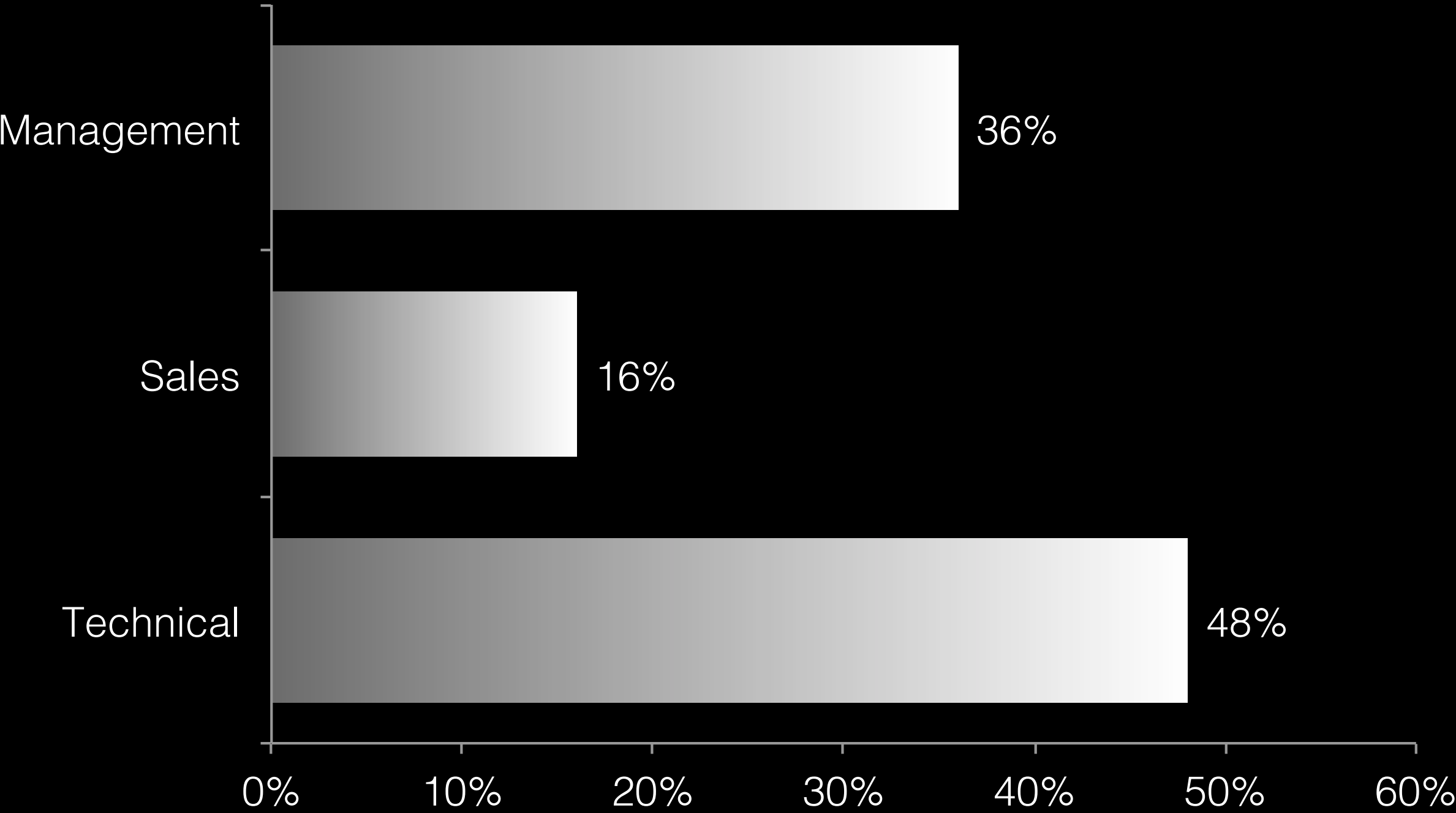


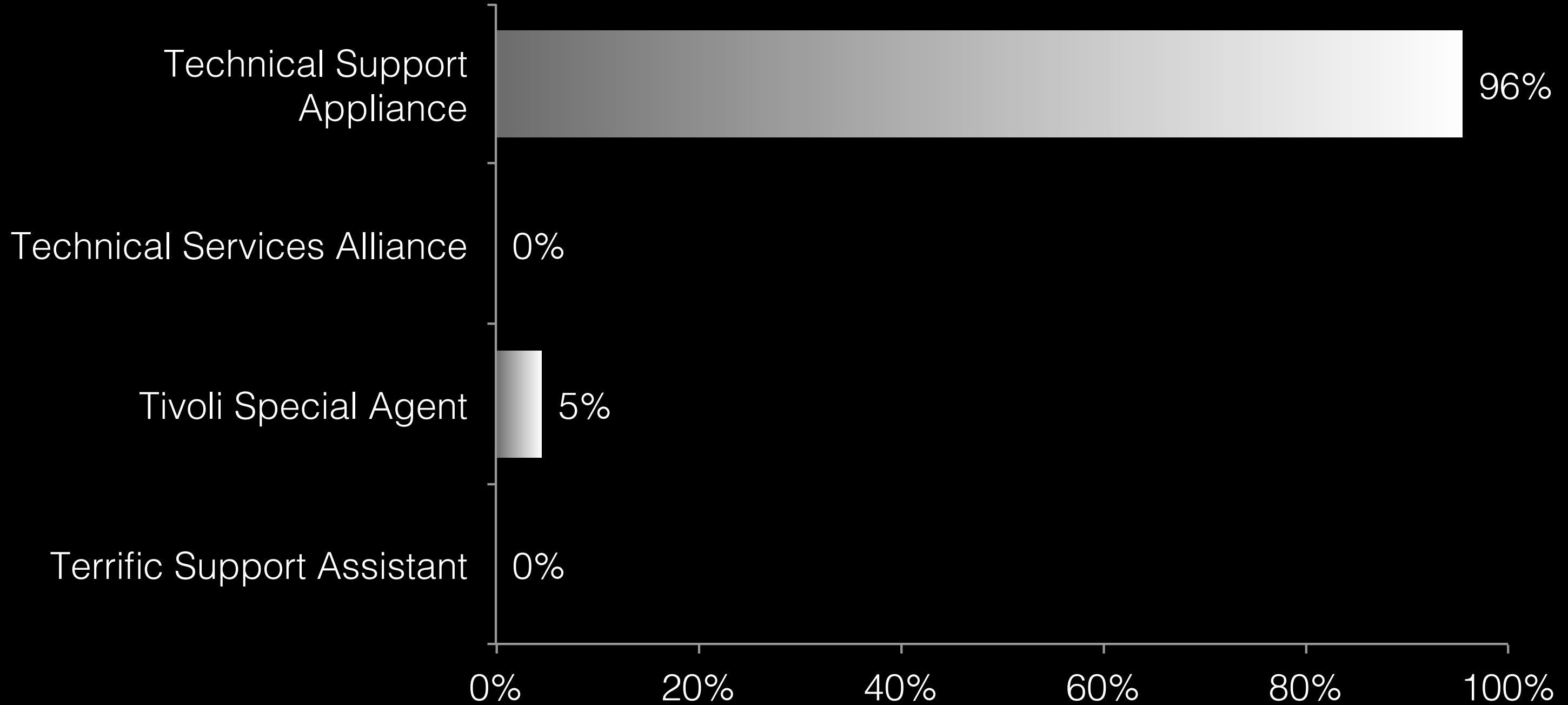
OPSV

Do you provide a 'technical', 'sales' or 'management' function

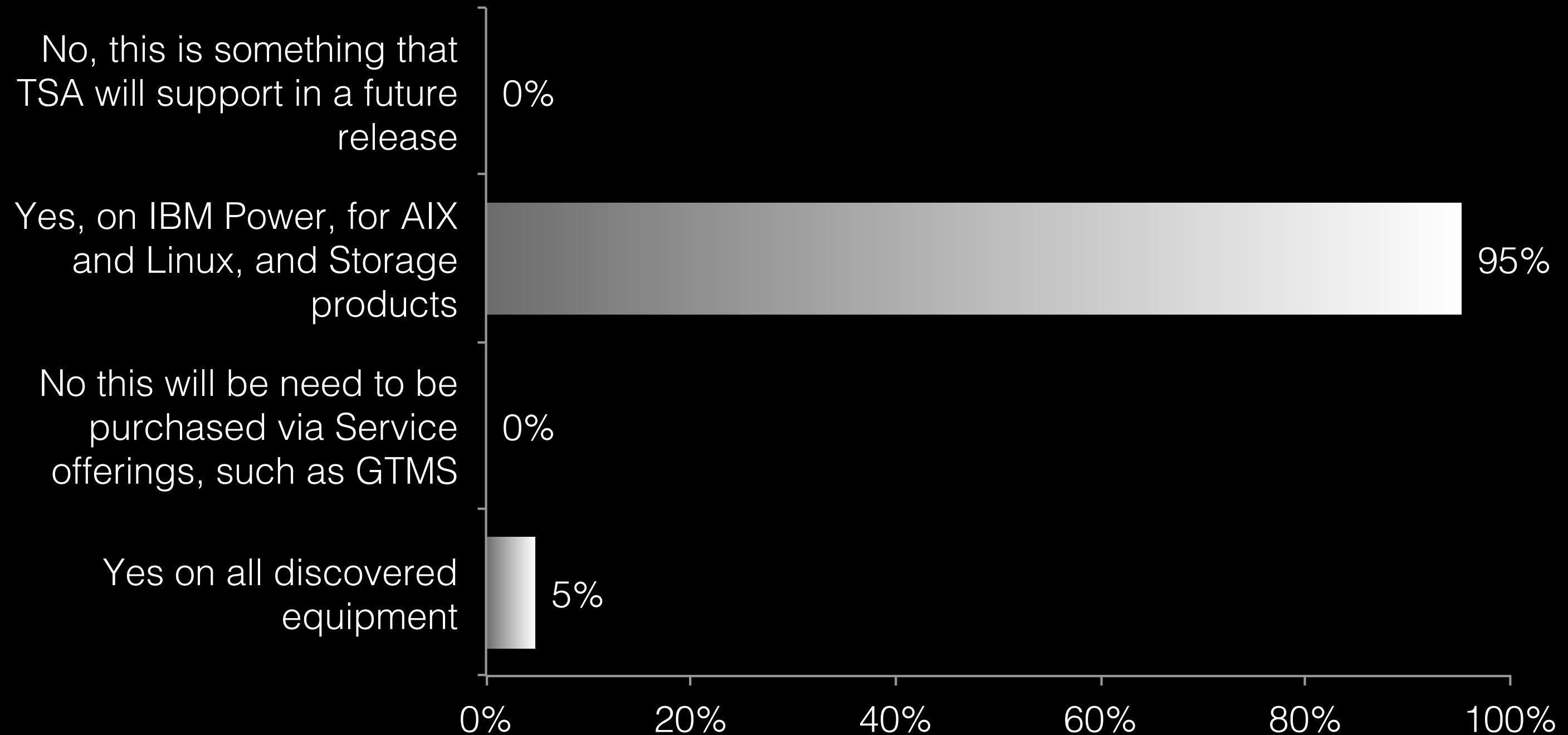


Technical Support Appliance (TSA)
IBM License Metric Tool (ILMT)

