

Akvizice v IBM SW

Key Component to IBM Software's Roadmap to 2015¹

Recently Announced!

IBM to acquire i2, Algorithmics & Q1 Labs²

- More than \$14B in Acquisitions Since 2005
- More than 10,000 Technical Professionals
- More than 7,500 Dedicated Consultants
- More than 27,000 Business Partner Certifications

















2011



2005

www.ibm.com/partnerworld/acquisitions

¹Image denotes select IBM acquisitions
²The completion of the transaction is subject to closing conditions including any required regulatory approvals.

Company	IBM Software Brand	Announce/ Close Dates *	Planned Transfer of Business*	Planned Availability in Passport Advantage *	Software Value Plus Status	ASL Status **
	Business Analytics	July 2009 / Oct 2009	Oct 2010	Oct 2010	SW Authorization SPSS Statistics and SPSS Enterprise	Yes
	WebSphere	Dec 2009 / Jan 2010	July 2010	May 2010	SW Authorization: WebSphere BPM	Yes
	Tivoli	8/06 & 10/06 GTS Jan 2010 SWG	Jan 2010 SWG	Oct 2010	SW Authorization: Tivoli Security	No
	Information Management	Feb 2010 / Mar 2010	Oct 2010	Oct 2010	SW Authorization: Optim	Yes
	WebSphere	May 2010/ May 2010	Jan 2011	Dec 2010	SW Authorization: WebSphere Core	Yes
	Industry Solutions	May 2010 / Aug 2010	July 2011	April 2011 Oct 2011 – SaaS via FCT	SW Authorization: WS Commerce and B2B Integration	In progress
	Industry Solutions	June 2010 / Aug 2010	July 2011	Oct 2011 – SaaS via FCT	SW Authorization: Enterprise Marketing Management (EMM)	In progress
	Tivoli	July 2010 / July 2010	Feb 2011	Feb 2011	SW Authorization: Tivoli Automation and Security	Yes

Company	IBM Software Brand	Announce / Close Dates *	Planned Transfer of Business *	Planned Availability in Passport Advantage *	Software Value Plus Status	ASL Status**
 an IBM® Company	Industry Solutions	Aug 2010 / Aug 2010	April 2011	April 2011	SW Authorization: FileNet	Yes
 An IBM Company	Industry Solutions	Aug 2010 / Oct 2010	May 2011	May 2011 – PA Oct 2011 – SaaS via FCT	SW Authorization: EMM	Yes
 an IBM Company	Business Analytics	Oct 2010 / Oct 2010	May 2011	May 2011	SW Authorization: Cognos	Yes
 an IBM® Company	Business Analytics	Sept 2010 / Oct 2010	May 2011	May 2011	SW Authorization: Cognos	In progress
 an IBM Company	Information Management	Sept 2010 / Nov 2010	July 2011 -Europe Oct 2011 - Jpn/Korea Jan 2012 -Global/NA	Nov 2011	SW Authorization: Netezza	In progress
 An IBM Company	Industry Solutions	Oct 2010 / Oct 2010	July 2011	August 2011	SW Authorization: FileNet	No
	Tivoli	Mar 2011 / Apr 2011	Nov 2011	Dec 2011	SW Authorization: Tivoli Enterprise Asset Manager	Yes
 Accelerating Your Mission	Industry Solutions	Aug 2011 / Oct 2011	May 2012	May 2012	SW Authorization: TBD	TBD

