

Information systems: heading towards freedom



In the same way as globalization and the convergence of IT and Telecoms will profoundly impact business ecosystems, information systems today are undergoing a far-reaching revolution. How can we liberate their full potential in an open world?

What does the "open world" revolution consist of?

The digital revolution is currently shaking up our economy on a massive scale. And imposing its own characteristics on it: abolishing distance and time, flattening hierarchies. Up to now, information technology (IT) had, above all, revolutionized productivity within the enterprise. Today, thanks to the convergence of telecoms and the Internet, the "commoditization" of terminals and the increase in computing power, individuals and enterprises have access to a universal communication, processing and exchange platform. E-commerce marked the first step in this revolution. Now, it is accelerating and becoming widespread. For the first time, we are actually witnessing the transition from a traditional industrial economy to an open, digital economy. This revolution, combined with globalization, will profoundly modify business ecosystems. And it is also changing the way that IT is bound to evolve.

What are the signs of this revolution?

It's something we can see every day. Telecommunications operators are becoming media giants. Leading search engines and advertising sites are launching themselves into software and IT services. On-line auction sites are competing with the biggest leaders in retailing. Thanks to digitalization, emerging countries can compete with local players in numerous areas of services. A new world is starting to appear just where the options for the open enterprise are expanding: in other words, working in a mobile and distributed way, being closely integrated with both suppliers and partners, outsourcing services that do not form part of their core business, putting customers at the very centre of their organization. But it is also about opening up to new ideas and doing things that would have been impossible before: organizing the contribution that customers

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themselves can make to creating products, co-operating with competitors, making profits from “free” services, creating new business models.

The impact, for enterprises, is phenomenal. We’re moving from pyramid organizations to dynamic, networked structures. From rigid processes, organized for mass production, to more flexible, “one-to-one” approaches, delivered in real time, centered on customers or citizens. With Web 2.0, we can also witness how extended collaboration and collective intelligence are flourishing. It is a fundamental revolution that covers the whole planet and is gathering speed.

Why are openness and the “liberation” of information systems so essential today?

This open world is a veritable revolution for information systems (IS). They are becoming the backbone of the networked world; they make up the global digital platform that will progressively link up all individuals and business ecosystems. They’re also moving from the status of being just tools to improve productivity to being real drivers for business. On the other hand, in the open world, the information system is no longer centered on the enterprise, but on the whole business ecosystem, from suppliers to customers. This means information systems have to have three fundamental qualities. Firstly and most importantly, the capacity for building interoperable business applications with all customers, suppliers, and partners; very flexible, highly oriented towards value creation (SCM, CRM, etc.). Secondly, the ability to supply the processing power – and therefore a reliable 24/7 infrastructure – capable of evolving dynamically on demand because, it may affect millions of individuals. We forget too often, for example, that Google is not just an application, but also above all a formidable processing capacity, deployed over thousands of servers. And finally the third quality, the ability to preserve sovereignty and security, the only essential guarantees of trust when it comes to the organization’s capacity to control its destiny in a competitive world.

Interoperability and business agility, power, security: these are the three technological pillars of the open world. Along with a fourth, without doubt: the ability of information systems to become a “transparent service” to users, as simple to use as water or electricity: because for too long, and even still today, the world of IT has been content to take an approach to innovation that is somewhat closed, and still very proprietary. The result: information systems in monolithic, compartmentalized silos. Numerous surveys undertaken by Gartner and Forbes show this to be true: while NICTs are one of the major drivers for business development, company executives believe that information systems are the main obstacle to change. In an open world, it is now up to businesses to take control of IT. And to make their choices in complete freedom!

What is Bull hoping to bring with its seven initiatives?

To be open, flexible, and interoperable, IT itself must be designed according to the principles of openness. The essential thing is the ability to build bridges. To “cross-fertilize”. To reconcile heterogeneous worlds. Hence importance of taking the same approach of co-operative innovation and collective intelligence to IT that enterprises would apply to their own business activity. The best example of this is the formidable breakthroughs made by the development of standards and of Open Source.

For years now, Bull has been committed to supporting its customers in this evolution and helping them to liberate themselves from technological shackles, with an open approach to information systems, an approach that enables Microsoft and Linux, Open Source and proprietary solutions all to be linked. Today, we are strengthening this momentum with around seven solutions and services offerings, which we intend to back up with seven key initiatives. Our ambition is to bring together the best open world technologies, to help enterprises to facilitate their growth and decision-making, accelerate innovation, manage knowledge capital, encourage exchanges, gain in flexibility and guarantee trust. With open technologies. Which permit them to interoperate simply with their partners, and which enable them to develop without worrying about whether or not their information system will be able to keep up. Because it will be right there with them.

How is Bull well placed to guarantee this openness?

Among the IT industry players, we are no doubt the first to place this approach of freedom and interoperability at the heart of our strategy and of our offering. As “Architect of an Open World”, this competence is the core of our know-how and the core of Bull’s DNA: to ally openness with in-depth understanding of critical infrastructures and security. As a solutions designer – from servers to storage, and from HPC to security – we have put industry standards at the heart of our offering, with an approach centered on partners and collaborative R&D, with Microsoft and IBM, SAP and Oracle, Red Hat and Novell, ObjectWeb (now OW2) and JBoss, and others besides. With striking results: over the past few years, Bull has helped seven of the ten new entrants to the EU modernized their customs and excise systems. In just two years, we helped the French Atomic Energy Authority (the CEA) to re-position itself as world leader in innovation, by moving up from 229th place to seventh place worldwide in the high-performance computing superleague. We are helping some of the largest American States to build the world’s most advanced business intelligence systems for their Medicaid programs. The largest government bodies are consolidating their servers and storage systems with Bull. New telecoms operators are depending on Bull to develop tomorrow’s telecommunication services. We are helping organizations to open up towards their partners in total security as, for example, when we helped Dassault Aviation to accelerate development work on the Falcon 7x by creating a secure virtual platform that links up all its partners worldwide. With our seven initiatives, we want to help our customers accelerate this momentum, bringing together our existing offerings, and bringing on board new services, solutions and approaches that enable the enterprise to reap the benefit of the formidable opportunities an open world offers. As “Architect of an Open World”, our ambition is to be one of the pioneers actively helping customers to ensure that their information systems are drivers for growth and innovation in tomorrow’s open business ecosystems.



