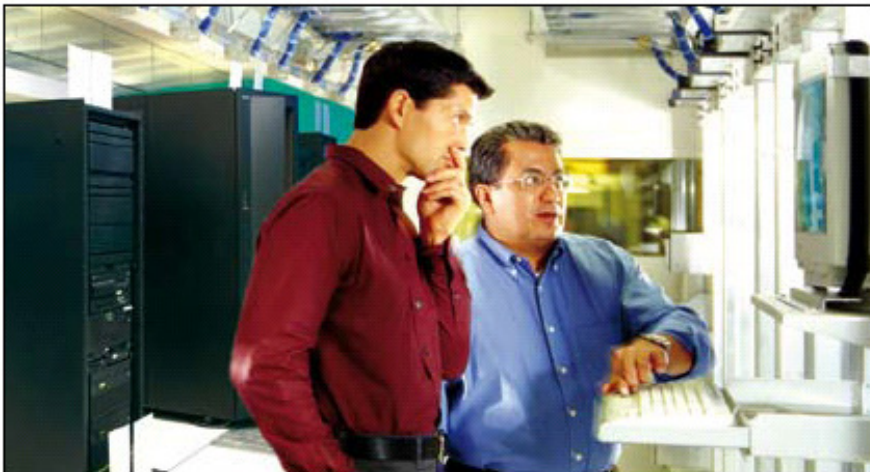


IBM Applications on Demand *Pay-as-you-go application management services*



Highlights

- ***Supports lower operational costs and improved performance through a usage-based service provision***
- ***Accelerates project implementation by leveraging IBM infrastructure and expertise***
- ***Helps manage regulatory risk and overheads via standardised processes and controls.***

Cost, complexity and compliance

Enterprise applications and their infrastructures bring increased operational complexity to an organisation. Companies need to verify that all applications are compatible with their legacy environments and that they are integrated with existing technology, with each other, and with external partner and supplier systems and processes. In addition, the IT environment must be fully maintained and all upgrades must be planned.

All this complexity is likely to drive up costs. Traditionally, organisations have sought to reduce operational costs by creating templates for processes and drawing people skills from less expensive marketplaces. However, such approaches fail to address the cost and complexity associated with the technological platform and with leveraging mechanisms to support compliance.

IBM Applications on Demand

With IBM Applications on Demand you can delegate your application management complexity to IBM for a predictable, usage-based monthly fee. The offering provides an integrated platform for managed enterprise

application services to help reduce the cost of, and simplify, day-to-day application management. This enables you to reallocate scarce resources and focus on growing – rather than maintaining – your business.

“ IBM’s variable usage model...allows us to scale up and scale down on an as-needed basis... And that translates into lower overall costs.”

– Barry Libenson, vice president and CIO, Ingersoll-Rand

Delivery models include:

- IBM Applications on Demand – Full Service: A fully hosted, end-to-end applications and infrastructure management offering
- IBM Applications on Demand – Onsite: Remotely managed services to run your infrastructure at your premises or from a third party location
- IBM Applications on Demand – Development Services: A robust development environment available rapidly to suit your business needs.

Platforms are available for all tier-one enterprise applications, including SAP, Oracle, PeopleSoft, JD Edwards, Siebel, IBM Lotus Notes, Ariba and Windchill software.

Accelerating project implementation

Installing a new application, upgrade or module can result in the loss of productivity, increased costs and longer project timescales. With IBM Applications on Demand the infrastructure and application management expertise are already in place to support virtually any change you wish to make. As a result, projects that used to take months to implement can be business operational in weeks – or even days.

" We did some preliminary cost analyses, and it was pretty clear that the hosted approach was going to be faster and much more cost-effective."

– Mike Smith, vice president of IT,
Sterigenics International Inc.

Managing regulatory risk

By relying on IBM best practices and proven methodologies, IBM Applications on Demand is designed to improve reliability, helping you more effectively manage the costs and risks associated with ensuring accountability. In addition, IBM iSRVCE technology resource management software offers 24x7 visibility and control.

"The really great thing about IBM Applications on Demand is that when we say we need an application environment for our ERP footprint, it's up in days. This not only increases the speed at which we can get things up and running – it also offers assurance that someone who's much better at this than we are is doing it."

– Barry Libenson, vice president and CIO,
Ingersoll-Rand

Benefits

IBM Applications on Demand offers your organisation:

- A 20 to 40 percent total cost of ownership (TCO) advantage
- A higher return on investment (ROI) for new system implementations, including:
 - Zero up-front capital investment
 - Faster IT project implementations
 - Lower risk on new application/module implementations
- Enhanced production management for 99.5 to 99.9 percent service availability
- A compliant system operation consistent with the Sarbanes-Oxley Act (SOX), and security and data privacy regulations.

Why IBM?

As one of the world's largest providers of managed application services, IBM offers extensive ISV application experience, a culture of innovation and commitment, and proven processes to ensure our clients' success.

" IBM brings to Skyworks a broad skill-set availability virtually unattainable through a traditional consultative model."

– Peter Sebilian, director of IT
infrastructure, Skyworks

Through the IBM Applications on Demand practice, comprising thousands of consultants, project managers, product specialists and architects globally, we support more than 750,000 business users across 210 clients in 150 countries.

" We wanted to be with providers who were doing this for many people... who were stable and who had the necessary resource base and expertise to be able to meet our needs over the long term.

This is why were very confident in choosing IBM."

– Louw Kotze, vice president of IT,
Skyworks



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