Company	IBM Software or STG Brand	Announce / Close Dates *	Planned Transfer of Business *	Planned Availability in Passport Advantage *	Software Value Plus Status	ASL Status **
 Algorithmics	Business Analytics	Sept 2011 / Oct 2011	Nov 2012	Nov 2012	SW Authorization: TBD	In progress
 1 Labs [®] Total Security Intelligence	IBM Security Solutions	Oct 2011 / Oct 2011	TBD	TBD	SW Authorization: TBD	TBD
Platform Computing	STG Software	Oct 2011 / TBD	TBD	TBD	SW Authorization: TBD	N/A
 CURAM [®] SOFTWARE <small>Custom to IBM for "care & protection"</small>	Industry Solutions	Dec 2011 / Dec 2011	TBD	TBD	SW Authorization: TBD	TBD
DemandTec	Industry Solutions	Dec 2011 / TBD	TBD	TBD	SW Authorization: TBD	TBD
Emptoris Inc.	Industry Solutions	Dec 2011 / TBD	TBD	TBD	SW Authorization: TBD	TBD
 GREENHAT	Rational Software	Jan 2012 / Jan 2012	TBD	TBD	SW Authorization: TBD	TBD

„Nedávné“ akvizice v oblasti information management a business analytics



- Říjen 2009
- Světový leader v oblasti predictive analytics
- Obsahuje sběr dat, statistiky, modelování a nasazení
- Zachytává lidské nálady, chování a názory a predikuje budoucí chování
- V ČR zastoupeno společností Acrea (SPSS ČR)



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IBM to Acquire SPSS Inc.

Who are my most profitable customers?

What do my customers really think about my products & services?

Who negatively affects my bottom line?

How can I attract more like them?

What are they saying online?

Who is thinking about leaving me for a competitor?

Do you really know your customers?



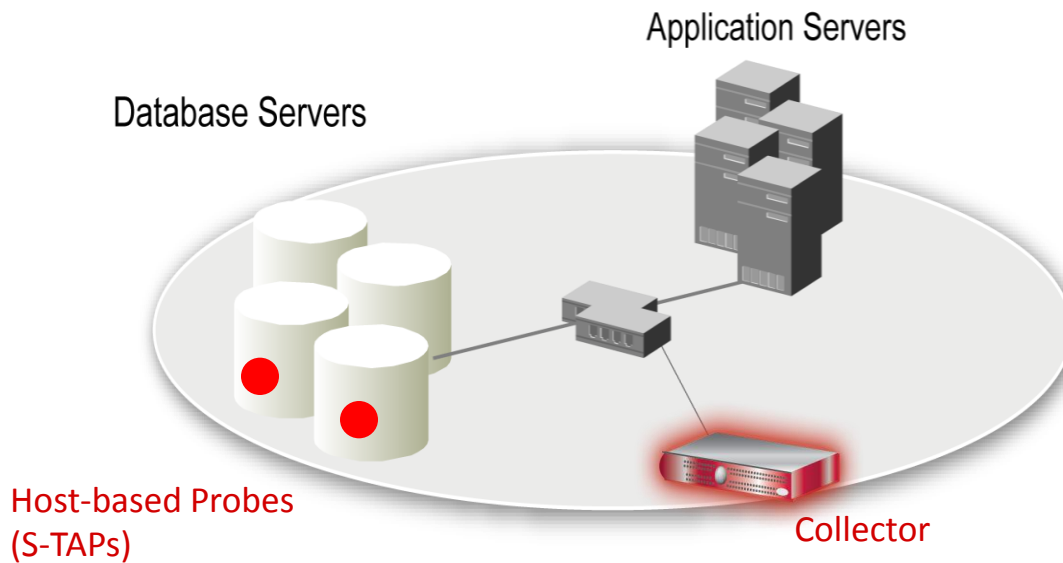
SPSS NEWS
News
IBM to Acquire SPSS Inc.

New Release
PASW Data Collection

Video
Fight Crime with SPSS Inc.

