



Volume 3 - October 2008

One Point Solution's focus is being your ONE source for IBM Software and Services. We believe in the Information on Demand message that has been a keystone of IBM for the last few years. Our intent is to use this as a vehicle of communication related to issues, events and offerings from One Point Solutions and IBM on products and services that would be of interest to our clients. We hope that you see value in the information we are consolidating and presenting to you; please contact me directly with feedback and suggestions. I am also adding a "Letter from the President" section to this edition; in the coming months, you will hear from President Ron Flannery and other One Point resources with their insight on emerging Information On Demand trends.

Letter From The President: Ron Flannery ***Moving and Managing Your Data in an On Demand World***

We had a great time meeting IBMers, customers, and other partners at last week's IBM Information On Demand conference in Las Vegas! It is always great to see old friends and meet new friends. I can't understate how much we got out of the conference: Information On Demand is our business and there was no better place for us to be! I will summarize a couple of my favorite highlights here; look for more in this and upcoming issues.

1) ***Informix just gets better.*** I spent most of Saturday meeting with a number of Informix customers and IBMers. I have been dedicated to the product line for over 20 years and it has indeed been a huge part of One Point's growth and success. I am happy to report that IBM's Information Management team, led by Ambuj Goyal, has made significant investments in the Informix product lines with huge plans for the future. IBM's Informix team has put forth significant efforts to make what I consider the best DBMS in the world even better. Some of the most exciting features to me include the many enhancements to replication (e.g., remote standalone servers, shared disk, enhanced HDR), integration with Cognos, upcoming data warehouse features, and much more.

2) ***Business Intelligence and Data Warehouse solutions.*** One Point made a commitment about 3 years ago to creating consolidated,

turnkey solutions for businesses of all sizes. I hate to see customers not making the most of Business Intelligence because it's "too expensive" or "takes too much time": IBM has addressed these problems with Cognos, Infosphere Warehouse Edition and many upcoming announcements.

3) ***Eclipse-based data management tools that grow with your data needs.*** After some initial trepidation, I see huge value in IBM's Data Studio suite of products (<http://www-01.ibm.com/software/data/studio/>). These products allow you to manage and import schemas, administer your IBM data servers, help with application development, and more.

There is so much I would like to tell you, but I will let the rest of this and future E-newsletters tell you the story! I look forward to continuing to grow One Point and IBM's data portfolio in this on demand world.

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**News from the IBM
2008 IOD Conference:
One Point honored for
third straight year**

At the 2008 IBM Information on Demand Conference IBM has again recognized One Point Solutions as one of the three (3) finalists for the North American Distinguished Achievement Award. This is the third year in a row that we have been so honored and One Point Solutions would like to thank our customers and our strategic partners. For more information please visit http://www.one-point.com/pages/press_releases/.

New Data Services Offerings from One Point Solutions:

Upgrade and Migration Bundles: For Informix and DB2 customers alike there comes a time to upgrade your hardware or DB Version. One Point has a Solution for that.

Issues with Data Privacy, Archiving or Test Data Management? One Point can assist you in selecting and implementing the right Solution.

Interested in Higher Availability? Let One Point show you how.

For information on all these offerings please visit http://www.one-point.com/pages/integrated_data_management_solution_bundles/

New BI and Data Warehouse Offerings from One Point Solutions:

As **One Point Solutions** continues to focus our efforts on promoting the IBM products we realize that a new major implementation can have significant negative impacts on our client's IT staff. Towards that end we have compiled a list of new product offerings that bundle together all the necessary Hardware, Software and Professional Services to get your new implementation up and off the ground as quickly as possible. ROI is the name of the game and we want your team to be successful and showing a Return on Investment as quickly as possible. We believe these bundles hit the target OnPoint.

For information on our new offerings:

OnPoint Data Warehouse Bundle - [click here](#)
OnPoint Business Reporting Bundle - [click here](#)

Mashup - What is a Mashup?

A lot of IT discussion lately has been around the use of collaboration tools and mashups. IBM has their own slant on things and would like to explain their views. Click on the following link to go to their page on Mashups. <http://http://www-01.ibm.com/software/info/business-mashups/>

Event: "Revolutionizing Information Access with Enterprise Mashups"

If you are at all interested in learning more about Mashups please consider attending one of these informative events. This event will be held in the following cities:

- Toronto: November 12, 2008
- Ottawa: November 13, 2008
- Boston: November 18, 2008
- Cleveland: November 19, 2008

To learn more or to register please click on the following link: http://www-950.ibm.com/events/www/grp/grp004.nsf/v16_events?openform&lp=mashupcentermain&locale=en_US



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