**Interview with Didier Lamouche,
Bull's Chairman and CEO**

7i PROGRAM & SWATS CAMPAIGN

Bull launches its 7i program

Seven initiatives to help businesses benefit from an open world

- An ambitious program to make Information Systems a driver for creating value
- A technological approach based on open industry standards
- Solutions supported by 7 initiatives launched throughout 2007

Bull launches its 7i program: seven key initiatives designed to help businesses reap the benefits of an open world. Combining the best in services and technologies, the 7i program aims to help businesses turn their information systems into drivers for creating value in a connected world, by facilitating growth, competitiveness and sovereignty.

More openness means better performance. To help businesses dare to be different, reinvent themselves, perform beyond the limit. Bull has brought together the very best of open technologies to ensure that its customers can leverage the full power of IT to deliver their strategies. Focusing on telecoms, servers, large-scale IS projects, business intelligence, High-Performance Computing, storage and security: in each of these areas Bull's solutions will drive businesses as they develop and grow.

"Today an open approach to information systems is vital if enterprises are to be as powerful, creative and flexible as their business demands," explains Didier Lamouche, Bull's Chairman and CEO. *"Delivering the most effective combination of interoperability, flexibility, power and security is our constant concern. Bull has established an ambitious offering to help customers turn their information systems into drivers for growth and innovation in the business ecosystems of tomorrow."*

Free up business potential

By co-ordinating Bull's expertise, services and solutions in seven key areas for tomorrow's information systems, the 7i program is setting out to help enterprises and CIOs benefit from a networked world, by building bridges between heterogeneous worlds, and by encouraging the ability to interconnect, mobilize collective intelligence, and foster synergies.



So the seven key initiatives are aimed at giving organizations seven kinds of freedom:

Ensure that information systems are real engines for growth

1 - Freedom to ALIGN INFORMATION SYSTEMS WITH BUSINESS IMPERATIVES by designing and integrating flexible and open applications for business ecosystems. Bull will notably be drawing on its unique expertise in open middleware, and on the collective capabilities of its international service centers around an innovative application development tool, based on Open Source software - NovaForge.

2 - Freedom to ACCELERATE INNOVATION thanks to innovative solutions in High Performance Computing (HPC). As European Number One in HPC, and the manufacturer of the most powerful super-computer ever built in Europe, Bull is particularly interested in contributing to the democratization of HPC, simplifying companies' access to the simulation solutions that are so crucial to successful innovation.

3 - Freedom to FACILITATE DECISION-MAKING.

As systems integrator for some of the most ambitious business intelligence applications in the world (including Medicaid systems in the USA), Bull wants to help

7i PROGRAM & SWATS CAMPAIGN (CONTINUED)

businesses implement open business intelligence solutions, so they will be able to collectively utilize and transform this information into value.

Ensure that information systems are real drivers of competitiveness

4 - Freedom to MANAGE KNOWLEDGE CAPITAL by optimizing data flow management. Faced with the 40% increases in data volumes every year, Bull will apply its unique expertise particularly in consulting and integration in the data storage arena, to help organizations manage and gain greater value from their information capital: from the data collection to the archiving stage.

5 - Freedom to GAIN IN FLEXIBILITY, with open and flexible IT infrastructures. From deployment to outsourcing, Bull will provide even greater ability to optimize application ecosystems on open enterprise servers, combining the openness of industry standards and mainframe-class reliability to build the powerful and flexible data centers of tomorrow.

6 - Freedom to ENCOURAGE EXCHANGES, any time and anywhere. Among the world leaders in mobility and telecommunications systems integration, Bull will deliver its innovative expertise in value-added services (VoIP, mobility, etc.) to operators and businesses, to help them develop the telecommunications solutions of tomorrow.

Ensure that information systems are central to sovereignty

7 - Freedom to GUARANTEE TRUST with innovative and trustworthy IT security solutions, managing everything from user identities to public key infrastructures. An essential guarantee in an open world where independence and sovereignty are vital to the development of businesses and public sector bodies alike. These initiatives will be rolled out across all the major sectors where Bull operates,

including: telecoms, the public sector, health, industry and defense.

Breaking down barriers and building bridges between worlds

The 7i program draws both on Bull's capacity to design and integrate innovative information systems, and on its wide network of partners, and will facilitate bridge-building between the two worlds, and encourage technological cross-fertilization and interoperability: for example, between Microsoft and Open Source, Net and J2EE, telecommunications and computing... In particular, Bull will be relying on its pioneering approach to foster collaborative development: an area where Bull has an outstanding record as a pioneer of industry standards, in Open Source software and middleware (OSDL/Linux Foundation, ObjectWeb/OW2, JBoss, etc.), for servers (NovaScale and Escala), and in data storage (StoreWay).

An audacious publicity campaign under the SWATS banner

Bull's seven key initiatives program is supported by an international, Web-based publicity campaign. This decidedly "militant" campaign has chosen to use humor: creating and bringing to life the SWATS (Secret Warriors Against the System), a group of peaceful dissidents, who have set themselves the task of liberating users and companies from their "closed" information systems.

Using the language of dissidents and the kind of distribution media used by activists to call for the advent of an open world, the campaign will roll out in three phases: Surprise, with an initial teasing phase (dedicated internet site, "viral" video, press release signed by the SWATS), Explanation, with the revelation of Bull's Seven key initiatives; and Bringing it all together, with the progressive launch of the seven initiatives themselves, which will take place from March to November 2007.

For further information on the Seven initiatives and the MANIFESTO FOR AN OPEN WORLD see:

www.bull.com

See also the SWATS campaign site:

www.join-swats.org

7i PROGRAM & SWATS CAMPAIGN (CONTINUED)

“Liberate your information systems with SWATS... and Bull”

Matthew Foxton, Communications Director, Bull

You have just launched a very original communication campaign. Can you tell us the reasons behind your choice of this style?

We wanted to regain the offensive in our communications territory, and make ourselves heard rapidly and decisively, despite limited budgets. I am convinced that the fastest route to breathing life into a brand vision is to signal a clean break. And our vision, positioning, and promise are those of an open world that provides a clean break from the existing one.

Our SWATS campaign is a direct follow-on from our 2005 strapline, “Architect of an Open World™”. This campaign already suggested the theme of escape, and was also slightly tongue-in-cheek. So freedom was already at the heart of this campaign. Now we are bringing the actual liberators center stage.

What Bull is offering – as architect of an open world – is, in fact, really just that: to free-up information systems and reduce their complexity. This pitch and its storyline resonate fully with today’s challenges: with Bull’s range of products and services underpinning it all.

In effect, in the current economic climate, the ability of businesses to innovate and adapt dynamically to their environment is becoming a decisive factor in growing competitive advantage. Information systems are accelerators for company performance, in the same way that public sector bodies can only be as flexible, responsive and inventive as their information systems will allow them to be.

What is the strategy behind this publicity campaign?

