

# Informix®

and

# HCL



## Informix and HCL

- First and foremost — IBM ***did not sell Informix to HCL!***
- It's actually much better, in many ways, for Informix
- It's an IP (intellectual property) licensing agreement / partnership
  - HCL has done several of these with IBM before
    - A number of Rational products



## Informix and HCL

- The nuts and bolts
  - **The contract is for 15 years**
    - Significantly longer than IBM has ever publicly committed to Informix
  - **HCL takes over Informix development and advanced support**
    - Exception — the Accelerated Value Program (AVP)
    - They are actively hiring to expand the development team!!
      - They want to add new features and functionality
      - Will control offering management with input from IBM
  - A new product roadmap for the next two years has been published
    - Covered in a minute
  - For IBM customers, support will continue as before — call IBM and first level handled by IBM
    - If advanced support is required, the call will be transferred to HCL and legacy Informix advanced support engineers



## Informix and HCL

- The nuts and bolts (continued)
  - **HCL will develop new sell-through markets and sell products and services into those markets**
    - They will NOT compete with existing IBM customers or partners
      - It doesn't make sense to cannibalize the existing market, no one wins
    - One potential low hanging fruit — Informix on other cloud platforms
      - If you think cloud provides any value 😊
    - HCL has a number of solutions they sell
      - Are looking to embed Informix in them, particularly the IoT solutions
    - HCL has a number of outsource contracts
      - Are looking at putting Informix into those areas when not specifically directed to another product
    - HCL can now respond to more RFE's / RFP's / RFQ's which require data services
    - HCL can go out and sell to anyone
      - Expand the customer base
      - Will not compete with existing customers or partners



## Informix and HCL

- The nuts and bolts (continued)
  - **HCL has committed to actively market Informix including advertising and benchmarks!!!**
    - It's in their (and IBM's) best interest to make sure people know the product is alive and well
  - **IBM will continue to sell and support Informix**
    - There is still quota to be met
    - IBM must hire a number of Informix-only sales reps
      - Haven't had that in years!



## Informix and HCL

- The nuts and bolts (continued)
  - IBM will continue handle all client relationship activities for existing IBM Informix customers — nothing changes
    - Except for advanced support
  - IBM still owns the Intellectual Property (IP) (i.e. the source code and algorithms associated with it) and will advise HCL on product development, marketing, and other issues
- This is a win / win for Informix!!



# Informix Roadmap - Highlights