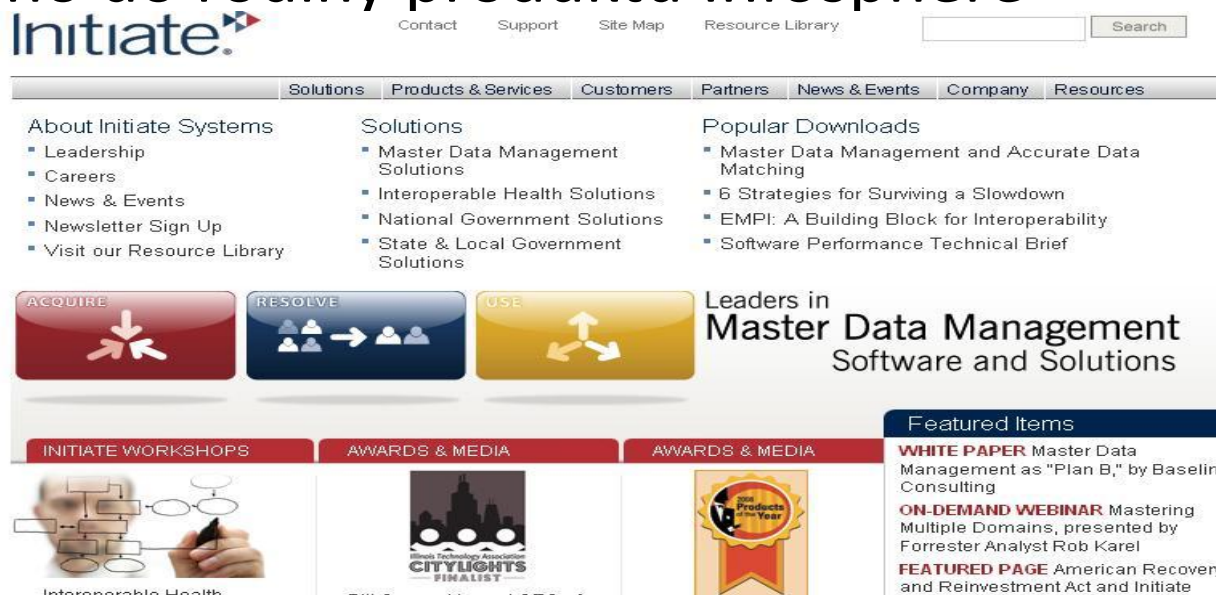
DIRECTIONS
Directions
2009 North American Conference

Announcing
PASW Statistics 18



- Non-invasive architecture
 - Outside database
 - Minimal performance impact (2-3%)
 - No DBMS or application changes
- Cross-DBMS solution
- 100% visibility including local DBA access
- Enforces separation of duties
- Does not rely on DBMS-resident logs that can easily be erased by attackers, rogue insiders
- Granular, real-time policies & auditing
 - *Who, what, when, how*
- Automated compliance reporting, sign-offs & escalations (SOX, PCI, NIST, etc.)

- Březen 2010
- Initiate se zaměřuje na správnost a důvěryhodnost dat a master data management
- Zaměřuje se zejména na zdravotnictví a státní organizace, kde pomáhá spravovat a organizovat data z různých zdrojů
- Začleněno do rodiny produktů Infosphere