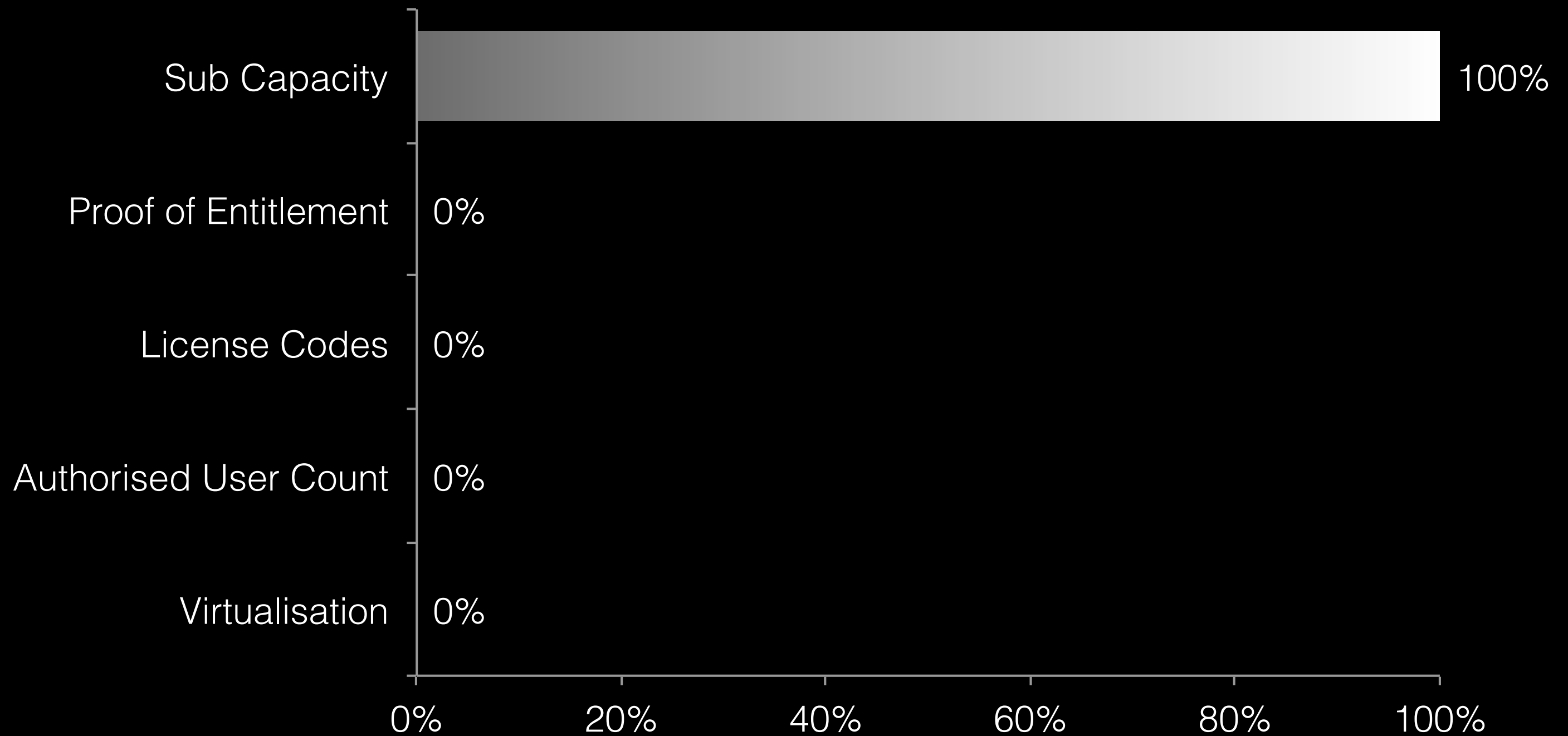
[TSA] What does TSA stand for?



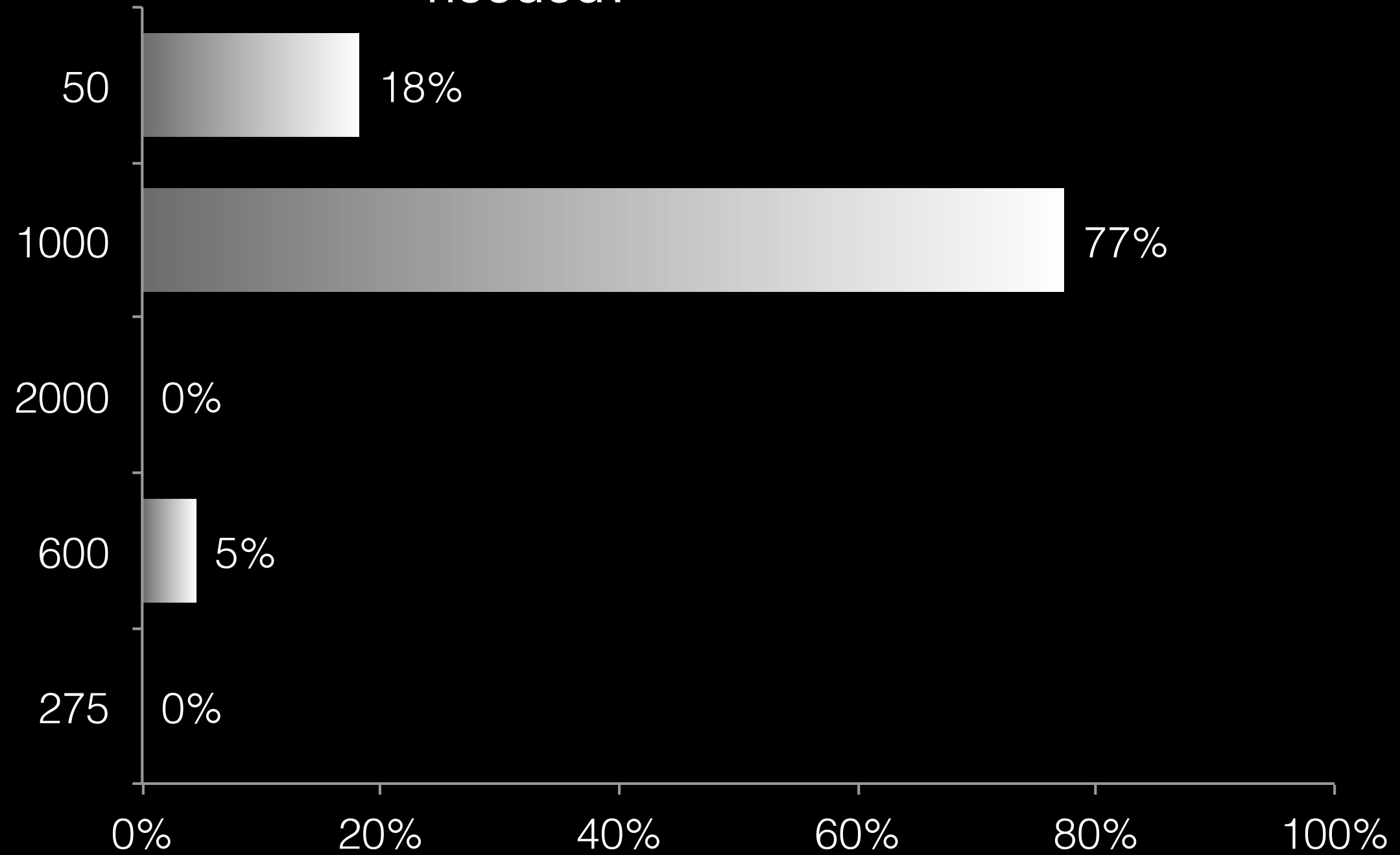
[TSA] Can TSA provide Machine Code recommendations?



[ILMT] What software licensing capability needs ILMT installed

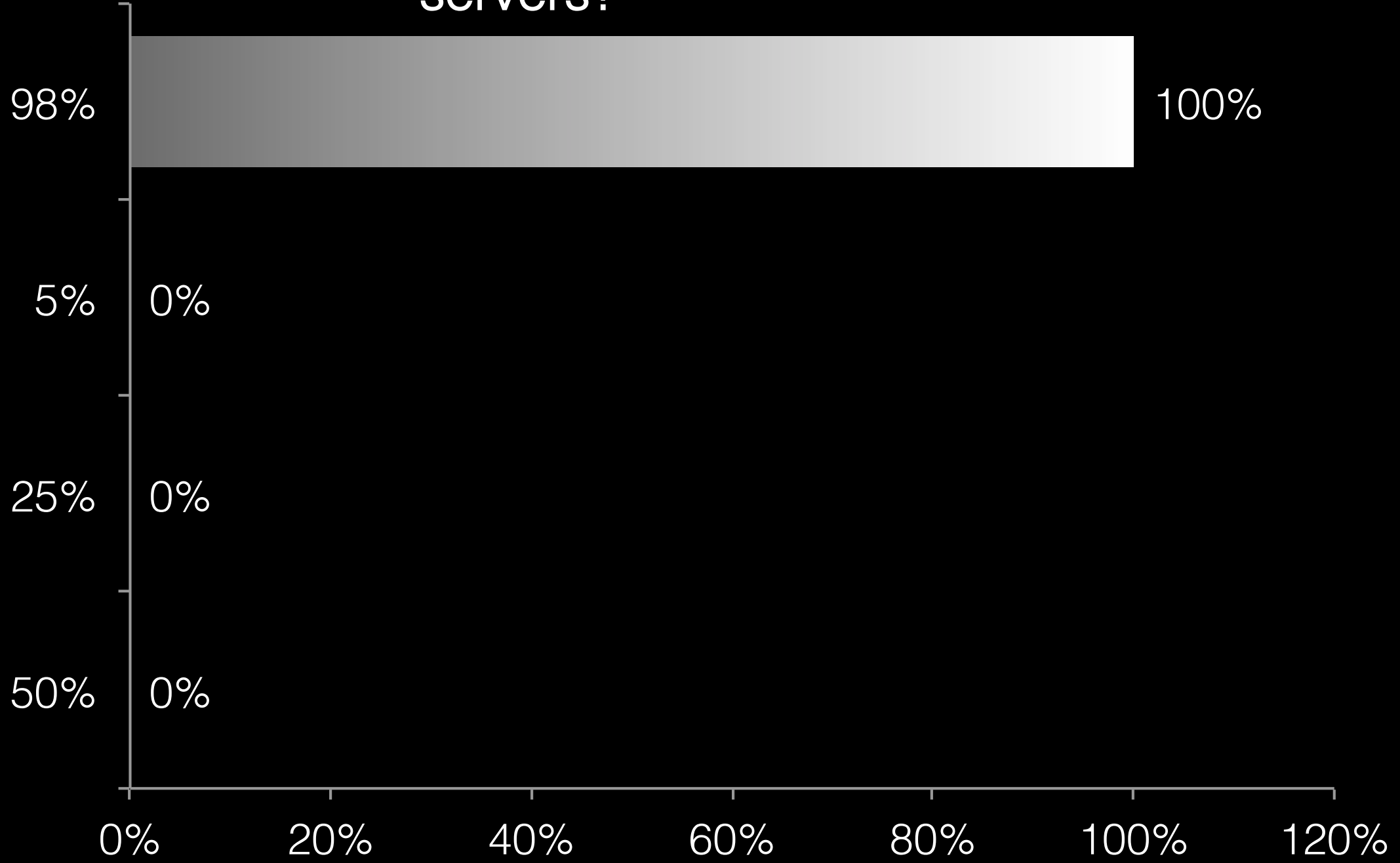


[ILMT] How many employees do you need to have ILMT to be needed?