We feel this kind of publicity is original, modern, young and a far cry from traditional campaigns in this field. There will be three stages: the first exploits the element of surprise, with the SWATS, or Secret Warriors Against The System, and this will be followed by an explanatory stage, and then by a stage that pulls it all together.

The “teasing” stage was unveiled at the Linux Solutions event in Paris on 30 January, with the launch of SWATS: non-violent dissidents “fighting” for an open world in order to bring enterprises the flexibility and liberty they need to strengthen their competitive position. This first stage was followed by a viral campaign. Like the Web 2.0, we want to present this in such a way that users will talk about it, spread the word, rather than spending a fortune on pages of advertising.

Now we have arrived at the “revelation” stage: the SWATS are in fact Bull. Bull defending the flag of an open world. This is our manifesto, our signature, our business territory.

At the end of March, a co-ordinated campaign will commence around the theme of Seven initiatives for an open world, each of which illustrates our vision and provides solutions. What, in real terms, does an open world really mean for an enterprise or a public sector organization? What are the benefits and advantages it offers? Each initiative contributes to liberating an information system’s potential and fulfils the three major concerns of IT Directors and CIOs: encouraging growth and innovation, achieving improvements in flexibility, and guaranteeing security.

By pledging openness throughout its range of products and services, Bull has taken up a central position at the core of this revolution through its strategic choices, its skills, partnerships, and its capacity to network with numerous players. We want to let people know all this, in real terms.

Will the same campaign be launched in other countries?

This is a global campaign, deployed in the majority of countries in which Bull is present.

7i PROGRAM & SWATS CAMPAIGN (CONTINUED)

SWATS

SECRETS WARRIORS
AGAINST THE SYSTEM

The open world is gradually establishing itself, marking a break with the world known by businesses until now. It is a world in which businesses are no longer afraid of change because they know how to prepare for it and make the most of it. It is a world that allows businesses to draw on the collective intelligence of their surroundings, at any time and in complete security. This is what it means to develop in an open world.

Being open means being able to share ideas, expand on them, cooperate and speak the same language as your partners, suppliers and customers. It means acting and reacting in real time, leading from the front and not being afraid of changing strategic directions.

Today, being open is a question of common sense. Do you need to continue to be a victim of technology companies' rivalry? Or can you put yourself in a position where you are in control of this diversity? Businesses no longer need to be held hostage by a particular manufacturer, software vendor or their past choices. They should be able to develop freely.

Technology should no longer dictate what businesses do. It is now up to companies to seize power over technology. They need to stop developing on a stop-and-start basis, with narrowly designed systems. Businesses must refuse answers like: "Sorry, the system wasn't designed like that at the time". Rather than a constraint, the past must provide the building blocks for the future.

This has become a necessity if businesses want to continue to be effective, inventive, reactive... front runners in their industry.

Technology should therefore allow businesses to be one with their market and to share information and ideas all the time. It should provide them with the power to be able to imagine the future today, the security to protect their secrets, the flexibility to evolve with the market.

This world can exist. Today, we have decided to make it real and to go further by focusing our efforts on seven initiatives aiming to free businesses from the shackles of technology once and for all. Seven initiatives that will allow businesses to embrace change. Seven initiatives so that technology will finally live up to its promises, providing a driving force for companies' growth. Seven initiatives that will enable your organization to communicate, innovate, manage its knowledge, make decisions, act and react, and grow at the rate you want, without having to worry about whether your IT system will be able to keep up. Because it will be right there with you...

Discover our 7 initiatives on:
www.join-swats.org

Welcome to an open world
www.join-swats.org

GUEST CONTRIBUTORS



What were the main objectives of the project aimed at automating the identification and authentication of travel documents at Brazil's border operations?

Due to the very diverse racial mix in Brazil, the Brazilian passport has become an extremely valuable asset in the illegal trade of travel documents. Furthermore, following the events of September 11th 2001 in the USA, the wave of insecurity throughout the world has resulted in the adoption of strict anti-terrorism measures on a global scale. The Brazilian Government has in turn been obliged to improve and modernize international traffic control in ports, airports, and borders, and to produce a travel document that complies with international safety standards designed to prevent fraud and identity falsification.

To fulfill the Brazilian Government's requirements on security policies, and among them the need to improve and modernize migratory control in Brazil, the federal data processing service, SERPRO (or Serviço Federal de Processamento de Dados) was assigned to develop systems integrating the Program for the Modernization, Responsiveness, Improvement and Security of International Traffic Inspection and Brazilian Passport Control - PROMASP, implemented for the Brazilian Federal Police Department of the Justice Ministry, in partnership with the Brazilian Mint (or Casa da Moeda do Brasil).

As well as creating a new passport model with the implementation of appropriate security elements, the system for migratory control, that was to be installed across the country, needed to deploy technologies capable of reading and authenticating travel documents, and comparing passengers' biometric data. The system provides online information update and recovery, which will enable monitoring the migratory flow of Brazilian and foreign citizens, this

"In Brazil, a modern, comprehensive and effective nationwide border control solution"

Wilton Gonçalves Mota, Director of Strategic Business, SERPRO

being an important decisional tool for handling international traffic in Brazil.

What were SERPRO IT requirements to achieve the project?

The technological solution SERPRO needed had to enable secure and seamless software and hardware integration for the user, provide travel documentation identification and authentication, and be compliant with the international safety standards stipulated by ICAO (International Civil Aviation Organization), an UN specialized agency, and responsible for setting security criteria mandatory in travel documents for member countries.

For each people on the move, the system will automatically capture the relevant passenger information from the standard ICAO travel document or e-passport, identify and authenticate the document, checking its validity, and establishing whether the document is faked or has been tampered with, and then, having confirmed the document's validity, confirm that the person carrying it is the rightful owner using biometric face and fingerprint comparison methods.

Integration with other Federal Police systems and online inquiries on any problem regarding passengers will improve security in the monitoring of people entering and leaving the country. The system will also keep records of foreigners residing illegally in the country, issue notifications for designated foreigners to leave the country, and call to account those foreigners' infringing their visitor status.

What challenges did the project present?

The main challenge was to align current procedures with ICAO (International Civil Aviation Organization) international recommendations and also create a more secure travel document ensuring better credibility for Brazilian citizens internationally. In other respects, the major challenge was modernizing the entire international traffic control system.

The solution provides methods and technology for this automation with the installation of equipment at many sites across the coun-

try. The solution is also integrated within existing systems used by the Federal Police, and operates seamlessly with electronic capture and automatic image processing for all travel documents.

What did Bull's solution consist of?

