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IBM Strategic Solutions 11/09/2010

Closing remarks

IBM Smarter Systems Tour 2010

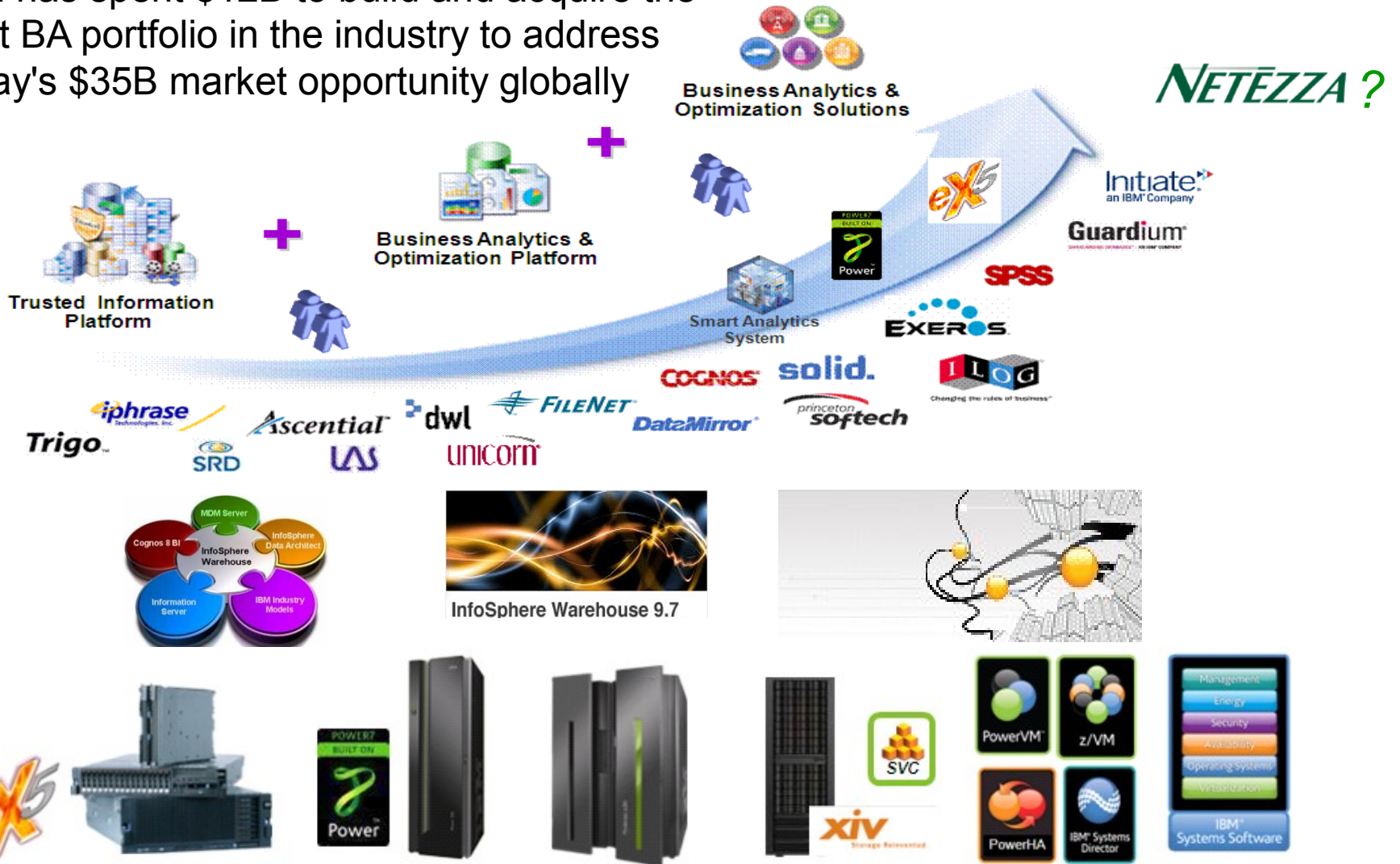


Why Workload Optimised Systems

- Our Clients are demanding ***More with Less*** from their IT Systems
- System Analytics have identified unique attributes in the behaviour of key **Client Workloads**
- Any **Interoperable System** is constrained by its Slowest Performing Component
- **Software portability** is an increasingly critical Technical Challenge
- IBM has a unique History & Heritage in **Developing IT Systems** and unparalleled track record in Invention, Innovation & Patent ownership

Why IBM ?

IBM has spent \$12B to build and acquire the best BA portfolio in the industry to address today's \$35B market opportunity globally



Making IT Real – Proving the Point

- IBMs Workload Optimised Systems
 - Optimised Appliances
 - IBM Smart Analytics System, CloudBurst - Test & Dev, WebSphere, CastIron
 - Proof of Technology Systems
 - Proof of Concept Projects
 - Try & Buy Systems

- Business Value Assessment

- Benchmark / Bake-Off

- IBM Migration Facilities

..... And Finally

