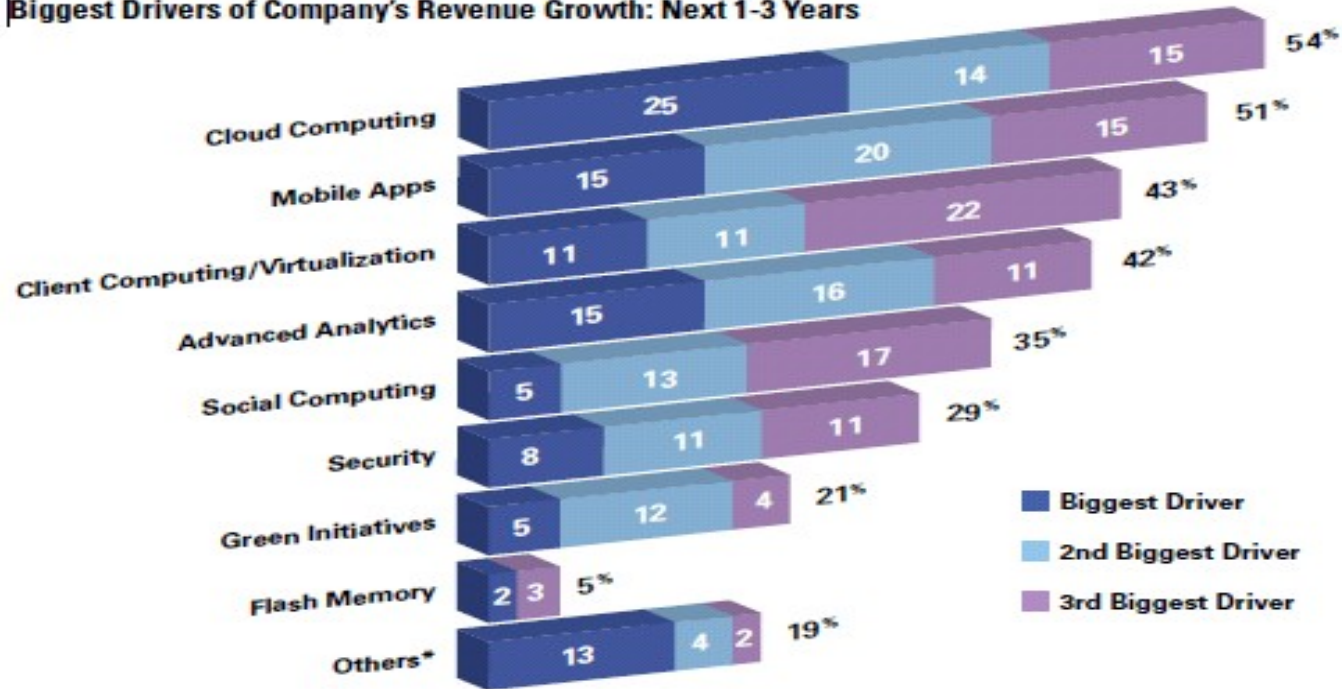
BIGFIX
An IBM Company



TRIRIGA®
An IBM Company

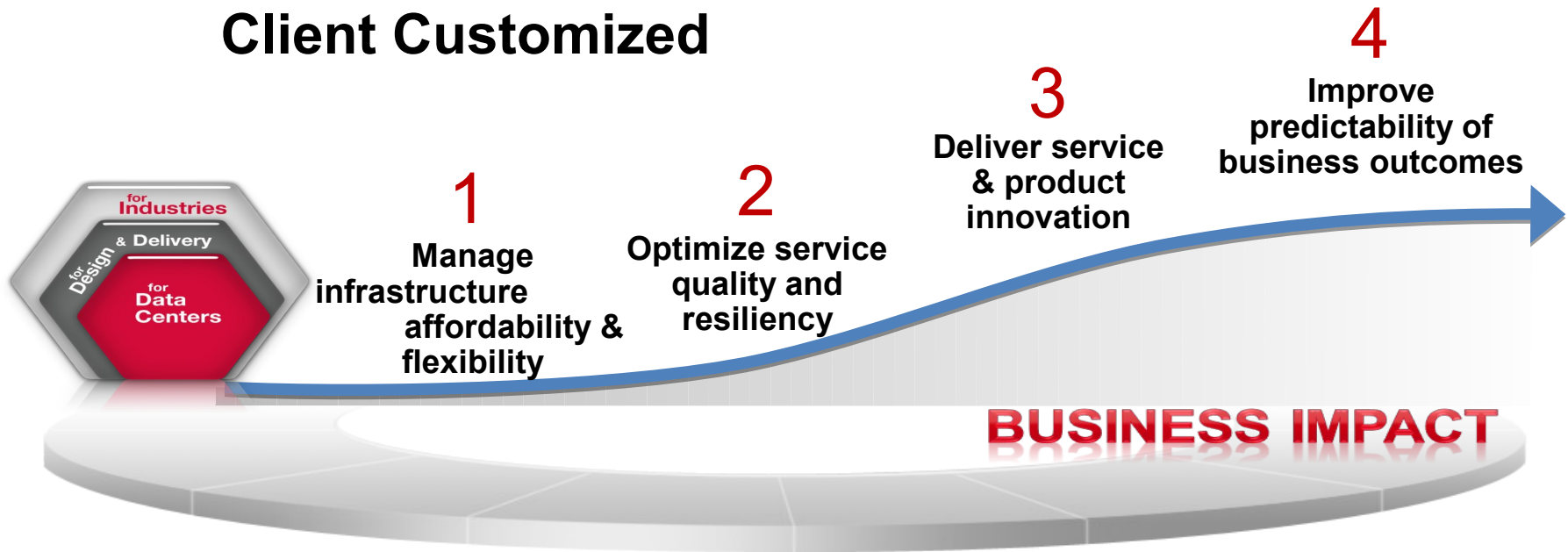
Integrated Service Management Will Be A Key Capability For The Drivers Of Growth

Biggest Drivers of Company's Revenue Growth: Next 1-3 Years



A Focus on Delivering Progression Paths and Best Practices

Client Customized



IBM INTEGRATED SERVICE MANAGEMENT PLATFORM

Innovative New Services Are Changing the Way We Live and Work



Smarter energy services

Smarter energy grids reduce CO2 emissions by 14%, enable compliance with federal mandates, while improving service reliability & lowering energy cost to consumers by 10%.



Smarter building services

Smart buildings reduce energy & CO2 emissions by 10-50% and water usage 20-50%, while reducing pollution, & brownouts and enabling a safer work environment for employees.



Smarter traffic services

Smarter traffic management systems drive 40k/day new users of public transportation, reduce traffic by 20% and emissions by 12%, while improving commuter quality of life with less traffic.

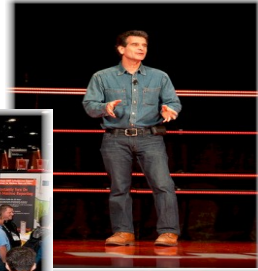


Smarter telecom services

Smarter telecom services enable 85% faster time to market reducing service delivery from 10 months to 40 days, while enabling broader communication and entertainment choices for

Pulse2012

Optimizing the World's Infrastructure



Don't forget to register for Pulse2012 in Las Vegas – March 4th through 7th
<http://pulse.vportal.net/registration/pulselogin.cfm>



PCTY2011

Pulse Comes to You