The solution comprises a processing platform combining Bull security technology with third-party technologies to provide multilayer security applications. This platform enables integration of many biometrics solutions, and is scalable to include existing and emergent technologies.

The solution reads and authenticates ICAO passports, and e-passport documents compatible with smart card standards having no RFID (Radio Frequency Identification) contact. The document authentication solution is the only one that can automatically authenticate MRE ("Machine Readable") documents such as passports, visa, immigration cards and identity cards.

The solution was implemented in collaboration with the SERPRO development team. Delivery and implementation of the entire solution took place between December 2005 and March 2006. Bull's solution is a multi-layered solution.

What are the main benefits of the Bull's solution?

It will modernize and improve international traffic control security in Brazilian ports, airports and borders, using one of the most modern, comprehensive and effective Identification and Authentication Systems, bringing Brazil into line with international border inspection security standards.

Improved migratory control will raise the country's credibility, and that of Brazilian citizens, internationally, and will greatly reduce the country's current vulnerability to the clandestine entrance of foreigners, or the use of falsified ID documents, and will identify those without the right to enter the country. One of the most important promises of the system is the streamlining of monitoring systems with security, for the improved comfort of travelers, and to ensure more efficient operating conditions for the Federal Police agents.

HOT TOPICS

State of California selects Bull Services' Business Intelligence solution to help improve health care outcomes, reduce fraud and abuse in Medicaid program

The California Department of General Services has selected Bull Services to implement a new advanced Business Intelligence (BI) solution designed to help more efficiently manage California's \$37 billion Medicaid program (known as "Medi-Cal"), and improve health care services for millions of residents. This contract will be administered by the California Department of Health Services (CDHS), which runs the Medi-Cal program.

As the primary funding source for health care services provided to low-income adults and children, elderly, and disabled persons, Medi-Cal is responsible for providing the care and improving the overall health of approximately one out of every five Californians. With more than 6.6 million beneficiaries, no other Medicaid system in the nation covers as many people as Medi-Cal does.

This new solution will help place California among the nation's leaders in managing medical assistance programs, and support the State's goals of achieving comprehensive health care reform, delivering high quality health care in the most cost-effective settings, emphasizing prevention and early intervention, improving health care outcomes, and uncovering and preventing fraud and abuse.

The four-year, \$44 million contract calls for Bull Services – the nation's leading Business Intelligence solution provider in the public sector Health and Human Services space – to provide the hardware, software, services, and consulting expertise for the Medi-Cal system.

Bull Services has implemented similar solutions in Michigan, Illinois, New York, Minnesota, and Utah, which have helped these states realize more than \$2 billion in combined financial benefits – many times their initial investments – and achieve breakthrough results in health care quality and outcomes.

With the State of California Medi-Cal contract, Bull Services' BI solutions now help manage Medicaid programs that cover one of four Medicaid recipients in the United States (15 million of 59 million) and account for more than one of three Medicaid dollars expended nationwide (\$110 billion of approximately \$320 billion)*. Bull Services' BI solutions have been recognized by the National Governors Association (NGA), the National Association of State CIOs (NAS-CIO), and The Data Warehousing Institute (TDWI).

* Sources: Kaiser Commission on Medicaid and the Uninsured and U.S. Centers for Medicare and Medicaid Services (CMS)

The new California system, known as a data warehousing Management Information System/Decision Support System (MIS/DSS) business intelligence solution, will usher in a broad level of analytical capabilities for CDHS, enabling the agency to conduct sophisticated trend analyses and predictive modeling – all designed to reduce costs and improve health services.

For example:

- It will give CDHS analysts the ability to access and analyze huge volumes of data in minutes, and quickly link data from disparate databases to determine patterns, probabilities, and trends

within the Medi-Cal system. With this knowledge, the state can make more informed decisions about the quality, scope, and cost of health care, today and in the future.

- It will offer CDHS the capability to track and monitor an individual's care and cost across overlapping programs – for example, those people who receive Medi-Cal benefits and food and cash assistance benefits.
- It will also provide DHS with the capability to conduct disease management studies, better control pharmaceutical costs, and analyze how law and policy changes will impact Medi-Cal costs.
- And, with the capability to rapidly link other Human Services data – Women, Infants, & Children (WIC), for example – California can use the new system to help address major health care issues, such as addressing and improving the problem of low birth-weight babies, in an integrated way.

"We are extremely pleased that California has the confidence in our ability to assist the state in providing ongoing quality health care, reducing fraud and abuse, improving health outcomes, and planning for the future" said Jonathan Burbank, President and CEO of Bull Services in the U.S. "Our goal always is to provide solutions that meet the specific needs and priorities of agencies from state to state. California leads the nation in so many categories and health care is no different. The California Department of Health Services has a visionary approach to using technology to help address public policy issues, and we are proud to work with the agency in this endeavor."

HOT TOPICS (CONTINUED)

Mobile services from the sky

OnAir has chosen Bull to develop a Business Support System for its in-flight mobile telephony and Internet services.

OnAir's vision is to give airline passengers the choice to reach their world from the sky. With OnAir, passengers will be able to use their own portable electronic devices, including laptop computers, mobile phones, smart-phones and Personal Digital Assistants (PDAs), as well as the airline's in-seat equipment, to communicate in-flight, just as they do on the ground.

OnAir offers airlines the opportunity to provide communication services customised to the specific needs of their passengers, from mobile telephony to web services. It helps airlines to differentiate and strengthen their brand and service offering by providing passengers with new eagerly anticipated and requested services.

From mid-2007 onwards, whenever a traveller takes a European flight in an aircraft equipped with OnAir service, they will be able to make and receive mobile phone calls; send and receive text or multimedia messages, exchange emails; and access his corporate network from their advanced smart-phone (e.g. BlackBerry, Treo).

Bull has demonstrated its strength as a key driver of innovation in advanced telecommunications services. Furthermore, Bull is able to deliver professional, "carrier-grade" solutions. This is a key point for OnAir. Bull has taken advantage of its near-shore company in Poland AMG.net for the reporting system, in addition to the hosting capabilities from its Agarik affiliate.

Bull will deliver a solution that is designed to evolve with the customer's business. This solution is built in three stages, the first delivery includes:



- A Call Collect system, based on both basic tools and specific developments
- Highdeal Transactive software suite, as Billing & Customer Care system
- MS SQL Server 2005 platform as reporting system.

The main characteristics of these components are:

- The benefits of Highdeal Transactive, with major references, taking advantage from a powerful rating engine, integration capabilities and tools particularly adapted to incoming operators
- An open and scalable solution, based on interfaces and tools both provided by Highdeal Transactive (concerning commissions for sales, revenue sharing contracts) and Microsoft SQL Server (concerning ad-hoc and managed reporting, multidimensional analysis and data mining).

