



OS/2 Road Map to e-business

Transition Dynamics





Agenda

- Three Year Plan
 - Product and Services Plans
 - Purchase Model Changes
- Outlook After Three Years
 - Enabling Platform Independence
 - Effect on OS/2 Business
 - Proposed customer choices

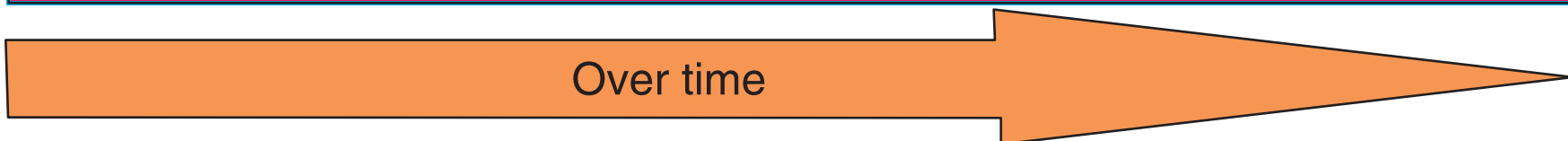




Product and Services Plans

e-business enablement: <ul style="list-style-type: none">• Java• Browser• TCP/IP• WebSphere Appl. Server• LDAP	e-business investment protection: <ul style="list-style-type: none">• Java• Browser• TCP/IP• WebSphere Appl. Server• ...	Client platform independence: <ul style="list-style-type: none">• Java client• Linux client• Windows client
WorkSpace On-Demand: <ul style="list-style-type: none">• Windows NT Client Manager• WSoD Server / Client• Boot client• Managed flexibility	Cross Platform WorkSpace On-Demand: <ul style="list-style-type: none">• Windows NT server• Linux server• ...	Server platform independence <ul style="list-style-type: none">• Linux server• Windows NT server• Warp Server for e-business

Java and Migration Tools and Services
Hardware and Device Driver Support
Maintenance support
Service Extension (SE) & Total Content Offering (TCO)





Purchase Model Changes

- No charge

- Java 1.1.X
- Communicator 4.5

- Passport Advantage subscription

- Java 2 and beyond
- Communicator 5 and beyond
- WebSphere 3 and beyond
- Warp Server for e-business enhancements (TCP/IP, LDAP...)
- WorkSpace On-Demand (cross-platform)

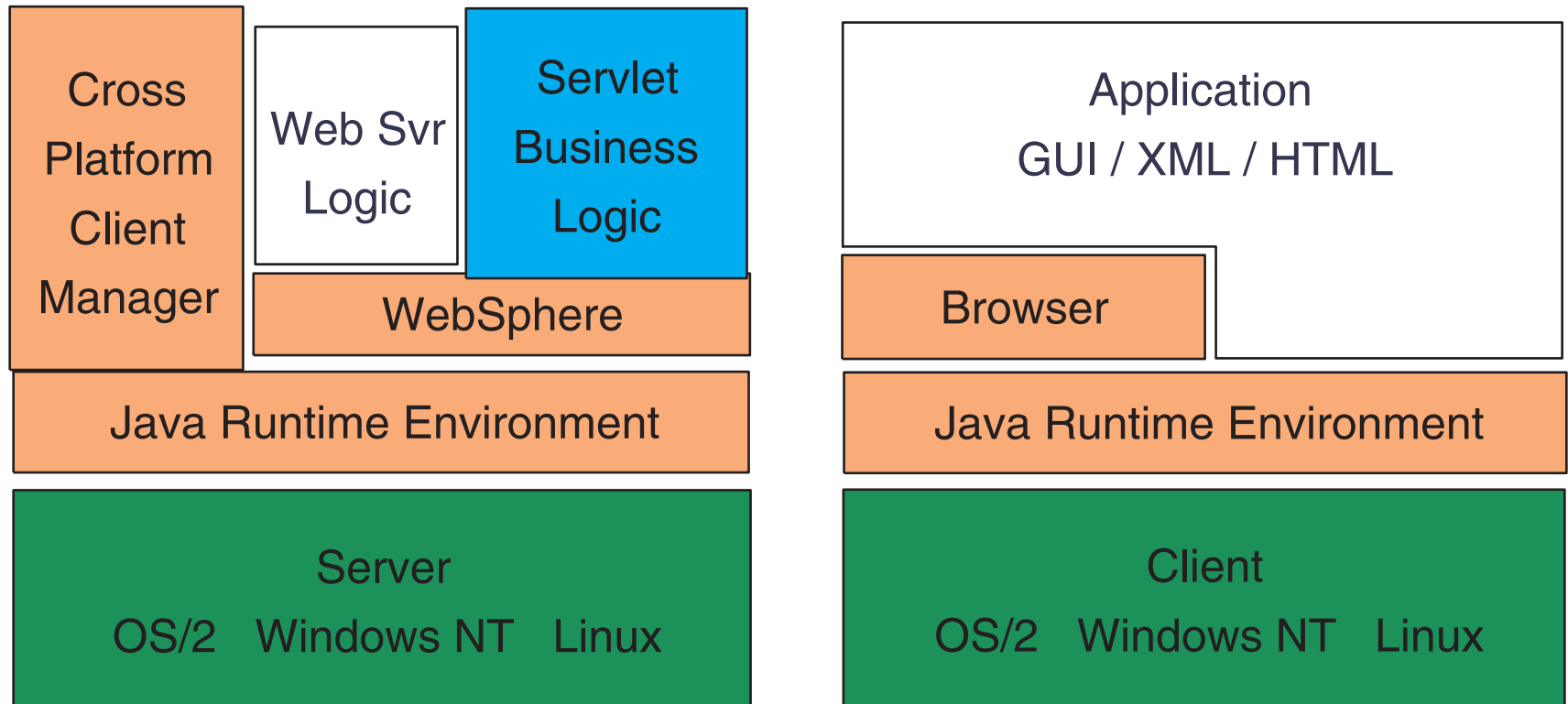
- Services Offerings

- e-business transformation (cross-platform)
- Service extensions, Total Content Offering
- Custom enhancements



Enabling Platform Independence

Application Framework for e-business





Effect on OS/2 Business

- Expected marketplace trends
 - Continued server consolidation
 - Continued emphasis on Windows NT
 - Increasing emphasis on Linux
 - Decreasing emphasis on OS/2
- Some customers will migrate to other platforms
 - Industry-wide support (incl. IBM)
 - Availability of skills and resources
- Some customers will exploit e-business on OS/2
 - Known stability characteristics
 - Complete IBM software stack



Customer Choices In Three Years

- Continue e-business on OS/2

- Passport Advantage subscription
- e-business exploitation services
- Price will rise as volume declines

- Move to e-business on other platforms

- NT, Linux primary choices on Intel
- e-business exploitation services
- Broader hardware/software choice
- Linux operating system is "free"

- Move to proprietary model on other platforms

- Services engagements only
- Most expensive and disruptive





Summary

- IBM will deliver e-business enablement for OS/2 for at least three years
- Passport Advantage subscription is required to make the transformation
- IBM will provide e-business transformation services for OS/2 and other platforms
- Application framework for e-business and IBM middleware will enable platform independence
- Price of e-business exploitation on OS/2 will rise as volume declines
- IBM will fundamentally support customer choice