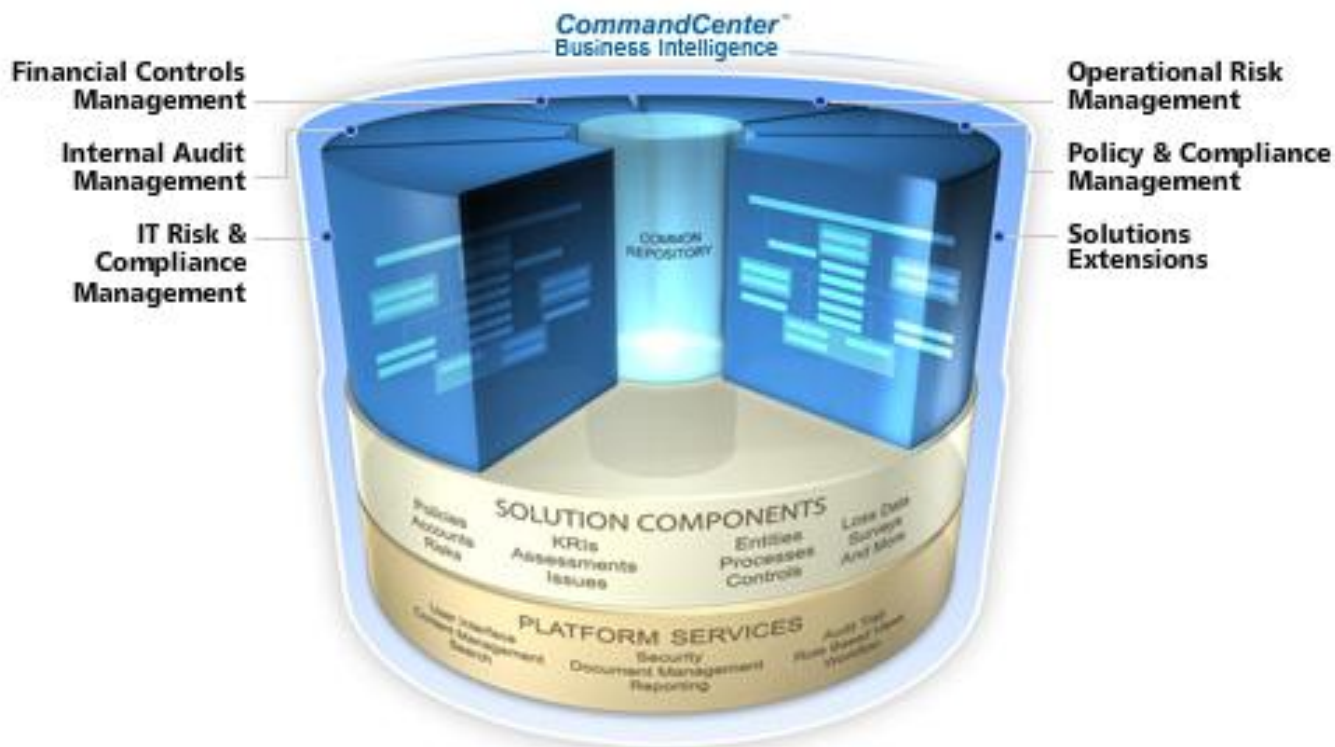


The screenshot shows the Initiate Systems website interface. At the top, the 'Initiate' logo is on the left, and navigation links for 'Contact', 'Support', 'Site Map', and 'Resource Library' are on the right. A search bar is also present. Below the navigation is a horizontal menu with categories: 'Solutions', 'Products & Services', 'Customers', 'Partners', 'News & Events', 'Company', and 'Resources'. The main content area is divided into three columns. The left column, 'About Initiate Systems', includes links for 'Leadership', 'Careers', 'News & Events', 'Newsletter Sign Up', and 'Visit our Resource Library'. The middle column, 'Solutions', lists 'Master Data Management Solutions', 'Interoperable Health Solutions', 'National Government Solutions', and 'State & Local Government Solutions'. The right column, 'Popular Downloads', lists 'Master Data Management and Accurate Data Matching', '6 Strategies for Surviving a Slowdown', 'EMPI: A Building Block for Interoperability', and 'Software Performance Technical Brief'. Below this is a section with three buttons: 'ACQUIRE' (red), 'RESOLVE' (blue), and 'USE' (yellow), each with an icon. To the right of these buttons is the text 'Leaders in Master Data Management Software and Solutions'. At the bottom, there are three red-bordered boxes: 'INITIATE WORKSHOPS' with a person drawing a diagram, 'AWARDS & MEDIA' with a 'CITYLIGHTS FINALIST' award logo, and another 'AWARDS & MEDIA' box with a '2nd Products of the Year' award logo. On the far right, a 'Featured Items' section lists a 'WHITE PAPER' on Master Data Management, an 'ON-DEMAND WEBINAR' on Mastering Multiple Domains, and a 'FEATURED PAGE' on the American Recovery and Reinvestment Act.