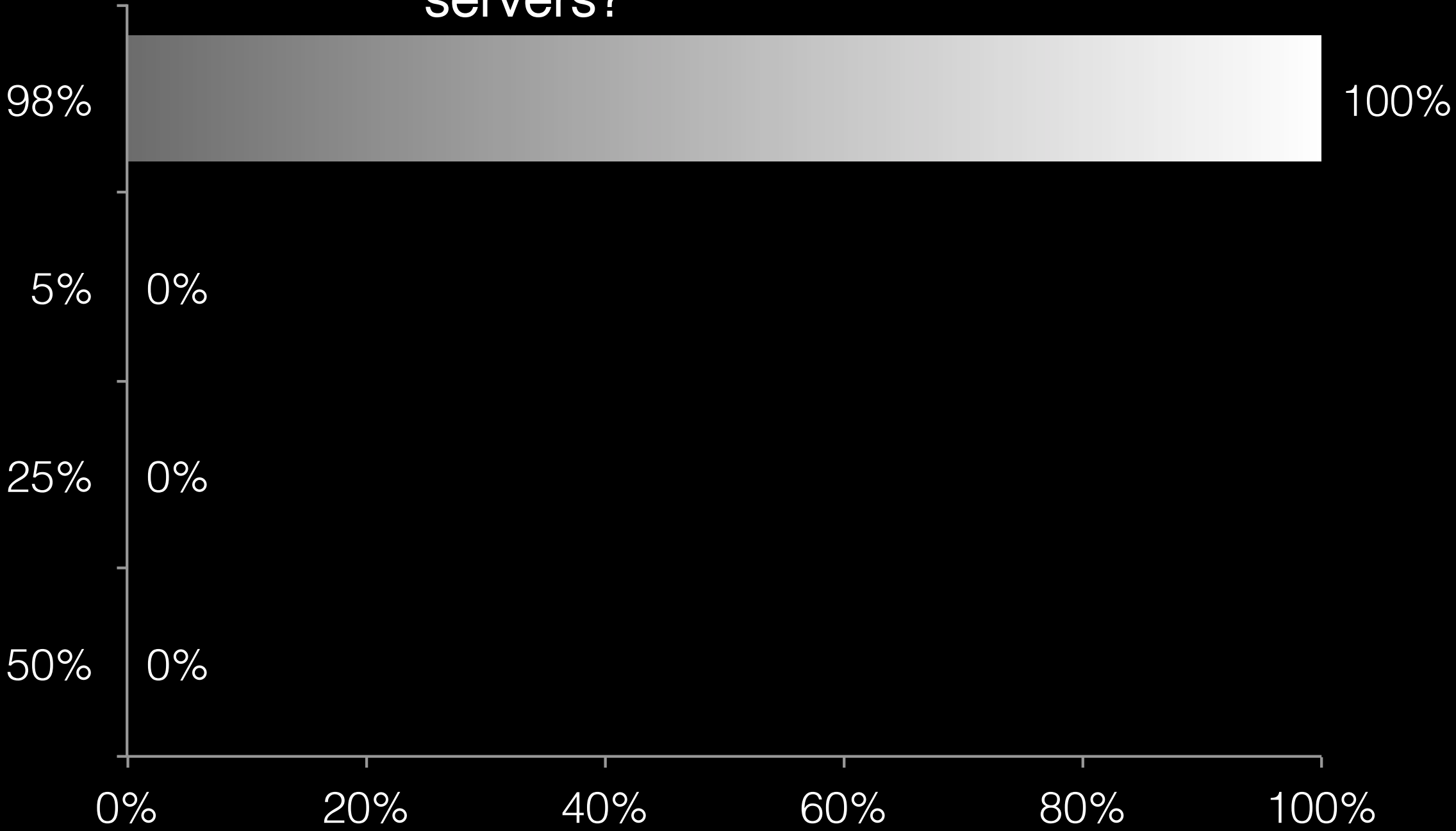


IBM x86, X6, Flex, Storwize and Flash

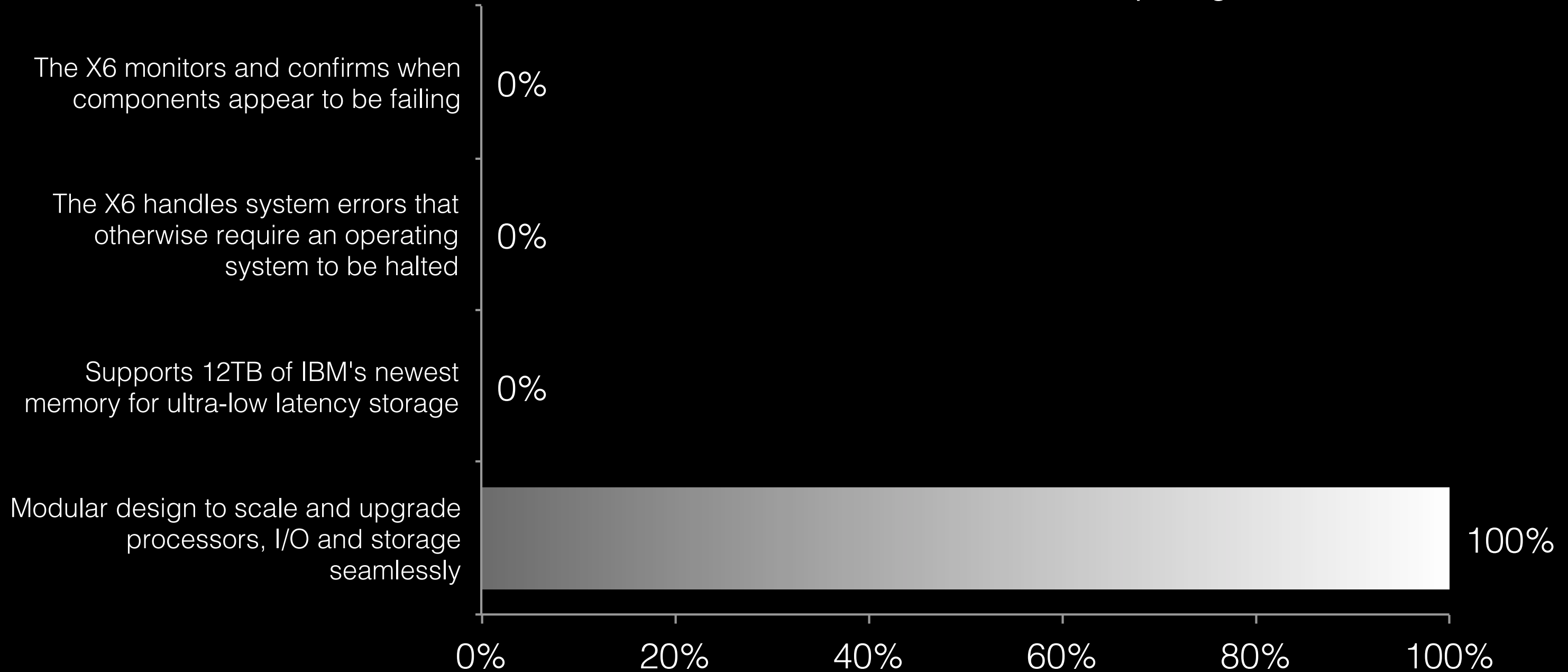
[x86] What percent of all servers shipped today are Intel x86 servers?



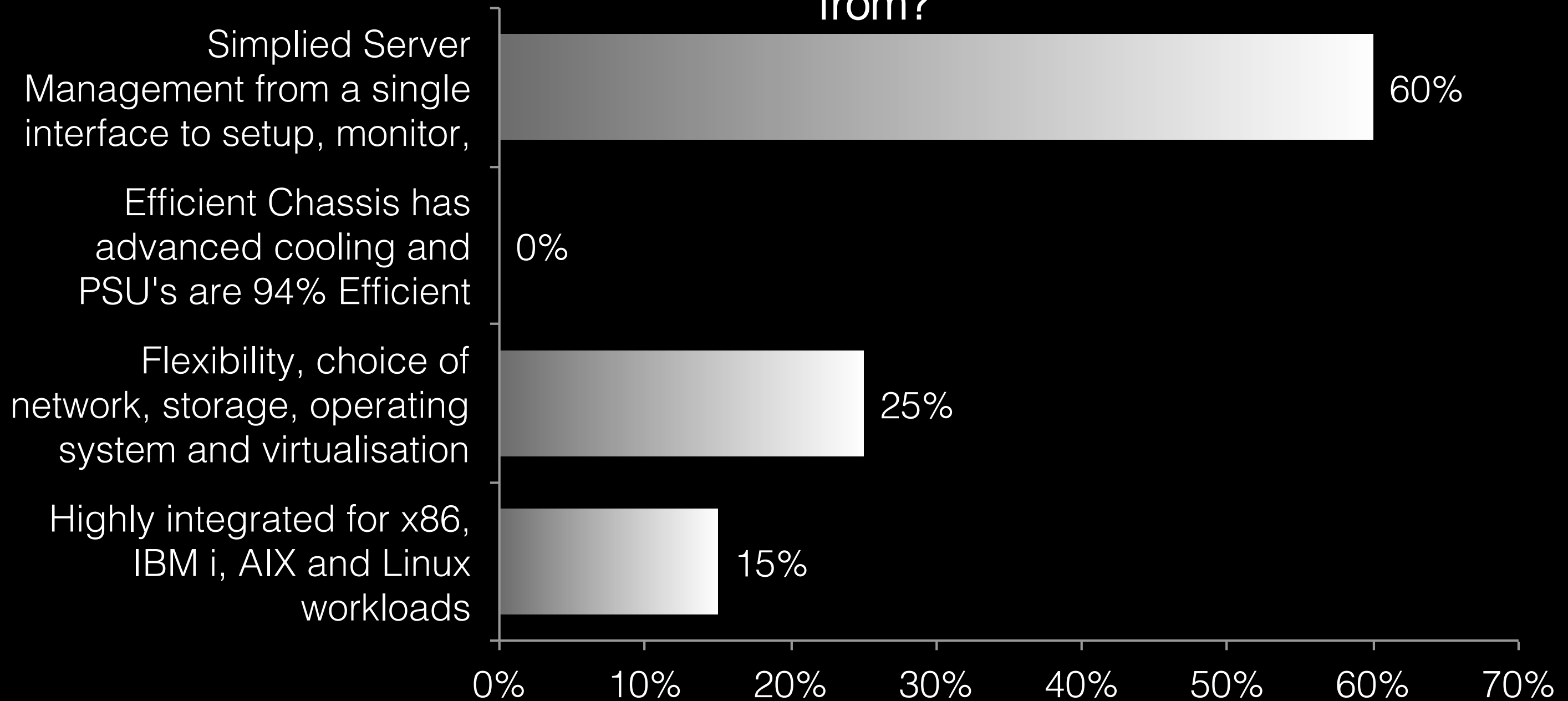
[x86] What percent of all servers shipped today are Intel x86 servers?



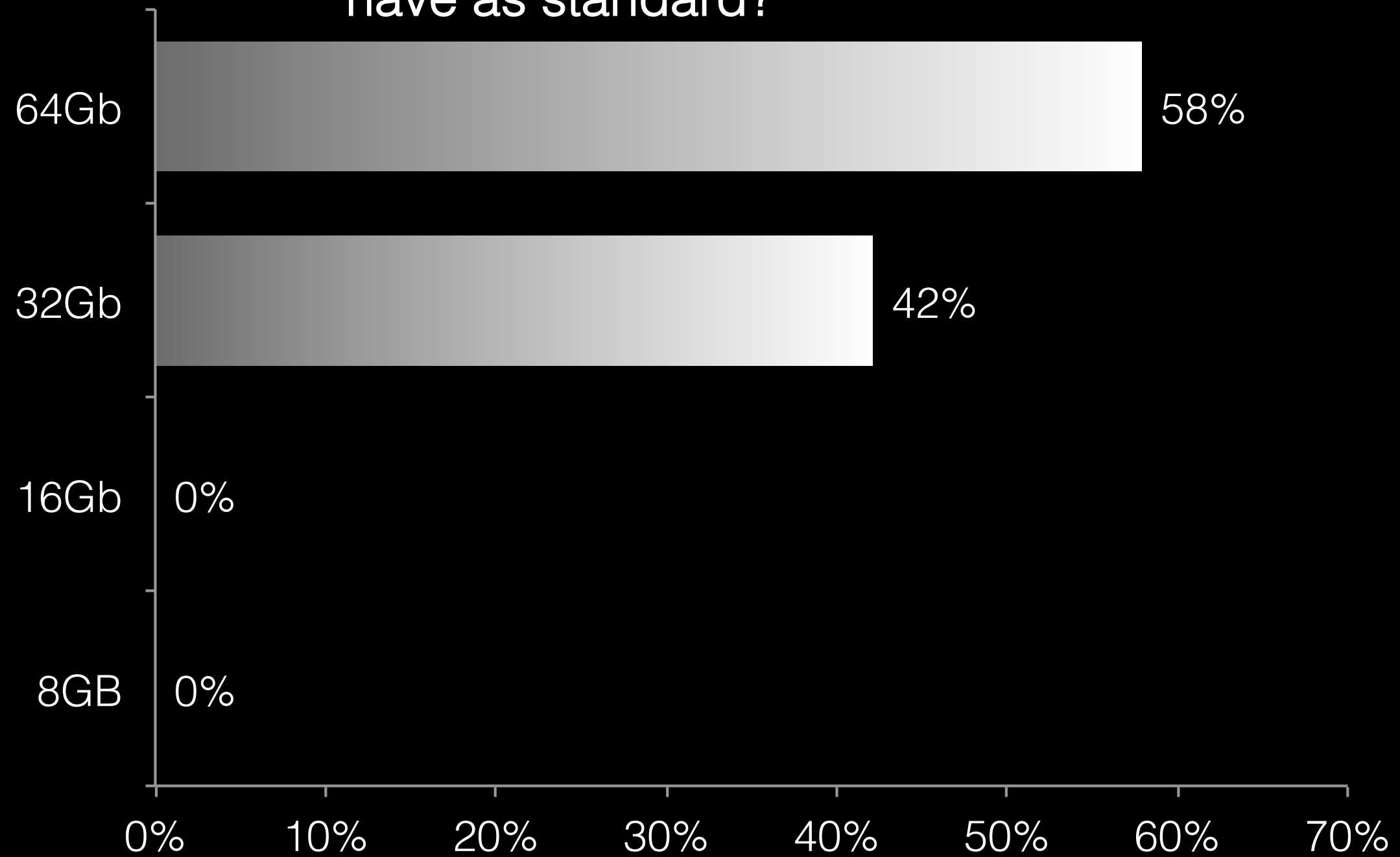
[x6] With features should as RAS, memory capacity and eXFlash storage, X6 is ideal for databases and virtualisation, but what feature makes a compelling TCO case?