The next stages of the project will bring OnAir additional CRM, reconciliation and advanced reporting functionality.

The global solution will offer a complete Billing & Customer Care system, based on Bull's expertise in the domain, acquired in the integration of global Information Systems for existing and incoming operators with critical delivery constraints.

In conclusion, Bull delivers:

- A full set of professional services to handle the Business project realization
- A complete solution including hosting & operation of the Business system.

About OnAir

Incorporated in February 2005, OnAir is a joint venture with SITA, the world's leading provider of air transport focused applications, and Airbus, the aircraft manufacturer with the most modern and comprehensive product line on the market. OnAir is headquartered in Geneva, Switzerland, and has operations in Seattle, London, Montreal, Hong Kong and Singapore. OnAir is committed to developing a full range of affordable in-flight communication services tailored to passengers' differing habits and preferences on different types of flights.

www.onair.aero

BUSINESS NEWS

Bull and Miracle Machines enter into an OEM relationship to jointly address the High-Performance Computing (HPC) market in Singapore

NovaScale® servers will be the foundation for Miracle Machines' range of HPC servers

Bull and Miracle Machines have signed a 5-year OEM agreement for Miracle Machines to integrate Bull's NovaScale server technology and products into its own server offerings. Initial market focus for the partnership will be High Performance Computing.

Under the terms of the agreement, Miracle Machines will have access to Bull's complete NovaScale product line-up, ranging from 2-socket systems to 32-socket enterprise computers, that it will integrate, customize and tailor as part of its product line under its own brand name. Miracle Machines will actively promote and sell the resulting products and solutions into the Singapore market.

The agreement covers NovaScale current products as well as all future NovaScale products. Both companies will co-operate in order to maximize market recognition for Miracle Machines servers. Bull will be providing technical, marketing and sales training to Miracle Machines, as well as engineering and support services, and both companies will be defining and agreeing upon a business and marketing plan, that Miracle Machines will execute with Bull's support.

Financial terms and conditions of the partnership are not disclosed.

"We wanted to maintain our leadership in the HPC market in offering a complete range of scalable, high-performance servers. We have chosen Bull for the outstanding performance, openness, and scalability of its NovaScale servers, backed by its reputation in the HPC world", said Dr Chuang, CTO of Miracle Machines.

"We are pleased to set up this partnership with Miracle Machines, a company with significant HPC skills and market reach. Our business through OEM partners is critical to NovaScale market expansion, notably within the BRIC countries where Bull has already tied sound OEM partnerships. Success is already there with Miracle Machines who has sold their largest single cluster. The server is used to develop a warning and alert system after the Tsunami accident in the Asia Pacific in 2005" declared Philippe Miltin, Vice President Bull Products and Systems.

Announced in March 2003, the Bull NovaScale server range is based upon its FAME architecture and the Intel® Itanium® Processor Family. Using market-standard building blocks, the FAME architecture represents a technological breakthrough for high-end, mission-critical servers, delivering significant improvements in price/performance.

Bull NovaScale servers have gained IT market recognition and won large customers, both end-user IT organizations and OEMs. They are used notably as data base servers and application servers as well as in HPC (High Performance Computing) applications. NovaScale servers are the foundation of the largest scientific computer ever designed and built in Europe.

**BRIC : Brazil, Russia, India, China*



BUSINESS NEWS

Subvnet: an e-services project at the crossroads where e-government, modernization of the State and simplifying the public sector meet

In 2008, a portal dedicated to managing requests for grants and subsidies from public sector services in France is due to go on line, under the auspices of the State Modernization Agency, the DGME (Direction générale de la modernisation de l'État). The aim of the new portal is to simplify the approach taken by voluntary sector organizations seeking grants, and optimize and share decision-making to ensure better use of the sums being allocated.

The on-line process will use a shared file of grant requests, jointly defined by the State and local authorities, and covering all stages from the initial input and monitoring of requests, to the results of the instruction, for users as well as for the public services involved.

Subvnet is a major project on a national scale, which is at the heart of the modernization of the French State in a number of ways:

- It is a simplification project for applicants, because it provides:
 - One-stop shop' kiosk (one place to submit all requests for grants, manage their progress and get project updates)
 - A permanent file for the applicant (to store all the necessary information forms for instructing the payment of grants)
 - The use of a unified grant application form
 - Support for the creation of a register of

public subsidies, to help improve understanding of the procedures involved and direct the holder towards the relevant agencies that may be able to help

- It is a co-ordination project, because it enables all the initiatives being implemented by public sector bodies in France to be brought together under a single system
- It is an innovative project, because it takes an original approach – that of sharing information between project owners and public sector partners – around a shared file of grant applications. This involves making it easier access and instruct requests on line, in a spirit of transparency between the public services and the users.

Bull is defining and implementing the functional and technical solution, including:

- Defining the functional specifications
- Developing the portal

- Creating the permanent file for each voluntary body on line
- E-enabling the some 200,000 annual requests for subsidies, through a request for a unified subsidy payment
- Creating a public sector aid register
- Ensuring interoperability of exchanges between public sector players, by standardizing the data being used, and so making it easier for that data to be integrated in management applications used by State bodies and local authorities.

The technical solution is based on a Java J2EE-type application infrastructure. It is built around four categories of components:

- Bull FlexStudio™, a Web application development and operational environment designed by Bull, which includes forms management (Bull FlexForms) and workflow engines (Bull FlexFlow)
- External components from the Open Source world (JOnAS, Log4j, OpenOffice)
- The PostgreSQL RDBMS
- Code developed specifically for the business application and the service-specific components.

BUSINESS NEWS (CONTINUED)

T-Com hits target: 87 000 employees connect to their applications every day using Evidian's E-SSO

German telecom provider T-Com has reached the milestone of 87,000 workers connecting each day, demonstrating the superior performance of Evidian's E-SSO software to answer the expectations of large organizations. T-Com chose Evidian's E-SSO to authenticate users, self-register thousands of accesses and provide single sign-on to its employees.

In order for its users to self-register and easily access 70 applications based on heterogeneous technologies, T-Com has deployed Evidian's E-SSO agents on their desktops.

The key factor in T-Com's choice was the simplicity and robustness of Evidian's solution. Considering the volume of

connected users, seamless integration with the existing IT infrastructure, including Microsoft Active Directory and heterogeneous applications, was mandatory.

Multiple innovative functions were critical to help T-Com achieve this large E-SSO deployment – and Evidian was ideally placed to deliver them. A straightforward

architecture was deployed, with a small number of servers, to ensure highly available backend services for administration and thousands of simultaneous user authentications.

