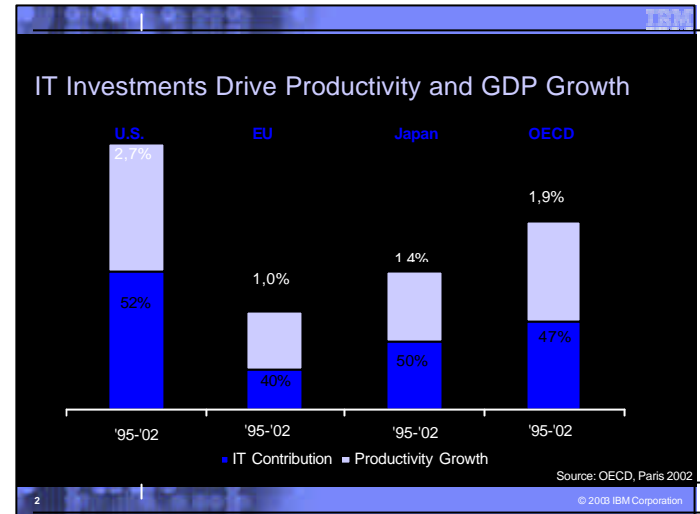


IBM

The On Demand Agenda

Piero Corsini,
Vice President
EMEA Public Sector





IBM

IBM's Vision: The 'on demand' era

Responsive

Variable

Resilient

Focused

On Demand Business

On Demand Operating Environment

New Financial Models



Open

Integrated

Virtual

Autonomic

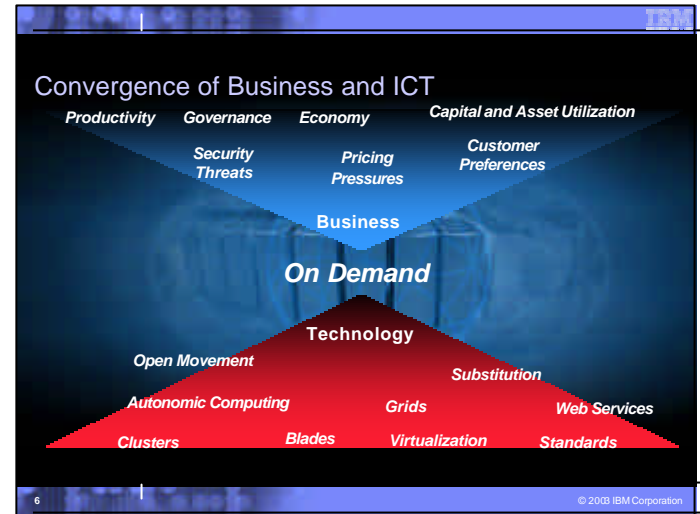
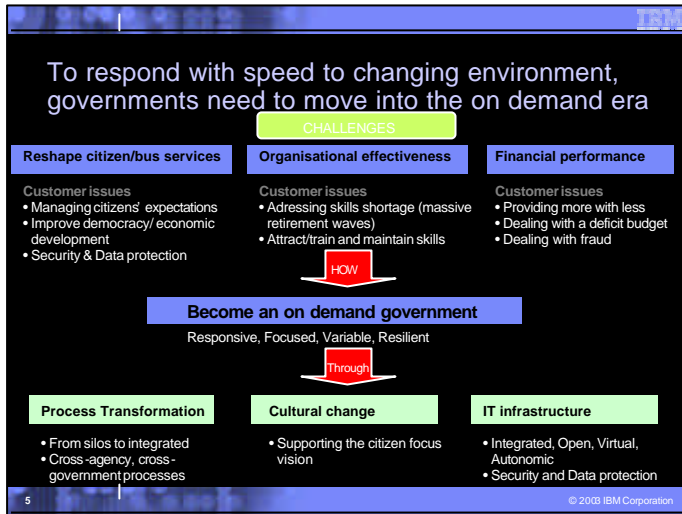
© 2003 IBM Corporation

IBM

IBM is an On Demand Reference

- **Benefits from Business Transformation (1998-2002):**
 - Since 1998, \$6.2B in benefits from ebusiness transformation (mainly supply chain integration)
 - Over past decade, IT spending cut by 31 percent even as IT infrastructure enhanced
 - 155 data centers reduced to 12 worldwide
 - 128 CIOs reduced to 1
- **Benefits from On Demand (2003 -)**
 - Additional \$5.0B savings for 2003 expected from supply chain integration with 33,000 supplier
 - Next Generation infrastructure will provide a **10% - 40% cost savings** over similar traditional infrastructures and services

© 2003 IBM Corporation



Thank you

Piero_Corsini@it.ibm.com

7 © 2009 IBM Corporation