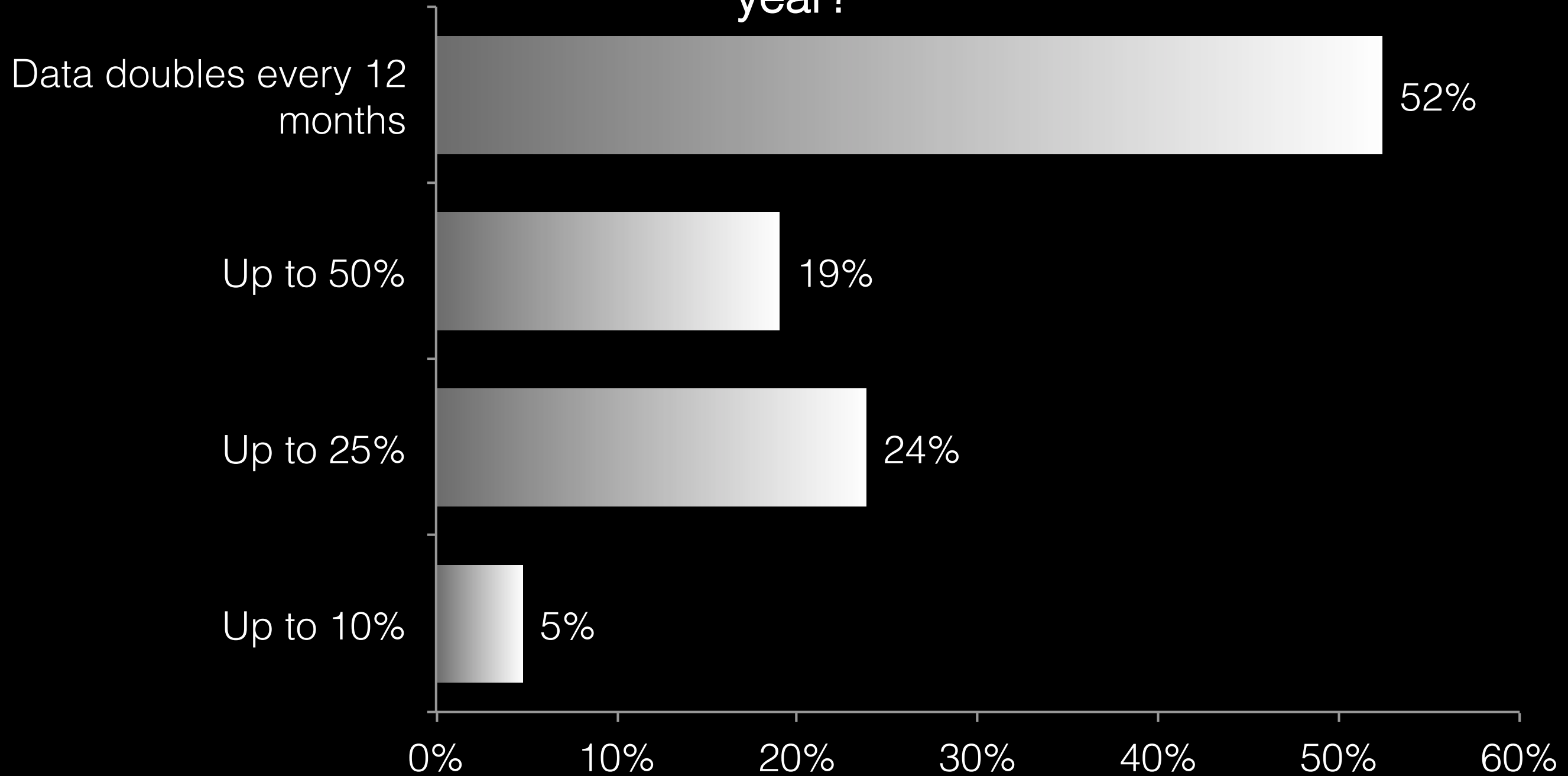
[Flex] Which Flex system feature would you see the most benefit from?



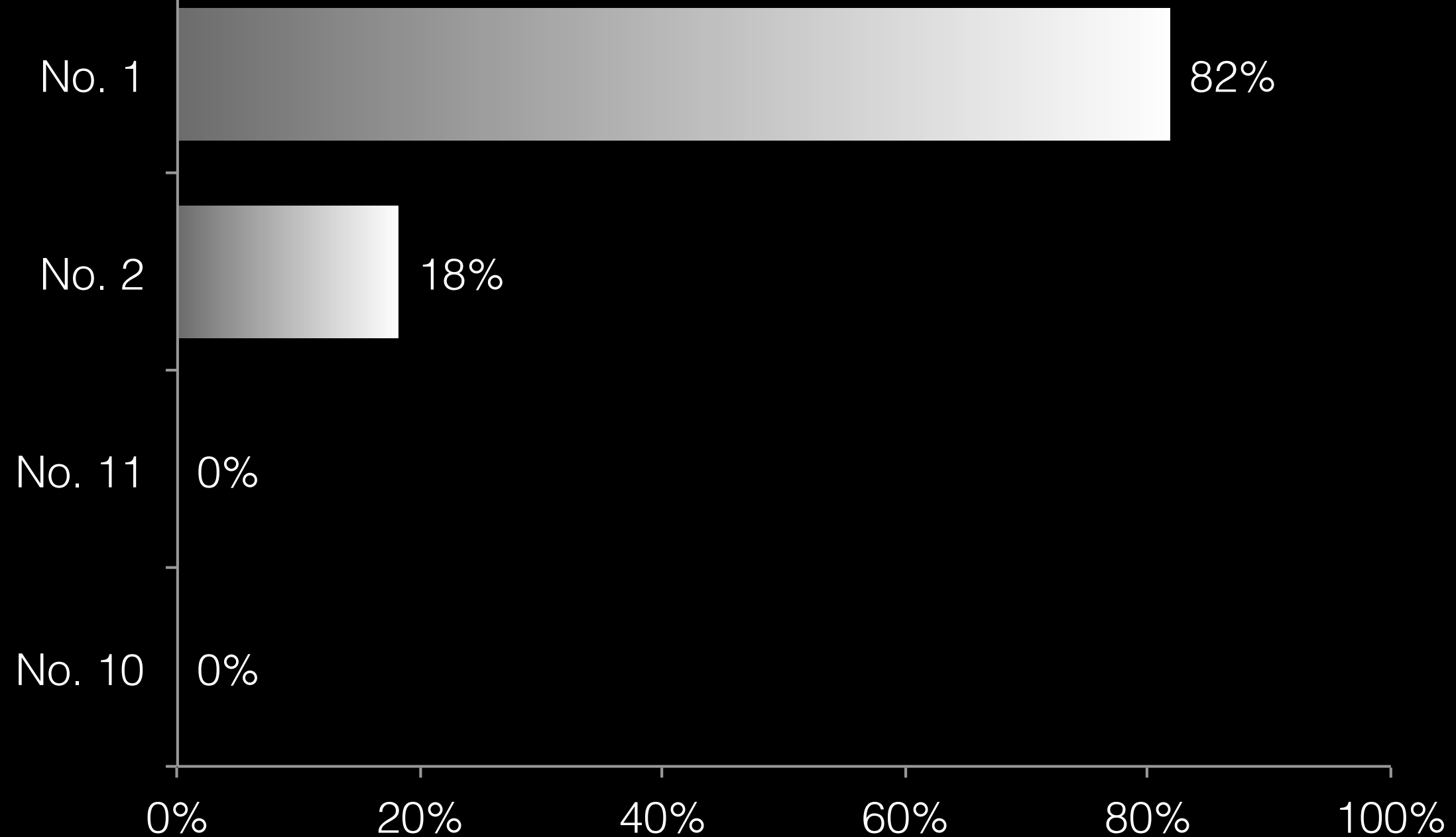
[Storwize] How many GB cache does a complete V7000 Gen2 have as standard?



[Storwize] By how much does your data grow on average per year?

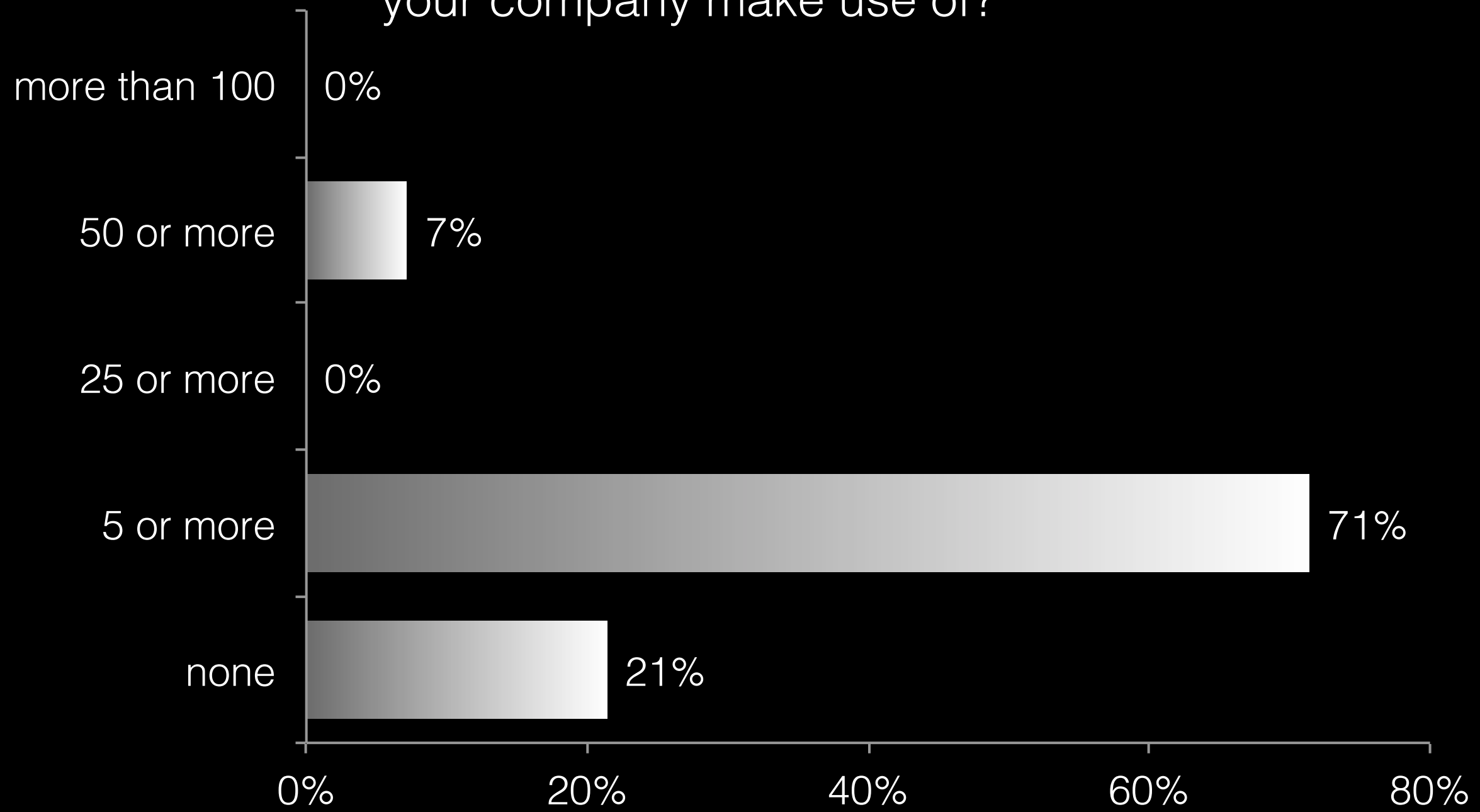


[Flash] In a recent report by Gartner, where was IBM Flash Systems ranked in terms of market share for all Flash solutions? *