T-Com is part of the Broadband/Fixed Network (BBFN) division of Deutsche Telekom, a large telecom provider with 40 million narrowband lines, over 9 million broadband lines and 14 million registered Internet customers.

Developing e-gov business applications in an Open Source environment

For several years now the French government has been deliberating over a restructuring project for the local public sector treasury and accounts framework. In the context of an agreement with regional authorities, the General Directorate of local authorities (DGCL) and the General Directorate of Public Treasury (DGCP) have designed a budgetary and accounting statement known as M71.

As of 1 January 2007, three regions using the SAFIR software application have joined the M71 scheme. The Languedoc-Roussillon region was responsible for producing the SAFIR application: the financial and regional intervention analysis system (*or Système d'analyse des finances et des interventions régionales*).

In 2004, the *Conseil régional Languedoc Roussillon* embarked with Bull on the preliminary stages of a project to re-write all the component modules for this financial

management application. This project was called S@fir. Next, the project was broken down into several parts depending on the effect that M71 would have on various different S@fir modules.

To meet the challenges posed by this huge development project in a J2EE environment, Bull used its NovaForge collaborative development platform. This platform enabled Bull's teams to use a UML* modeling framework, and to integrate ongoing testing and integration procedures.

Mid-2006 saw Bull embarking on the fourth stage of the project, with the migration of data, user training, and keeping the whole system running efficiently now that it is in operation.

Throughout this contract, Bull has also demonstrated its capacity to take the customer's different outsourcing development needs into account in parallel. Since 2005, Bull has provided third-party application maintenance services for all the customer's business applications, as well as desktop outsourcing and operational support for users of the network, PC workstations and server installations.

Today, 15 Bull engineers are working on this customer's site.

* UML : *Unified Modeling Language*

EXPERT VOICE

Roger Parrié, Head of NICT (New Information and Communications Technology) projects at Bull.

Measuring achievement against targets



His career in information system architecture has kept Roger up to date on the most recent developments in state-of-the-art technologies (Corba, J2EE), and more recently on project management. Bolstered by this dual experience, he was one of those responsible at Bull for designing NovaForge.

Today, software quality is synonymous with beautifully written code. Nevertheless, what is vital to project management is not so much a respect for certain programming standards than for the project requirements as stipulated by the project specification. Software quality measurement sets itself the task of evaluating – throughout the life of a project – the gap between the product under development and the target. The NovaForge development platform includes traceability and measurement tools for just this purpose, making it possible to translate high-level requirements into unitary testing routines. This means it is possible to monitor the real state of play on any project on a daily basis. This in turn enables users to monitor the actual state of progress on the project from day to day, ensuring genuinely effective management.

One of the elements offered as part of the NovaForge development factory is software quality management. How do you define this term?

The main problem related to development work on software products is how to meet the specification in a given timescale and within a given budget. The Contracting authority sets the levels of performance and functionality required on the basis of a certain number of criteria: validity (how closely the software fulfils the functions defined by the specification and design brief); reliability or robustness (the software's capacity to function under extreme or abnormal conditions); extensibility (how easily it lends itself to modification or

extension of its functionality); re-usability (whether it can be effectively re-used, as a whole or in part, in other applications); compatibility (how easily it interoperates with other software); effectiveness (how far it optimizes the use of hardware resources); portability (how easily it can be transferred to other hardware and software environments); verifiability (how easily testing procedures can be applied to it); integrity (the degree to which it can protect its own code and data against unauthorized access); and finally, ease of use (how long it takes users to familiarize themselves with it, the use and preparation of data, error interpretation and correction). All these aspects are taken into account to establish a target that the Prime contractor team is expected to attain. The real problem lies in knowing, even as the project unfolds, how far away one is from that target, and that is precisely the aim of the software quality measurement approach we have defined. It involves establishing a yardstick that can be overlaid on the matrix of requirements for the purpose of measuring how far the development work that has been carried out goes towards meeting the set objectives.

How does this approach differ from the other "software quality" approaches that we usually hear about?

Existing tools such as Cast, and before Logiscope, measure the intrinsic quality of the code produced: its complexity, the number of classes, attributes and methods by class, and the scope of the methodologies used. These elegant and sometimes relevant measures are nonetheless restricted to very low-level aspects that only inform to a limited extent on how suitable the software really is for the task it has been designed to do. They are evaluating the beauty of the style, but not the quality of the text! For the Prime contractor, however, knowing the average depth of an inheritance tree is much less interesting than

knowing, for example, whether the object-relational mapping will operate correctly. Software quality measurement such as we have defined in NovaForge answers this type of question over and above that of how well coding standards have been respected. These are not, moreover, an absolute, but must really be derived from the statement of requirements. It's also worth adding that today more and more code is generated automatically from UML (Unified Modeling Language) diagrams using a MDA (Model Driven Architecture) type of approach that integrates the best programming practices. Under these conditions, there shouldn't be any need to measure the intrinsic quality of the code.

Would these measurements of quality be of interest, for example, in the area of third-party application maintenance?

Yes, absolutely. Using this approach, we will be able to scope future needs for software maintenance, carry out impact analyses, establish the costs of a development program, and even evaluate an increase in complexity. Whilst the impact of all this is not negligible, it is still nowhere near as significant as the improvements we expect to achieve by measuring quality at a much earlier stage in the project. These measurements occur at a relatively late stage in the project – when development work is well advanced – at that point you are simply in reactive mode. With software quality measurement, it is a question of becoming proactive, and assuring quality right from the outset of the project in order to control its progress. This means effectively stepping up the idea of quality control from simply "monitoring" to "actively managing".

So how do you set about evaluating how far the functionality requirements for an application under development have been met?

We need to start by distinguishing between two types of requirement: those of

EXPERT VOICE (CONTINUED)

the project itself, and those that relate to the software engineering. The latter are linked to good design and development practices for which experience has shown that it is enough to guarantee reliability and re-usability. So rather than measuring general quality indicators, we will be concentrating on evaluating the indicators that show how far standards and the main motifs of the architecture are being respected, which themselves capitalize on the know-how of the software industry. For example, we know that the optimum architecture for a J2EE application consists of five layers, from the presentation layer to the database call layer. We would therefore look at whether this model has been followed closely, and whether the rules of inter-layer calls have been respected. One of the aspects of software quality management will therefore be to measure how well these good design practices have been implemented. The generation of code by a factory like NovaForge is, in other respects, one way of responding to this issue. With predefined programming standards, we will indeed be able to draw on low-level measures to confirm that the more general requirements have been respected.

