



Business depends on integration

CRM

- Integrating all customer information cross-enterprise with purchased demographics to personalize all customer interactions for improved customer loyalty
- E-business
 - Delivering new services over the Web integrated with core business processes

Portal

Enhancing value of Web site with integrated and targeted information to increase site stickiness.

B2B

Integrating manufacturing availability and shipping capability with order processing for fastest delivery

Business Intelligence

Integrating cross-divisional sales information with demographics to mine buying patterns and increase revenues

Consolidation

Reducing the risk and cost of executing mergers and acquisitions through effective integration of incompatible systems and infrastructures

Operational efficiency

► Integrating process steps eliminating unnecessary work and delay IBM Software Group



- Biggest implementation barriers to date:
 - ► End user adoption
 - Inability to adequately leverage legacy data
- Top candidates for future CRM expenditures:
 - ► Mobile/wireless , and voice access

Multi-channel integration capabilities

-- June, 2001 study by YouCentric & WebSurveyor of 250 business execs responsible for e-business and CRMS



What the Analysts are Saying

IBM

The rapidly changing economic climate is driving the need for improved access to information, flexible analytical capabilities, and formal information inventories.

Enterprises lacking integrated analytical data stores (or heterogeneous data access) will have difficulty altering strategies without potentially creating corporate imbalance.

Furthermore, successfully analyzing indeterminate business events requires analytic horsepower and functionality beyond most so-called "business intelligence" tools.

During 2002/03, enterprises with experience and technology to monitor business events for altered/emerging trends, as well as the management agility to exploit them, will become industry leaders. An enterprise's capacity to express its information value (and externalize it) will improve its attractiveness to partners and suitors.

Bottom Line: Organizations must improve their ability to assemble, analyze, and account for their information assets.

Meta Group Metafax 9/28/2001 IBM Software Group



What is Information Integration?

Information integration refers to a category of middleware which lets applications access data as though it were in a single database, whether or not it is. It enables the integration of data and content sources to provide real-time read and write access, to transform data for business analysis and data interchange, and to manage data placement for performance, currency, and availability.







Aventis

Vision

A leader in the discovery and development of innovative pharmaceutical products dedicated to improving life through the discovery and development of innovative products.

Challenge

Increase drug research efficiency and encourage interdisciplinary cooperation between chemists and biologists. Scientific users require integrated view of chemical & biological information stored in distributed Oracle sources, as well as external non-relational sources.

Solution

- DiscoveryLink provides federated access to Oracle databases and external sources such as genomics and proteomics data across four worldwide locations.
- ► Sophisticated scientific mining algorithms

Business Value

Increased research productivity leading to drug innovation and reduced time-to-market

Competitive Value

"DiscoveryLink allows us to access and mine the physical data in a way never before possible, significantly speeding up the drug discovery and development process." -- Peter Loupos, Global





Crystal Decisions

Vision

As a world-leading information infrastructure company, Crystal Decisions helps businesses make better decisions by bringing together their people and their information.

Challenge

Improve response time for complex queries over distributed heterogeneous data sources

Solution

Relational Connect provides transparent, globally optimized access to heterogeneous, distributed data. Crystal Reports accesses the distributed data as if it were a single database. Response time improvement of up to 98% seen in house.

Business Value

"Users can provide coherent reporting accessing non-DB2 data sources and discover new ways to meet the information needs of their organizations. And the more information business analysts can incorporate into their views of their company's activities, the more effectively they can steer their companies in the direction of higher profits." - Janet Wood, vice president of business development, Crystal Decisions.