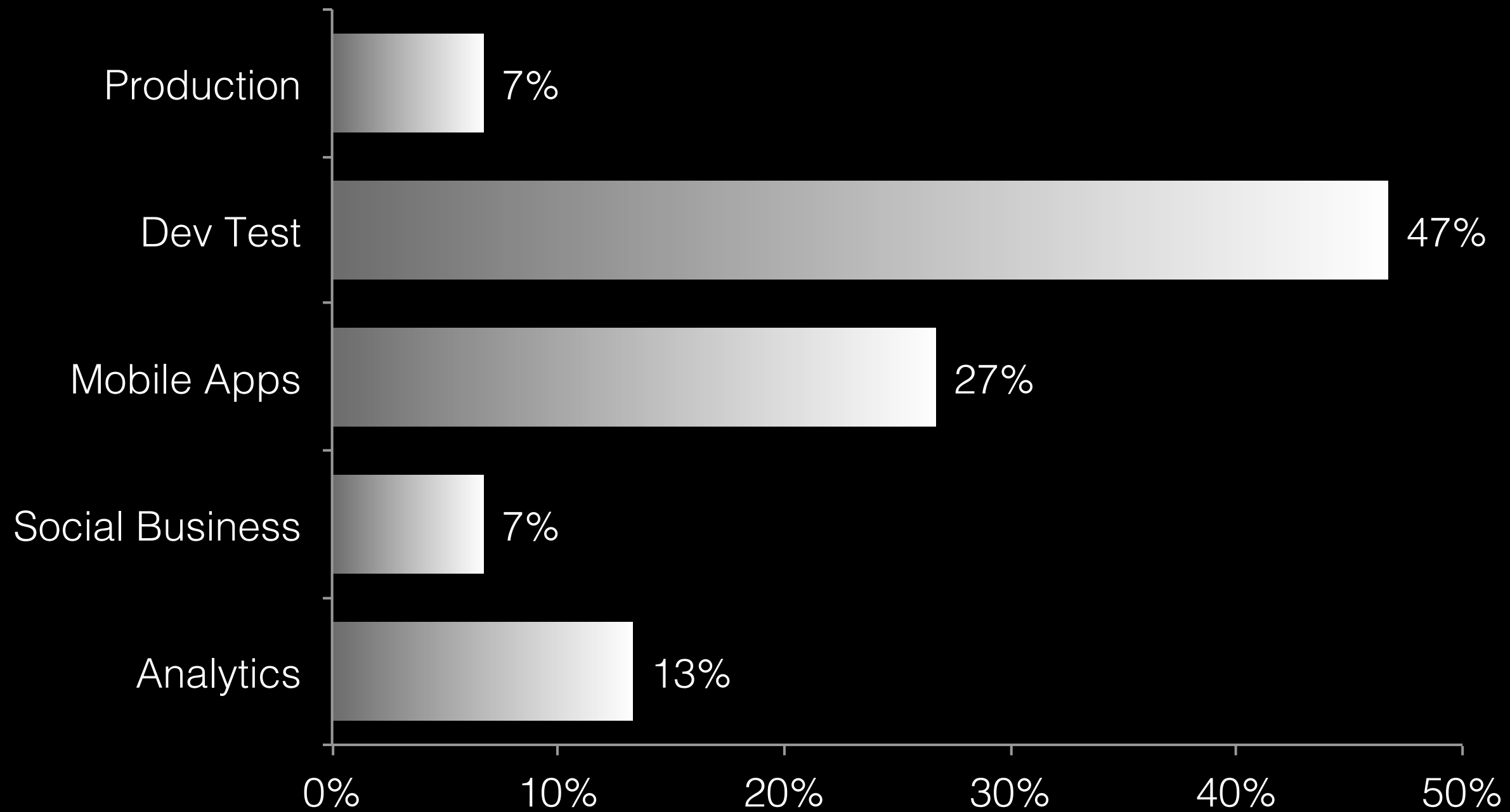


IBM Softlayer
Cloud Security

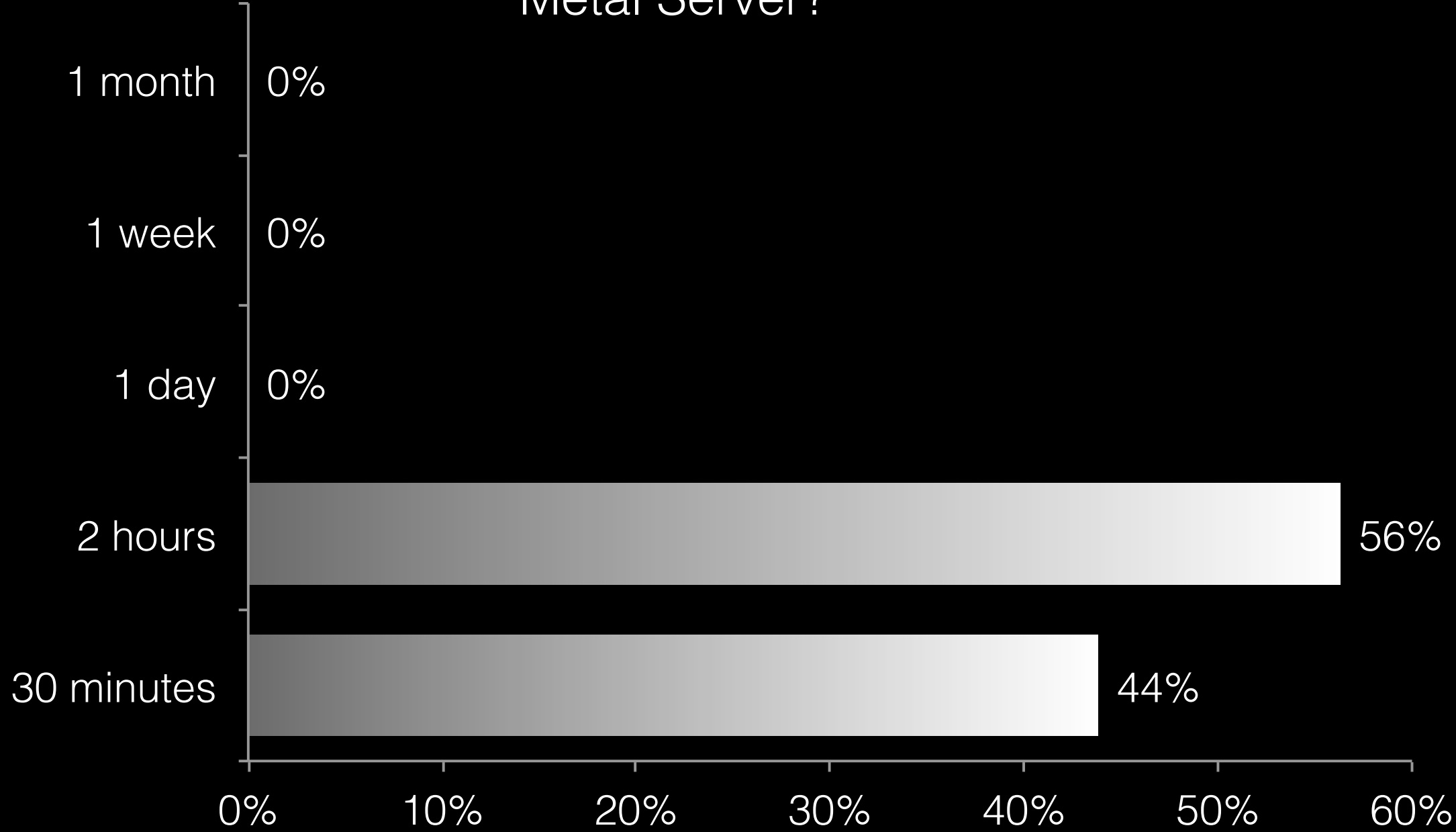
[SoftLayer] Roughly, how many cloud based applications does your company make use of?



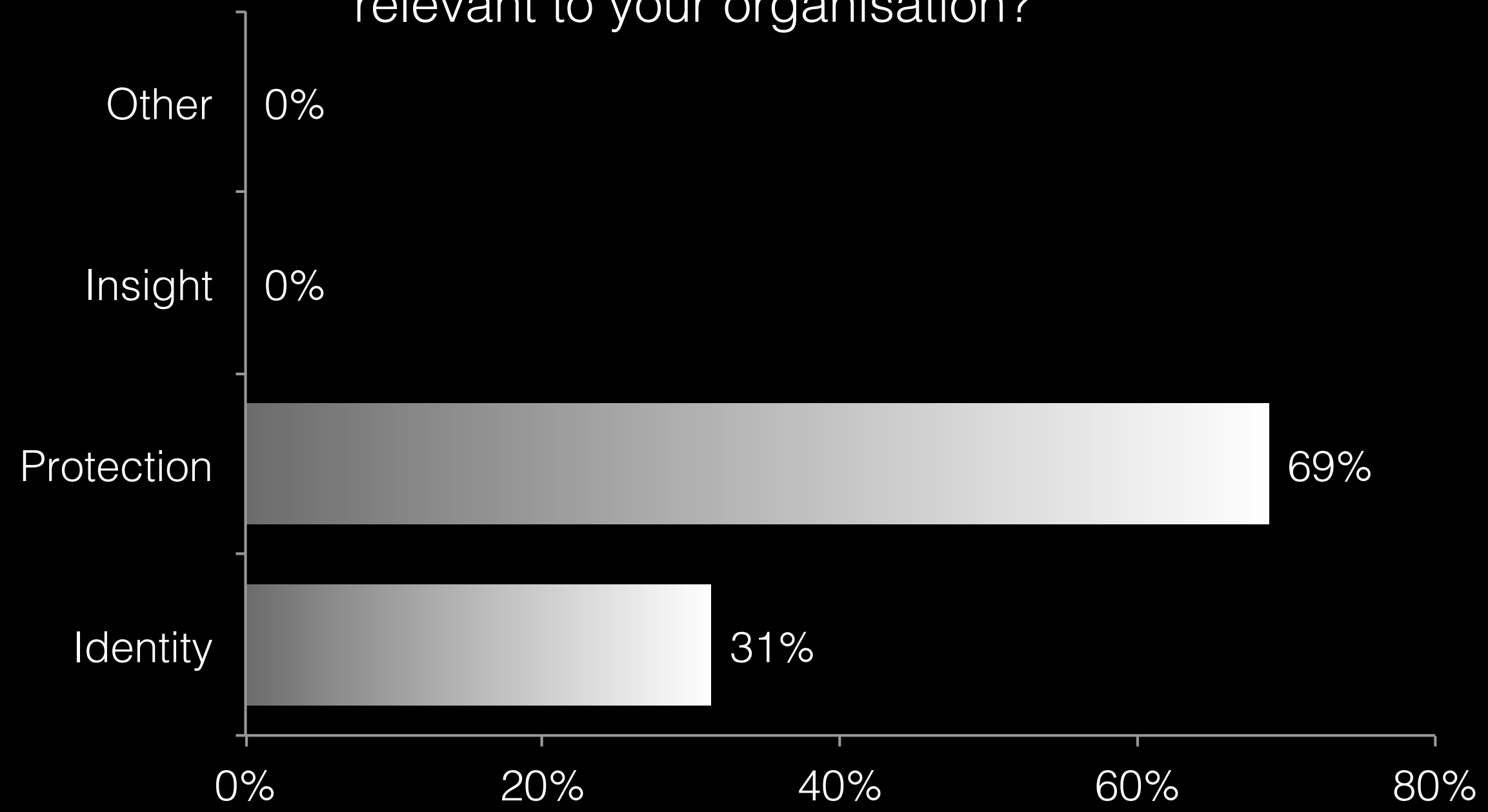
[SoftLayer] What workloads might you be considering for cloud?



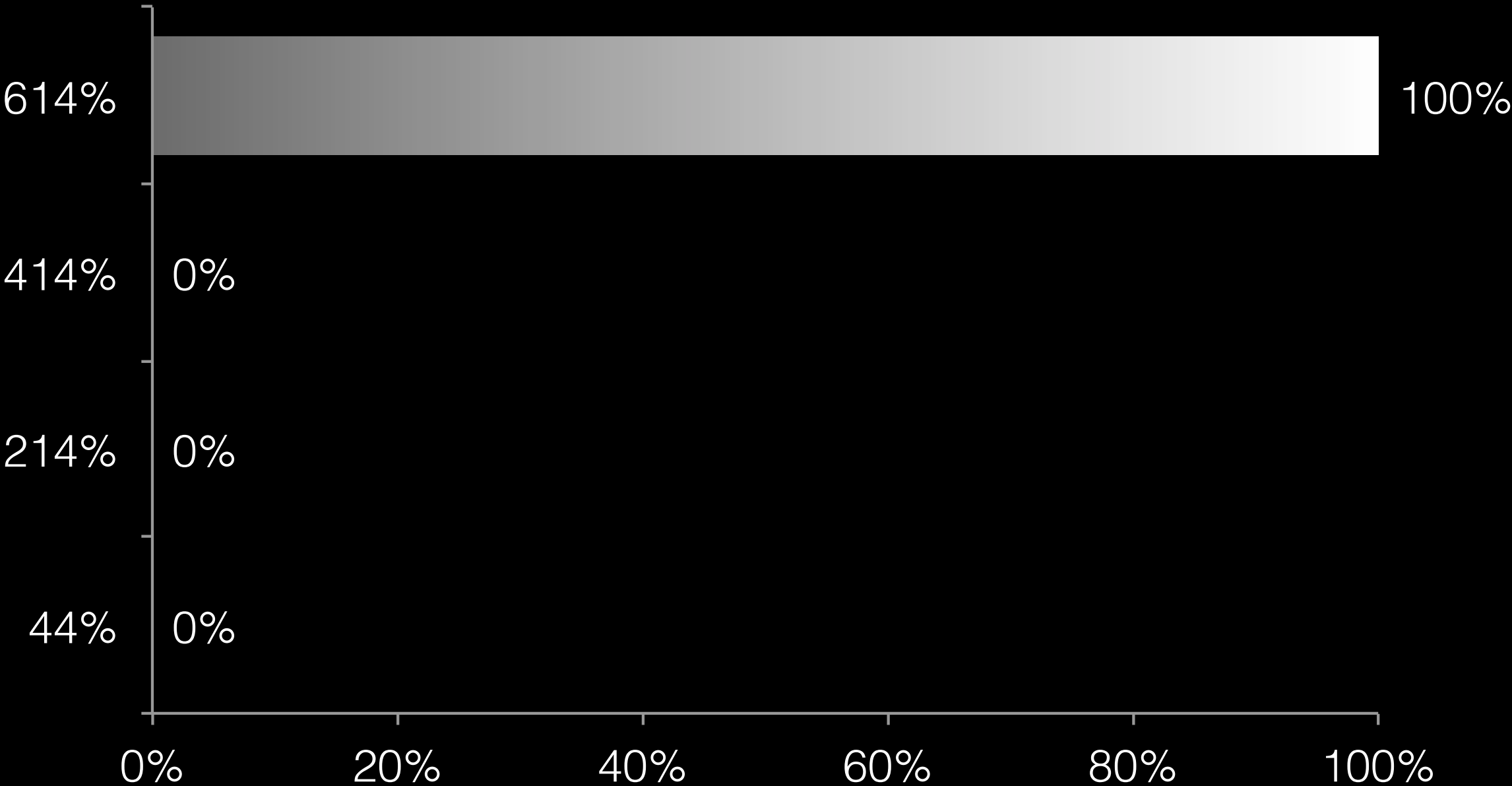
[SoftLayer] How Long does it take Softlayer to provision a Bare Metal Server?