What about the project-specific requirements?

These are the requirements defined by the Contracting authority, and include: functionality, service quality and choice of technical platform. To measure the quality of the response, we have to use a raft of tests that are carried out to an increasingly fine level of detail. We start by establishing a repository that translates the requirements into service interface contracts on every layer of the software's architecture. Compliance with functional requirements is verified progressively by testing these interface contracts. The metrics used become more immediate, and they produce a summary success rate for tests at every level of the architecture involved. Each test for a particular level checks that the requirements are being met, which itself contributes, to a greater or lesser extent, to a requirement at a higher level. In this way you can measure requirements more generally using elementary and, above all, operational metrics.

Are there tools available to carry out both these types of software quality measurements?

Certain Open Source products are available today enabling these tests to be designed at a reasonable cost: so-called xUnit testing frameworks, such as HTTPUnit, JUnit, and DBUnit. These were designed for carrying out unitary testing, and the principle governing their use is simple: integrate the test classes in the code in such a way as to be able to use them subsequently to plot requirements and so measure the degree of compliance. This does require a certain discipline when it comes to programming. But here again, one can take a measurement to determine whether the potential coverage of the test is appropriate.

In the same way, when it comes to compliance with standards in terms of architecture, design and programming, Open Source tools such as Checkstyle or PMD enable you to verify cost-effectively how well the code conforms to the state-of-the-art in general, as well as to the house standards that capitalize on best practices internally. This means it is possible to unify an organization's applications, which results, for example, in productivity gains since the resources assigned to a new application find themselves on familiar territory, and so become immediately operational.

How do these measurement tools work to provide a global vision of the quality of the software?

NovaForge integrates the different measuring tools with the help of Maven or Ant, Open Source products that automate the code integration chain, execution of the testing procedures, and publishing of reports as part of a process of continuous integration. This means quality can be controlled throughout the project, making it much easier to manage the development work. Whilst we are still working on the development of full-scale control panels, the chain of control is already operational in a professional and highly structured way. This provides high-level indicators, from which you can zoom in on a precise part of the code.

Today, essentially it's a question of loading: how many person days have already been expended? How many are left? From now on, in theory, you can understand objectively and on a daily basis the quality of the code, the progress that has been made since the previous day, and how far there is still to go before reaching the target, that is to say, meeting the customer's needs. This is an ideal management tool for all project managers, but also an excellent means of communication between the Contracting authority and the Prime contractor. It also facilitates the running of the project, for example, when it comes to resource allocation, but also in the event of a change in requirements or priorities, since things will be that much easier to re-deploy. With an iterative methodology and these kinds of measurement tools, you really do have the ability to adapt to changes in scope or requirements.

What kind of impact could such tool has on the way a project is organized?

You have a statement of requirements, and then the capacity to plot these within the application and tools to allow them to be assessed and measured. Nevertheless, you still need to translate the functional requirements into technical imperatives. That is the role of the functional architect and the technical architect, who work closely with the project manager. The former establishes a repository of measurable requirements, and the second breaks these down into technical elements to be measured. This is only possible if one adopts an appropriate project methodology. That is why at Bull, and in NovaForge, we recommend an iterative development cycle: one that adapts the RUP (Rational Unified Process) by integrating the 2TUP approach (2 Tracks Unified Process). This Y-based model allows you to distinguish between functional and technical issues to unite them in one optimum solution, which is precisely what our software quality measurement initiative sets out to do.

WHAT'S NEW

Bull NovaScale® Intensive server and Microsoft® SQL Server 2005 deliver a new price/performance record record-setting TPC-H benchmark

Bull demonstrates its leadership in delivering Microsoft Business Intelligence infrastructure solutions with the best price/performance ratio the industry

The Bull NovaScale® 3045 Intensive server has delivered the best TPC-H price/performance ever recorded for a non-clustered, Intel-based server in the benchmark's 1,000 GB database category.

The new record was set with a Bull NovaScale® 3045 server equipped with 4 Dual-Core Intel® Itanium® 2 processors, a storage system from Xyratex, running Microsoft® SQL Server 2005 under Microsoft® Windows® Server 2003.

In the test, the Bull NovaScale® 3045 server achieved 12087.4 queries per hour on a 1,000 GB database (QphH@1,000 GB). At a price per query of \$12.56/QphH@1,000GB, this is the best price/performance under TPC-H Business Intelligence benchmark.

"Our strong collaboration with Microsoft has led to the outstanding results announced today. Architect of an Open World, Bull, in conjunction with Microsoft, provides added-value to its customers with highly reliable and complete state-of-the-art solutions. SQL Server 2005 on Bull NovaScale Intel based servers is ideal for large databases and Business Intelligence

solutions while providing customers with an extraordinary platform in terms of price/performance" stated Olivier Gaumont, Director of Bull NovaScale Business Unit.

Outstanding price/performance to help enterprises make better decisions faster

Bull NovaScale family of servers is a complete and scalable range of Intel® Xeon® and Itanium® processor-based platforms, perfectly adapted to back-end critical applications (Business Intelligence, ERP, ECM, consolidation) as well as to scientific computing. Bull NovaScale is one of the reference platforms currently used by Microsoft engineers in Redmond to test SQL Server 2005.

"The benchmark results emphasize the superior capabilities of the Itanium architecture and Bull's NovaScale servers. The desire to compute large amounts of data in the most effective manner continues and Bull has an excellent solution serving that need". said Richard Curran, Europe Server Sales & Marketing Director, Intel.

Microsoft® SQL Server 2005 is a complete database and data analysis package including the OLAP functionality and data mining services required by enterprises for a complete, end-to-end

Business Intelligence platform. SQL Server 2005 has been optimized by Bull's specialists to take full advantage of Bull NovaScale servers SMP architecture running under Windows® Server 2003 Operating System.

"We are committed to working with industry partners to provide a fully integrated Business Intelligence platform at a price that allows them to provide customers with real world solutions to business needs," said François Ajenstat, director of Product Management for SQL Server at Microsoft Corp. *"These benchmark results show the innovations within our partner community and speak to the value that Bull's solutions can bring to the marketplace."*

More information:

Transaction Processing Council site:

<http://www.tpc.org/tpch/>

Bull NovaScale servers offer:

www.bull.com/novascale

White paper "Choosing Windows® for the heart of the Data Center":

www.bull.com/fr/novascale/dc/windows.php

EVENTS

Brussels, March 15-16

5th European Business Summit

The 5th edition of the European Business Summit, organized on the occasion of 50 years of Europe, will take place on 15 and 16 March 2007 in Brussels.

