

ITANIUM[®] SOLUTIONS

A L L I A N C E

SUCCESS IS YOURS FOR THE TAKING. JOIN US.

Alliance Confidential

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Itanium[®] Solutions Alliance

Gelato Federation Meeting - Brazil

October 3, 2005

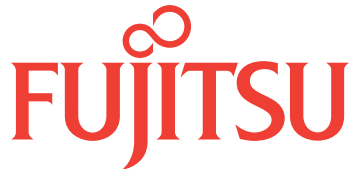
Agenda

- Overview of the Itanium[®] Solutions Alliance
 - What is the Alliance?
 - Participants
 - Structure
 - Member Benefits
- Value Proposition with Gelato
- Opportunities for Collaboration

Itanium[®] Solutions Alliance

- Launched on September 26th/27th, 2005
- A worldwide consortium of Itanium Solution Providers collectively focused on...
 - Driving the availability of Solutions
 - Business Intelligence, Database, Enterprise Resource Planning, **High Performance Computing**, Infrastructure & Supply Chain Management
 - Energy, Financial Services, Government/Defense, Healthcare, Manufacturing, Telco & Transportation
 - Building preference for those Solutions through ecosystem collaboration

Founding Sponsors



Charter Members & Alliance Members

(as of September 26, 2005)

Novell®

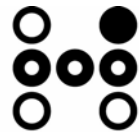


ORACLE®

Microsoft®



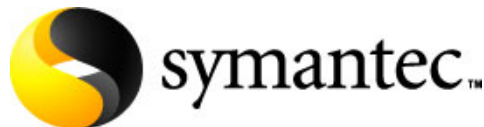
SYBASE®



Hyperion®

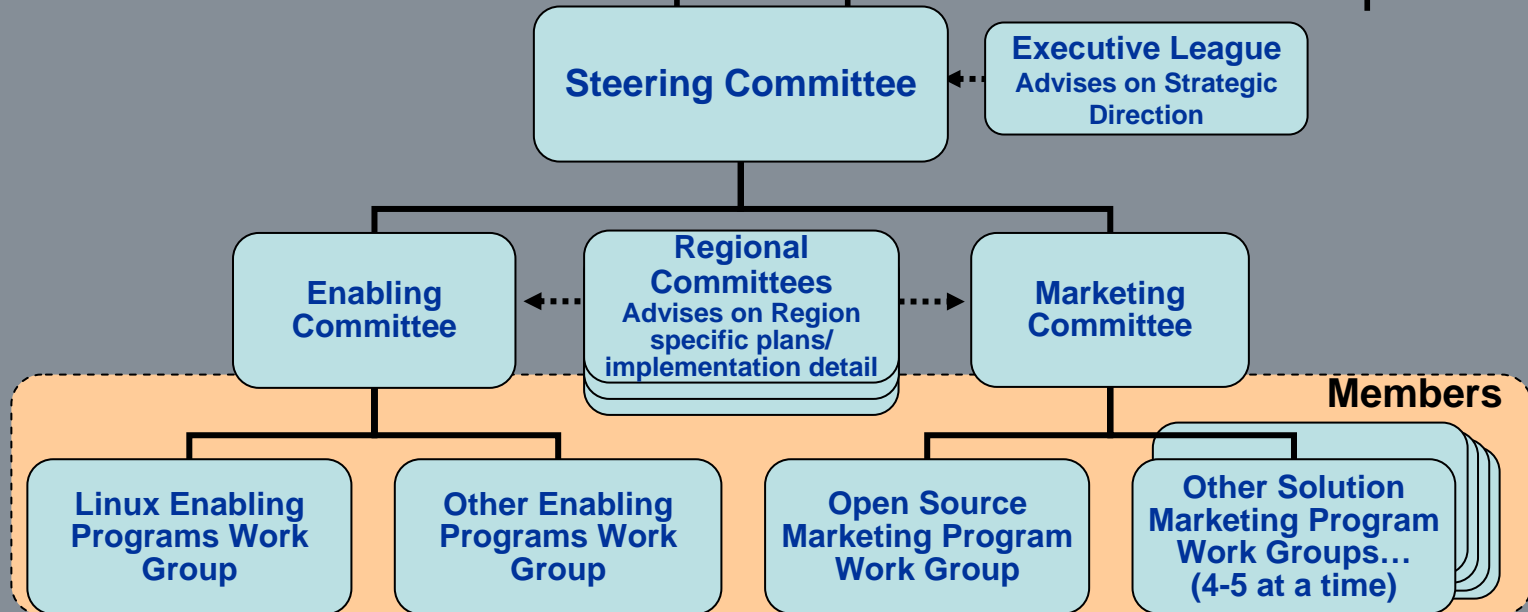


INFORMATICA®



Structure

- An independent non-profit organization
- Steering Committee sets direction
 - Charters Committees & Work Groups to form Enabling & Marketing program recommendations & plans
 - Members are invited to participate in Work Groups



Member Benefits

Description

Benefits

Enabling Support

Porting & optimization tools & services to maximize results across multiple platforms

- Compiled end user demand information
- Developer Days, Solutions Center Network, etc.
- Custom support for key solutions (hardware, software, support, etc.)

Marketing Support

Infrastructure & programs to raise industry awareness & build customer preference

- Analyst Plan, Newsletter/Portal, PR Firm, Solutions Catalog, etc.
- Focused campaigns for key solutions (articles, collateral, events, webcasts, White Papers, etc.)

Business Development

Explore new business opportunities with other participants

- Collaborate with other Itanium Solution Providers

A solid network of expertise & resource to help you reach new business opportunities!

Value Proposition with Gelato

- Drive Open Source options
 - Enabling
 - Tools, databases, applications, etc.
 - Market Open Sources
 - Solutions Catalog
 - Customized Marketing Programs
 - White Papers, case studies, events, webcasts, contributed articles, etc.
 - One stop forum to engage with top platform vendors and Linux vendors

Opportunities for Collaboration

- How can we work together?
 - Events
 - Supercomputing 05
 - International IDF events: Bangalore, Tel Aviv, Moscow, Seoul
 - Future events 2006
 - Identify top enabling targets
 - Identify marketing opportunities
 - Joint Program Options
 - Developer Days
 - Solutions Center Network
 - Other ideas?

Backup

SUCCESS IS YOURS FOR THE TAKING. JOIN US.

Complementary with Gelato

- Gelato

- The global technical user community dedicated to advancing the Linux Itanium platform through collaborative relationships targeting real-world problems and solutions*

- Alliance

- A worldwide consortium of Itanium Solution Providers collectively focused on driving the availability of Solutions and building preference for those Solutions through ecosystem collaboration
 - Operating Systems include multiple versions of Linux, including Red Hat™ and Novell™

*Source: www.gelato.org