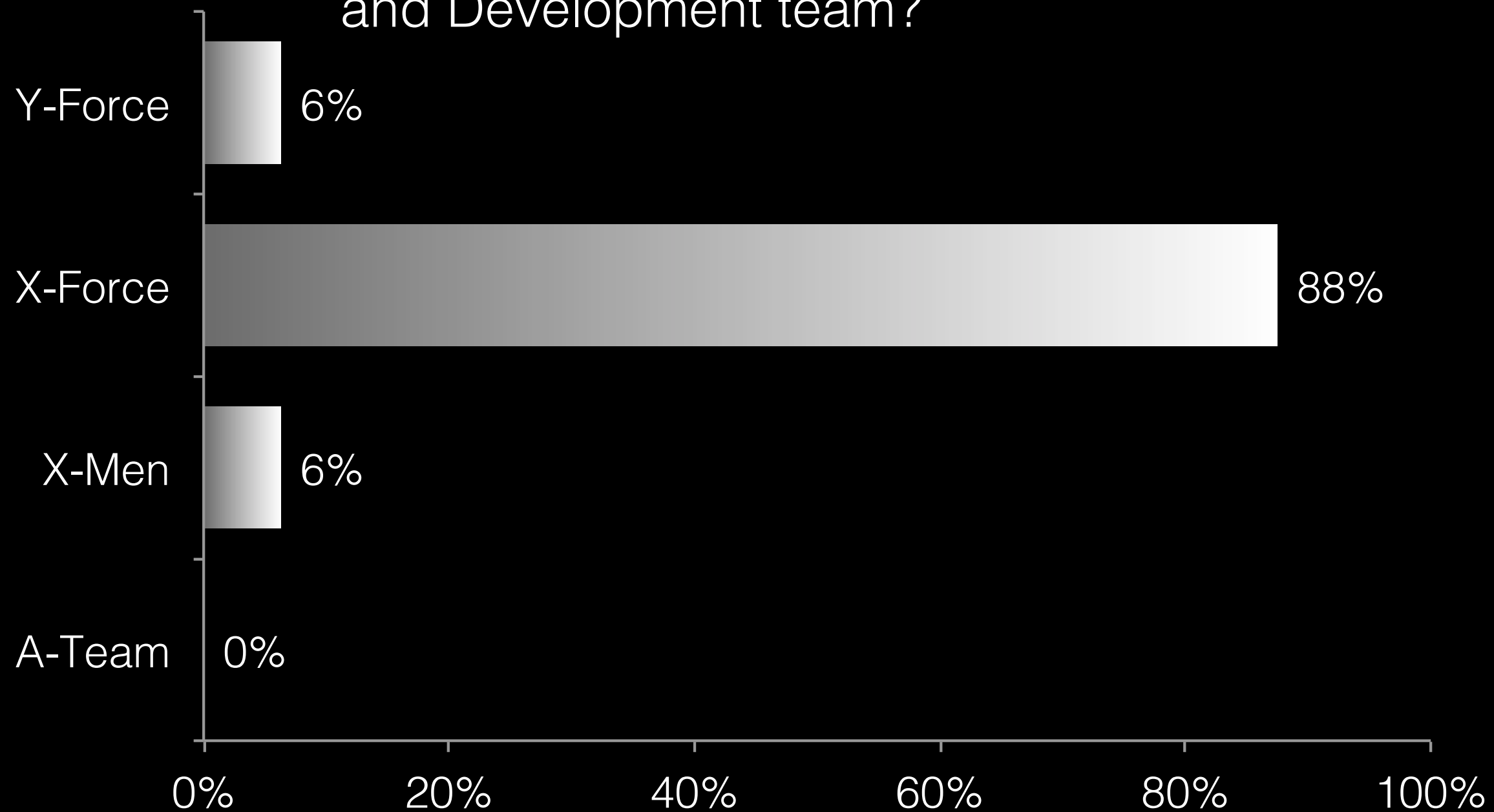
[Security] Which of IBM's Cloud Security capabilities will be most relevant to your organisation?



[Security] Mobile malware has grown by how much in just one year?

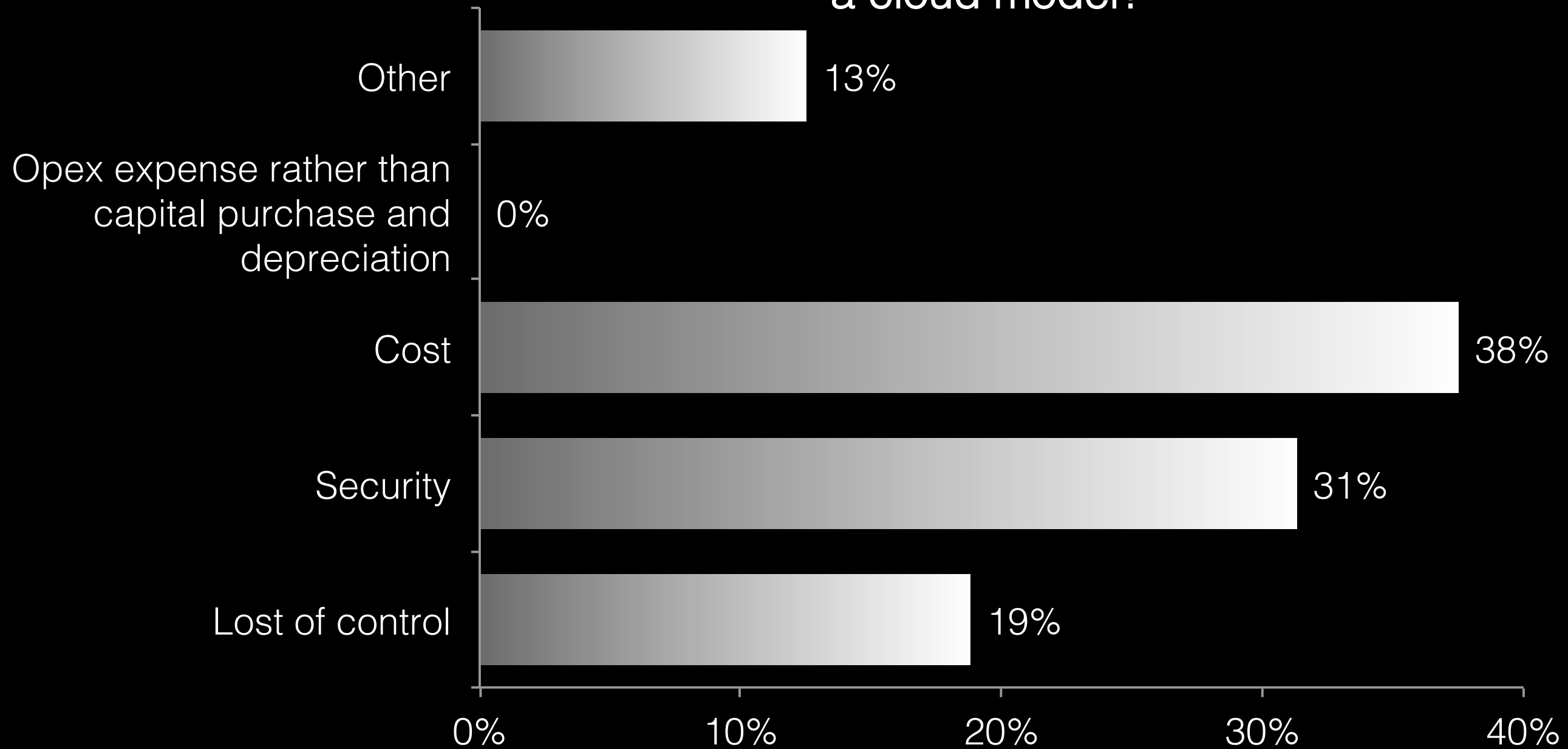


[Security] What is the name of IBM's expert Security Research and Development team?

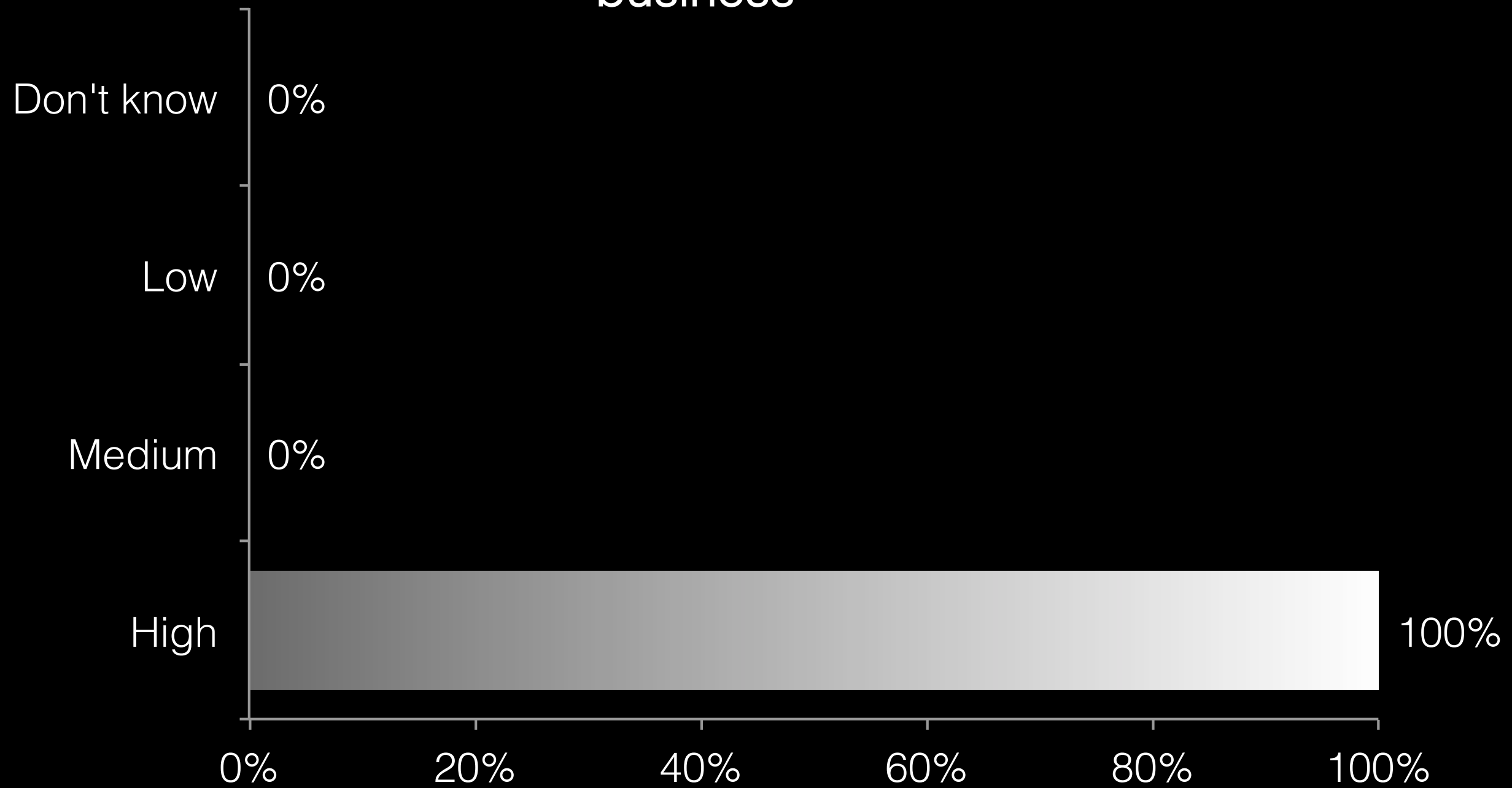


Virtual Server Recovery (VSR)