- Srpen 2010
- SW na digitalizaci dokumentů a na zachycení nestrukturovaných informací
- Zachycení, správa a integrace všech forem obsahu ve společnosti
- Vhodná náhrada např. Kofax, Captiva
- Vhodný doplněk spisových služeb a Filenet řešení



- Říjen 2010
- Compliance a risk management software
- Pomáhá organizacím spravovat rizika v různých oblastech – operativní náklady, finanční controlling, IT, interní audit

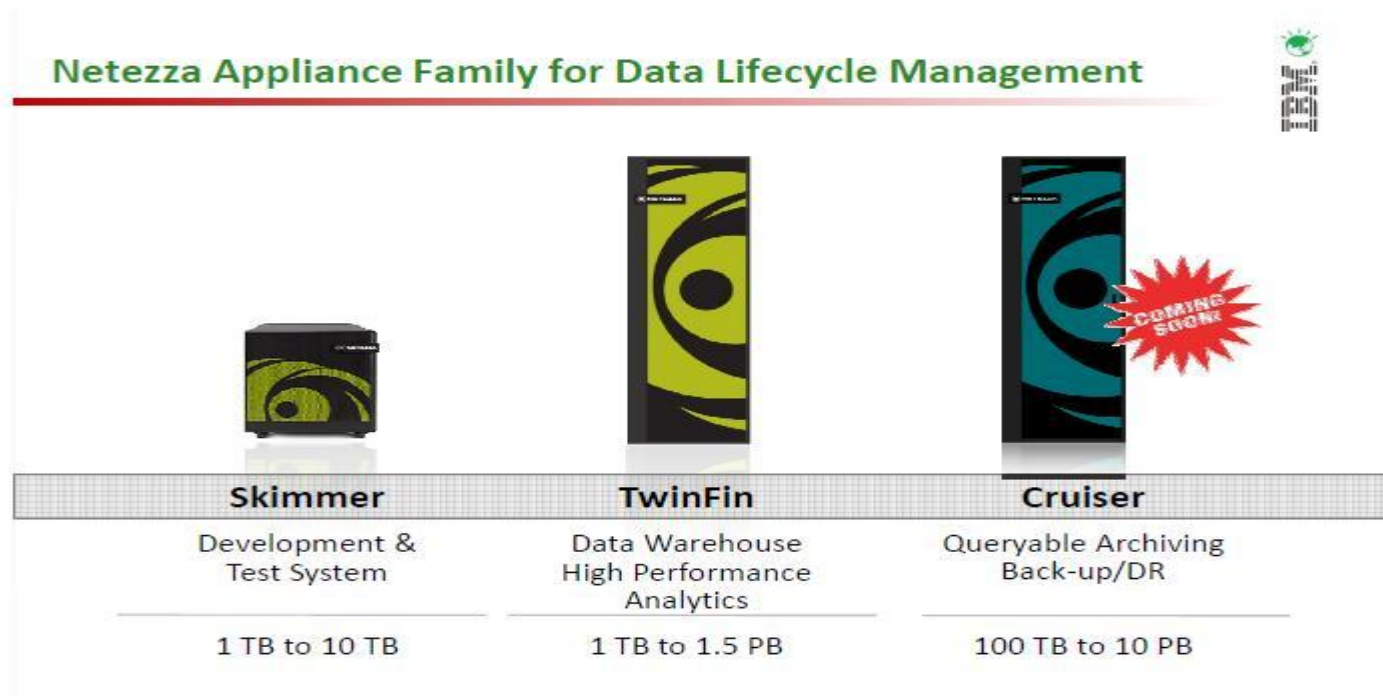


- Říjen 2011
- Financial risk management software
- Pomáhá bankovním institucím proaktivně spravovat rizika a adresně aplikovat změny
- Spolu s další akvizicí OpenPages dává zákazníkům kompletní nabídku na řízení rizik – risk management

Algorithmics



- Listopad 2010
- BI appliance – kombinace HW+SW
- Přináší zákazníkům rychlé, jednoduché a efektivní řešení v případě potřeby vysokorychlostních analytických a ad-hoc dotazů



- Odkaz na IBM stránky s akvizicemi:

https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/swg_com_sfw_acquisitions_index