



and







- 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





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- 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



- 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





- 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!



- 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

	Short term	Medium term	Long term	Under review
Delight the Customer	★ Backup to Object Store on Cloud	★ Benchmarks ★ Smart triggers	★ OTA (Over The Air)Upgrades★ SimplifiedLicensing	★ HTAP ★ Recompress Data Dictionary
Cloud	DSX Analytics for InformixSelf Service provisioning for Cloud (PAYGO)	 Managed Services – Various Cloud Platforms High Availability Offering 	★ Elastic Scaling	☆ IWA Offering
loT	★ New IoT Gateway Platforms	★ High Frequency ingestion and storage of IoT data	★ Blockchain Integration★ Sensors in motion	★ Edge-2-Cloud Solution stack

Ongoing Cross Focus Items

- ★ Simplify Solution Development, focus on ISVs for IoT, Cloud and OnPrem
- **★ SQL Enhancements**
- * Ease of Use and Administration
- ★ Developer Ecosystem and Community Engagement