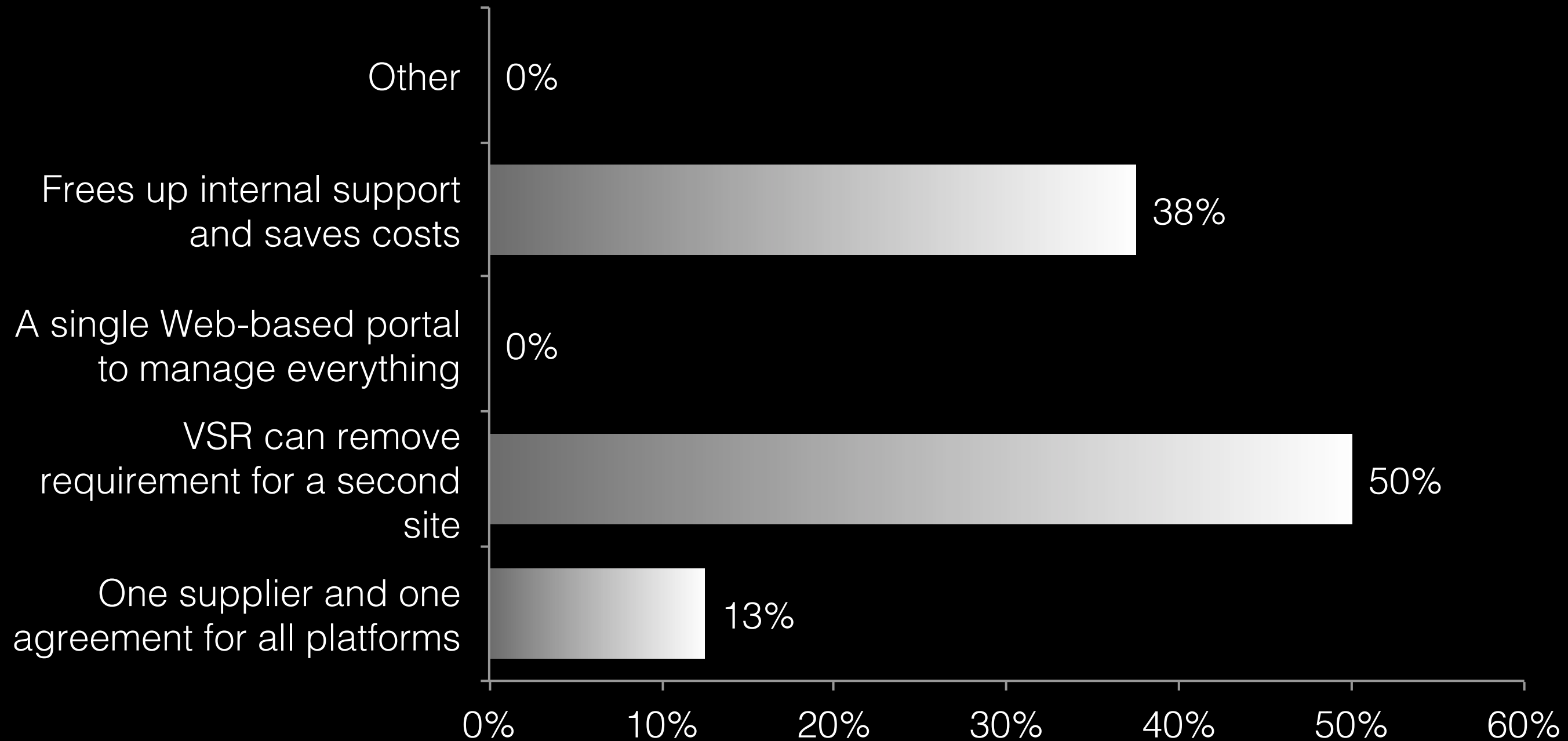
[VSR] What would your objection to moving Business Continuity to a cloud model?



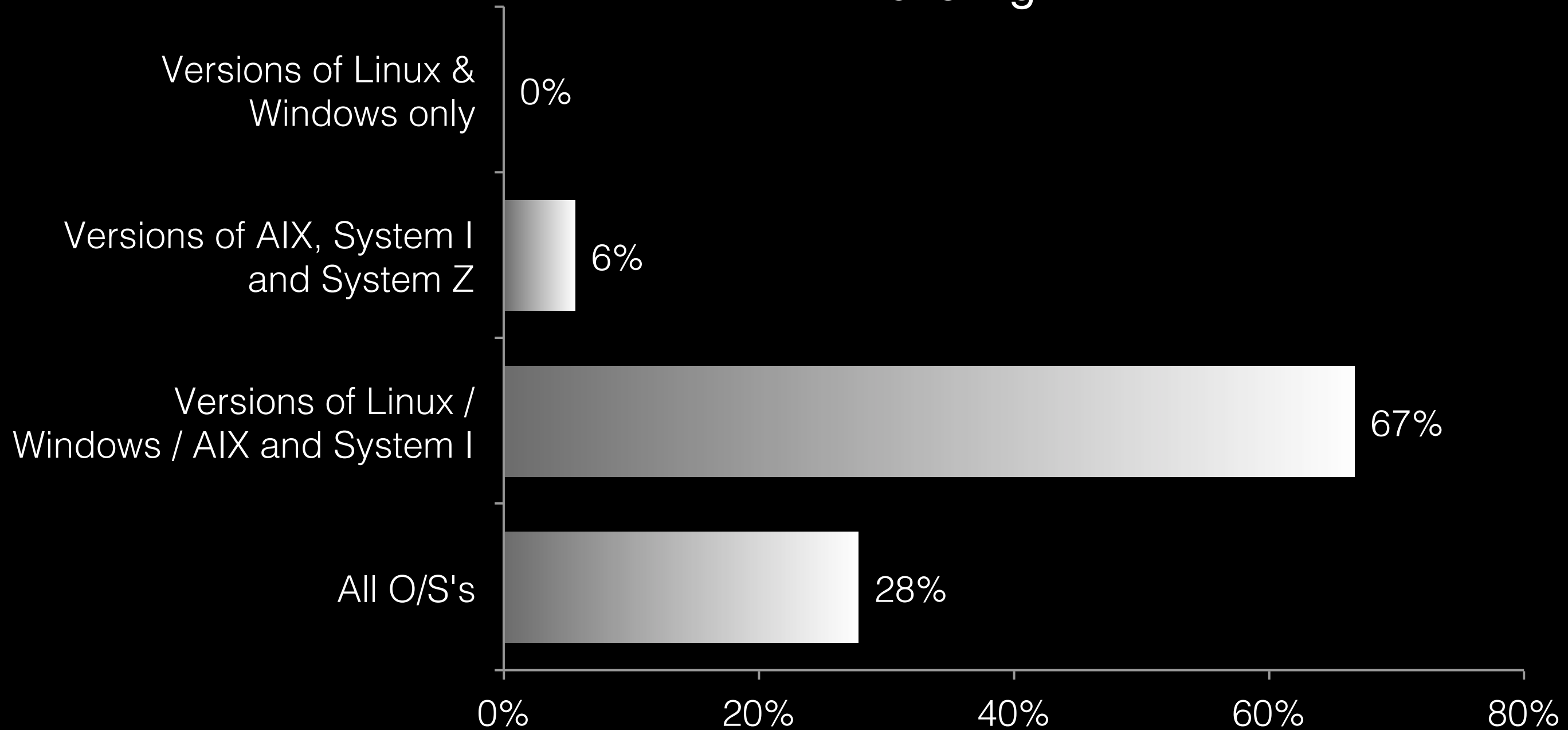
[VSR] Please rate business continuity as a priority for your business



[VSR] Which feature of the VSR solution would benefit you most?

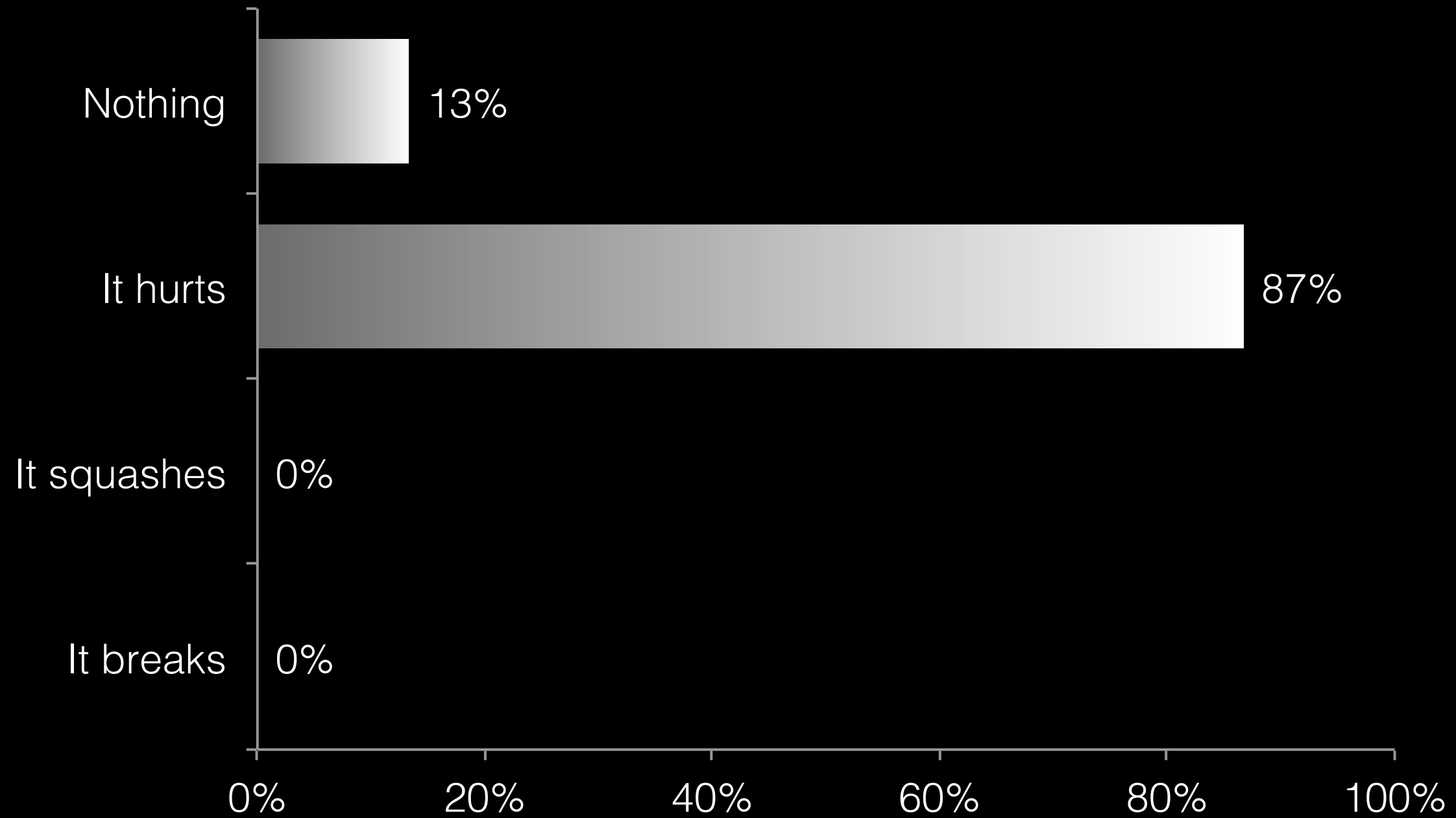


[VSR] Which Platform OS's can be accommodated within the VSR offering?