Competitive Value

"DB2 Relational Connect provides Crystal Reports with the fastest federated querying capability on the market today." -Trevor Smith, Program Manager, Business Development Group, Crystal Decisions













IBM Information Integration

- Integrate data and content without moving the data or changing the platform
 Access diverse and distributed data as though it were in a single database, whether or not it is
- Make more progress, more quickly, at a lower cost
 - ► Reduce coding requirements that integrate diverse data tenfold or more
 - Deploy current skills over a greater range of project requirements
 - ► Complete integration projects faster
- With more freedom to do it the way you fl like to
 - Centralize or cache information for availability or performance needs
 - ► Manage distributed access to data that must remain in place
- With more confidence that it will work
 - ► Rely on 25 years of query optimization research and development for a scalable infrastructure
 - ► Integrate with IBM WebSphere integration technologies for a complete business integration infrastructure
- With better protection of your current and future IT investments
 - ► Base investments on industry standards
 - ► Reduce the need to rip and replace systems to make it work together
 - ► Create a strategic, reusable, and open information integration platform

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LHM

Flexible access with standard APIs

- SQL
 - Familiar language with widely deployed skills
 - ► Rich analytical capabilities
 - Traditional database clients
 Extensions for XML data (SQL/XML)
- XML
 - ► Emerging standard for interchange
 - ► XQuery XML Query Language
 - Based on a formal algebra
 IBM is co-submitter of XML Query specification (http://www.w3.org/TR/xquery/)
 - Exploit unique features within XML data model - hierarchy, sequence
 - ► Web services

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ZapThink

Financial Services Sector to spend \$8.3 Billion (US) on XML and Web Services by 2005 --ZapThink, March 2002

CLIENT

Data managemen

client

Customer client

application

CLIENT

client

Customer client

application

Data managem

SQL(X)

With XML Extender

UDFs and

SQL(X)

XQuery

SPG



SERVER

DB2

Server

Î

XML Extender

SERVER

DB2

Server

Relational

Storage

Relational

Storage

XML

Storage

Relational

Interface

Relational

Interface

XML

Interface

XML Technology

Object-relational implementation

- ► Store, retrieve, compose, decompose, validate, extract, transform
- ► Storage options
 - Store intact
 - Store as a collection of columns

Hybrid XML-relational store

- ► SQL or XQuery
- XML specific storage, query, indexing, privileges, transformation, schema, interfaces, search
- DB2 engine core attributes: scalability, availability, reliability, manageability











Multi-tiered Caching

- Improve query performance and availability
- Administrator defines Materialized Query Table
 - Precomputed or frequently used values
 - Any data from the federated system
 - Application indicates ability to use cache
 - Implicit or explicit use
- Developer enables cache use
 - ► If enabled, reads are handled from the cache, writes passed through to the source
 - ► If not, reads and writes passed through to source
- Cache refresh managed:
 - ► Manually
 - ► By replication
 - ► Various refresh strategies under design
- Flexible caching topologies supported



Replication

- Applications
 - Warehouse and ODS applications
 - Consolidation and distribution
 - ► Application integration
 - ► Availability management
- Heterogeneous replication
 - DB2, Oracle, Sybase, Informix, Microsoft, Teradata
- Table-based or transaction-consistent
- Point-in-time or continuous operation
- Embedded transformation
- Key investments
 - Transaction-based replication over MQ
 - ► Publish changes over MQ



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Insurance

- Business Problem
 - Operations efficiency and improving customer loyalty
- Challenge
 - One comprehensive set of Business Services that can be driven from internal applications and from interfaces that operate within the portals and web pages of customers and agents
 - Improved integration and reduced coupling between Business Services and back end systems
- Technical Requirements
 - Access to structured and unstructured data and core insurance applications
 - Interfaces to workflow, messaging and replication

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Manufacturing

- Business Problem
 - ► Consolidation
- Challenge
 - Improved integration of islands of information and back end systems
 - Reduced impact to existing infrastructure
 - Increase flexibility of access and analyses of existing information
- Technical Requirements
 - Access to structured and unstructured data
 - Access to applications (legacy, app packages)
 - Integration (wrapping) of workflow and messaging



Science





Summary

- Information integration
 - ► a key component of IBM fs business integration infrastructure
- Information integration enables integration of data and content sources for
 - ► Real-time read and write access
 - Transformation for business analysis and data interchange
 - ► Data placement for performance, currency, and availability
- IBM is well positioned to lead the market
 - ► 25 years R&D in query optimization
 - ► Complete portfolio of integration offerings
 - ► Customer experience and credibility IBM Software Group