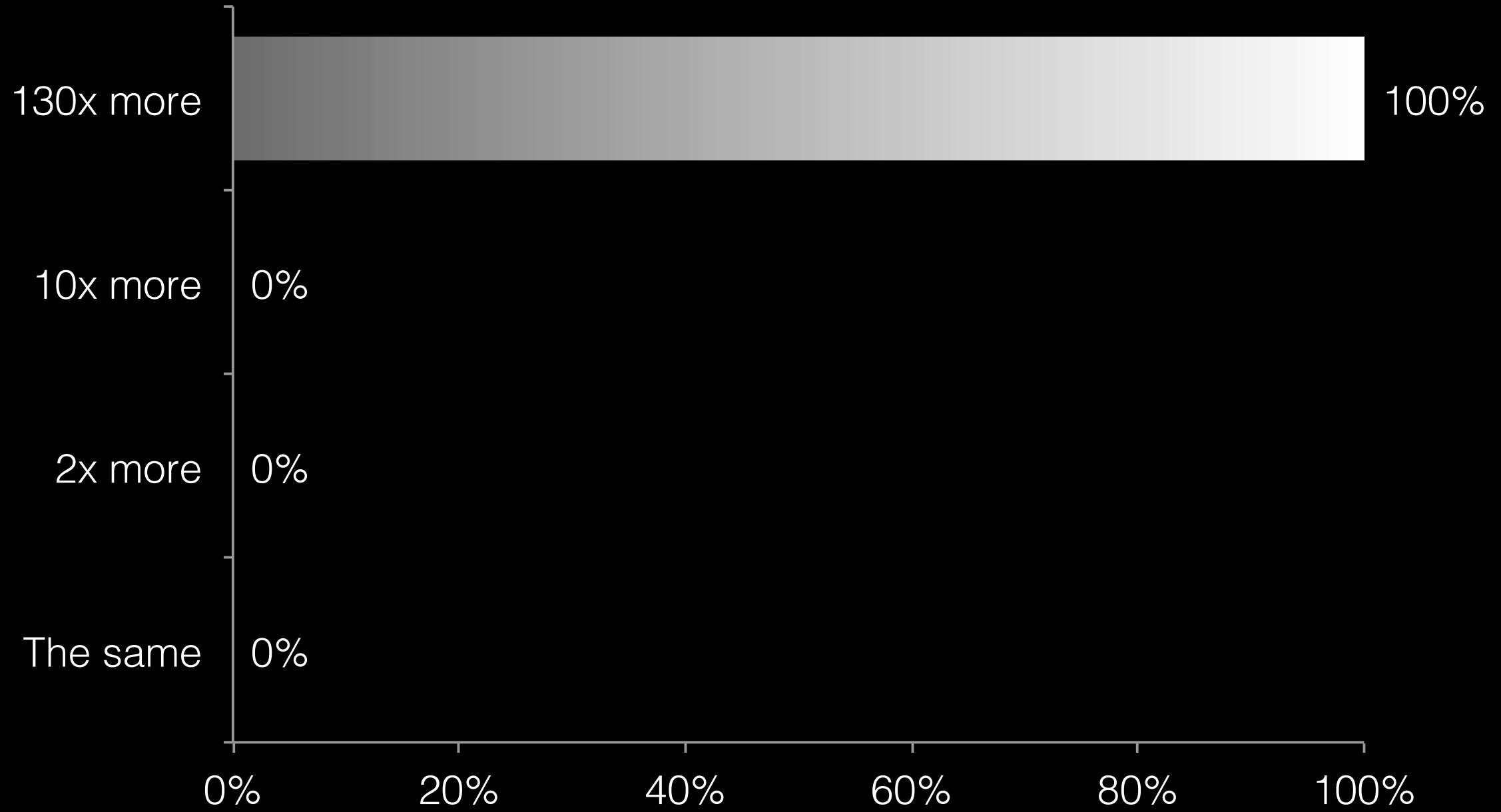


Power 8
IBM I 7.2

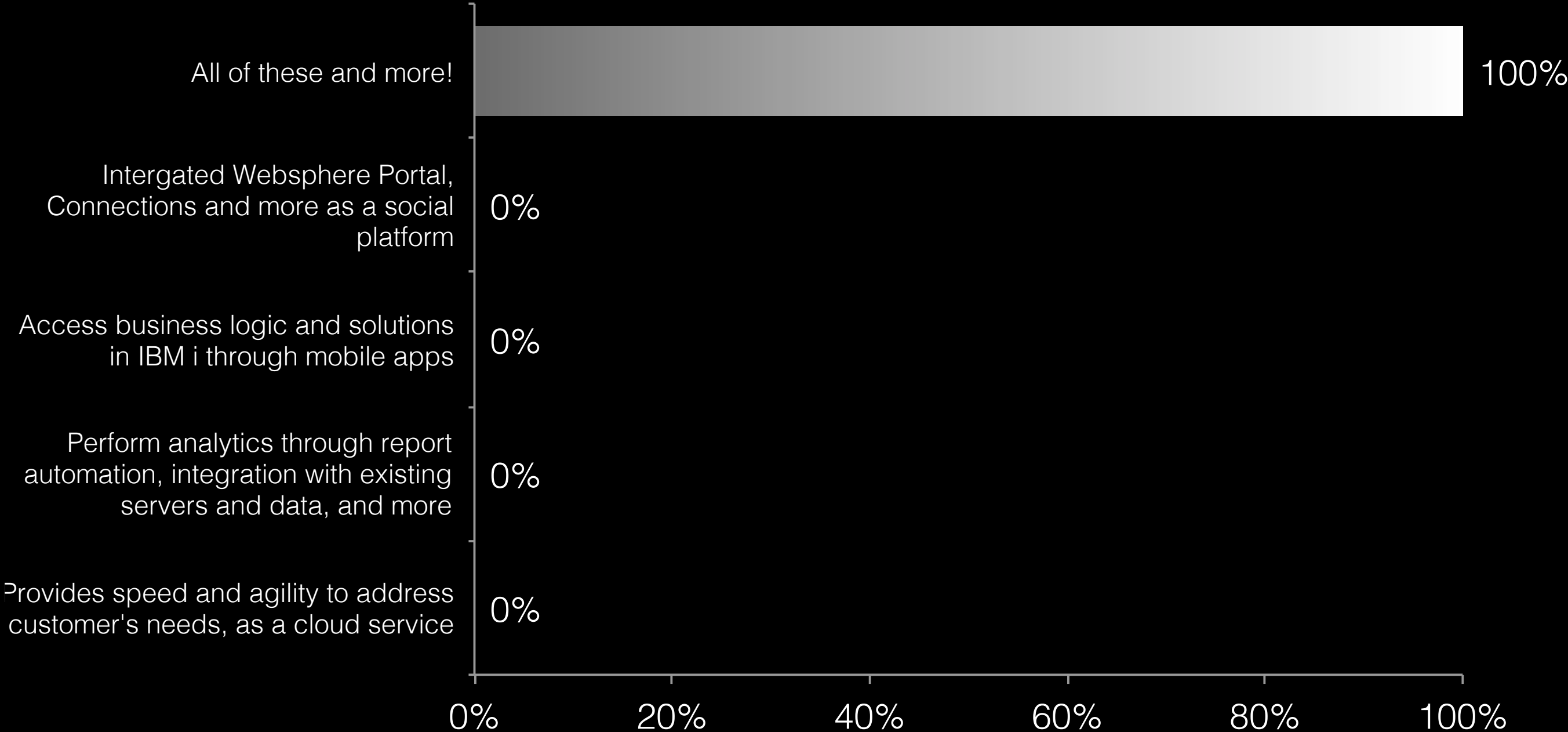
[P8] What happens when you stand on a LEGO brick?



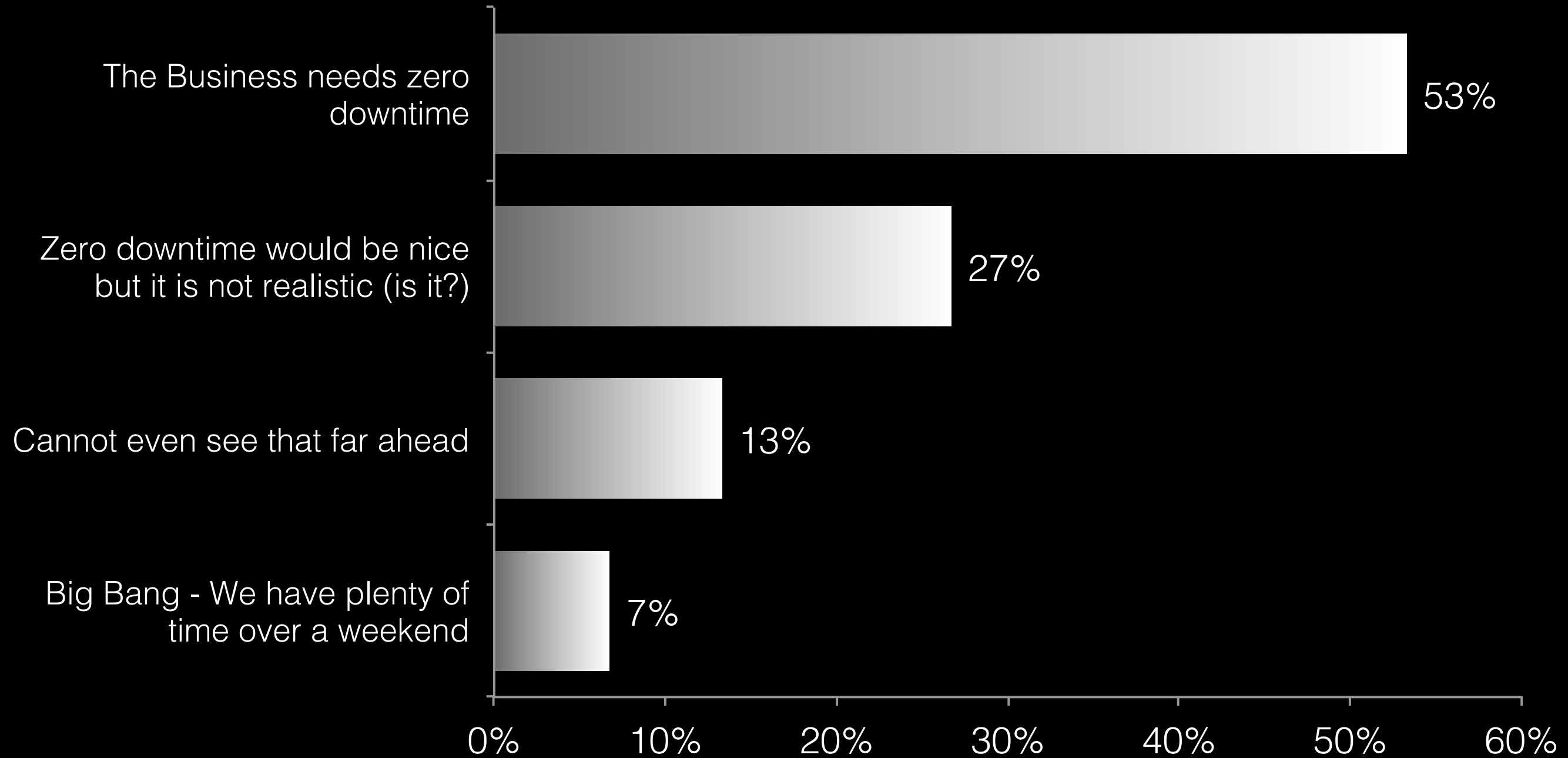
[P8] IDC see RAS as one of the key requirements for 3rd Platform workloads.
How many more RAS checkers are in Power8 than Intel?



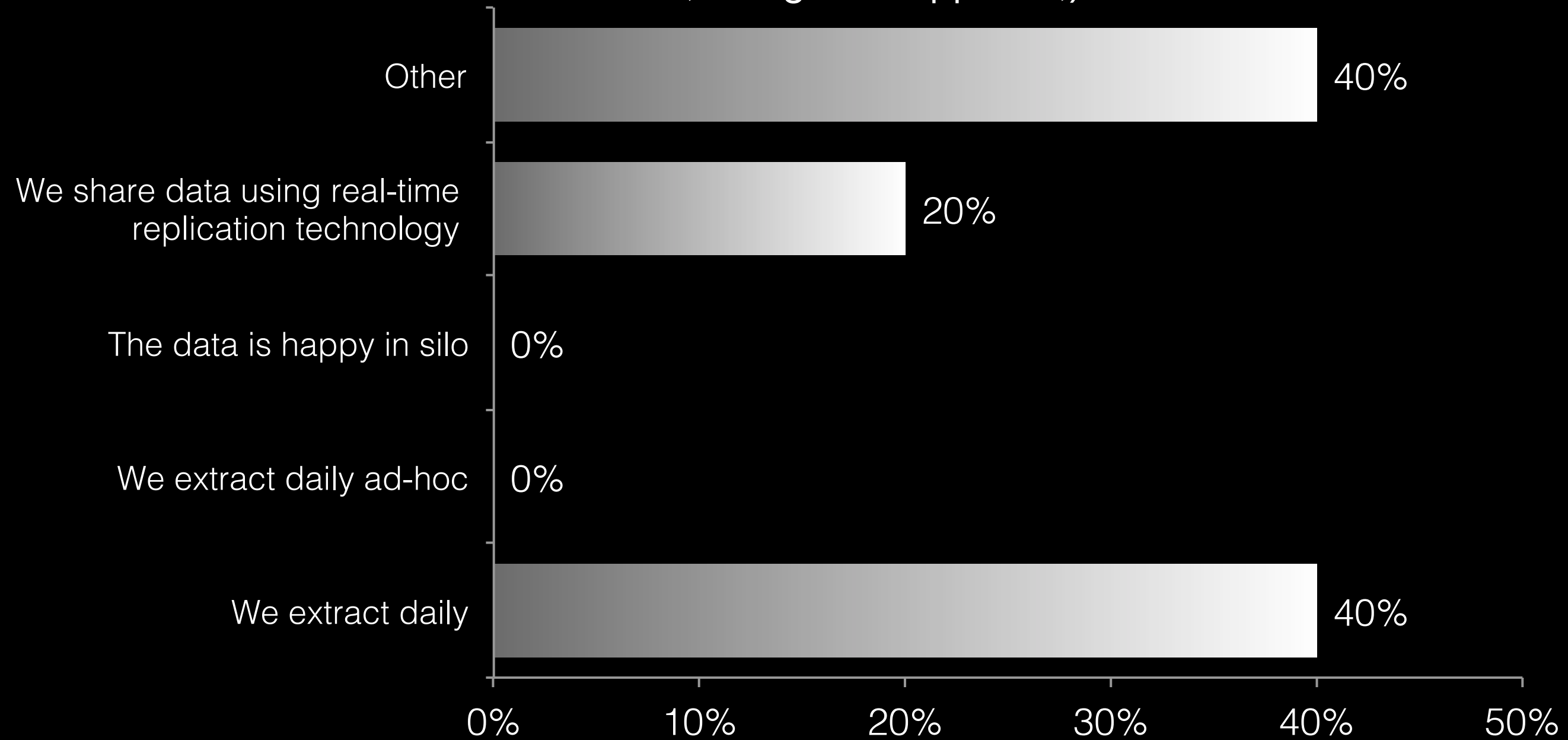
[IBMi] How does IBMi fit into the 3rd Platform?



[IBMi] Thinking about your next application or system upgrade - how till you approach this project in terms of data and downtime?



[IBMi] How do you share your IBM I data with other applications? (Reporting, BI, Intergrated Apps etc,)?



OPSV