With the theme "Reform to Perform: Europe is our Business", EBS wants to play an active role in three D's: Dialogue, Dynamism and Delivery. The challenge is to exchange views and to move Europe forward from declarations to Delivery. Delivery on the promised and necessary reforms. Reform to Perform for a more dynamic European Union. The

conference program will welcome key speakers, among with José Manuel Barroso, President of the European Commission, Viviane Reding, Commissioner for Information Society and Media, and Peter Mandelson, EU Trade Commissioner.

First organized in 2000, the European Business Summit is "the" rendez-vous for all those involved in the development of a dynamic, innovative and prosperous European Union. As sponsor, Bull, Architect of an Open World™, will run a

session on Open Source on Thursday 15 March, from 10:00am to 10:45 am. Chaired by **Jean-Pierre Barbéris**, General Manager of Bull Services and Solutions, the session will focus on innovative solutions that helps grow business, deliver new services and increase flexibility and efficiency.

Our experts will welcome you on our booth to present our wide portfolio of Open Source solutions and services.

More information:

<http://www.ebsummit.org>



Hanover, Germany, March 15-21

CeBIT 2007, The leading business event for the digital world

Under its banner Architect of an Open World™, Bull will be attending CeBIT 2007 on the stand of its partner Xandros and within the Public Sector area.

On the Xandros stand, (Hall 5, stand L21), Bull will present opencenter@bull, the integrated Open Source software stack

based on Xandros Linux, Scalix Groupware, O3Spaces collaboration suite, and other solutions.

Within the Public Sector Park, (Hall 9, B76, Stand 7), BBull will show solutions dedicated to local authorities including "Intelligent Video Surveillance" (IVS):

computer intelligence at the service of video surveillance camera networks and disaster management.

More information:

www.cebit.com

**InfoSecurity industry shows**

As each year, Bull will be present at a number of InfoSecurity tradeshows to promote the software solutions of its Evidian subsidiary. This year, demonstrations will focus on Enterprise Single Sign-on (SSO) and Data privacy domains.

Our experts will welcome you at:

- **InfoSecurity Europe**, London, April 24-26, Evidian stand: G206.
- **InfoSecurity Belgium**, Brussels, March 21-22, Evidian stand: E062.



EVENTS (CONTINUED)

Veracruz, Mexico, 25 to 27 April

2007 WCO IT Conference & Exhibition

From the Old World to the New: IT facilitates Transition?

The WCO IT conference and exhibition organized by the WCO (World Customs Organization which involves 169 Member Governments) will take place in Veracruz / Mexico from April 25 to 27.

According to Michel Danet, Secretary General of the WCO: "The World in Transition" is a particularly significant theme as modern Customs must embrace the integrated supply chain perspective and manage the transition from the castle watch to the modern global environment with increasing volumes of trade and unprecedented calls for safe, secure, efficient and well-managed borders. In this respect, no doubt that IT plays a pivotal role in this new Customs environment which emphasizes the importance of security while promoting the facilitated movement of goods across the globe.

We are pleased to invite you at Bull's breakout session to be held on April 26 from 3:30pm to 4pm in room A (plenary session). **Jean-François Betbeder**, Vice-President, Bull's Customs and Tax Business Applications Worldwide Unit will deliver a keynote address on *e-biscus*®.

our open and flexible software solution suite for Customs, which facilitates the legal commerce through fraud detection, fast clearance and efficient enforcement. Our experts will be pleased to welcome you on our booth (#1 & 2) to demonstrate our *e-biscus* Customs business solution and answer your questions.

Bull has gained worldwide recognition in the public sector for its expertise, in particular in aligning Customs systems to new international demands. For several years now, Bull has been involved in developing customs solutions in several European countries during their preparation for EU accession, supporting the implementation of EU requirements. These countries include Bulgaria, Cyprus, the Czech Republic, Hungary, Lithuania, Malta, Poland, Romania; Ireland and Morocco have also selected Bull's Customs solutions to modernize their system.



More information:

<http://events.wcoomd.org/aboutconferenceit2007.htm>

** Established in 1952 as the Customs Co-operation Council, the WCO is an independent intergovernmental body whose mission is to enhance the effectiveness and efficiency of Customs administrations. With 169 Member Governments, it is the only intergovernmental worldwide organization competent in Customs matters.*

Phoenix, Arizona 1-4 May

Summit 2007

In today's global, competitive world, Information Technology should be a driving force for enabling change, fostering agility, and improving an enterprise's competitiveness. But conventional information systems can't always keep up with these new demands. Organizations must look to flexible, robust information infrastructures to address the challenges they face in today's fast changing environment.

At Bull's annual customer conference, Summit 2007, attendees will hear from IT industry experts, customers, partners, and Bull senior management on a wide range of subjects that will help IT executives better understand how to address changing demands. Summit is scheduled for May 1-4, 2007 in Phoenix Arizona.

Agenda Highlights

- A presentation by Bull's senior executive on the company's strategies and some of the new markets that Bull has targeted for future growth opportunities.

- Real-world case studies by U.S. and International customers who will share their experiences on how new technology solutions have performed against their expectations.

- A look at why Intel's Itanium® 2 systems are providing mainframe-class reliability for more than 70% of the Fortune Global 100 enterprises... and many Bull customers around the world.

- Other presentations will look at the evolution of major trends such as Open Source Software, Service-Oriented Architecture, Microsoft Interoperability, Virtualization

and Partitioning, server trends such as Multi-Core and RAS, and Security.

- Over 30 presentations packed with ideas and recommendations on how IT can improve the efficiency of your enterprise.

Pointe Hilton at Tapatio Cliffs Resort

Summit 2007 attendees will stay at the Pointe Hilton at Tapatio Cliffs Resort, one of Phoenix's premier conference facilities.

Registration:

Register for Summit 2007 before March 23, 2007 and qualify for a Special Discounted Registration Rate.

Please visit our web site for details and to register at:

<http://www.bull.us/summit/index.html>

EVENTS (CONTINUED)

Biarritz, 7-8 June

CUBE (Bull European User Group)

The 23rd Annual General Meeting (AGM) of the Bull European User Group will be held at the Palace Hotel in the French south seaside town of Biarritz, from 7th to 8th June 2007. The theme of the meeting is: *"Open Source software and mobility"*.

The meeting will be chaired by **Germain Zimmerlé**, Chairman of CUBE, and will also be attended by Didier Lamouche, Chairman and CEO of Bull. Key IT decision-makers will share their points of view on the subject and their experiences. There will also be many opportunities for

exchanges between user group members and Bull senior executives on the challenges involved in the accelerated development of information systems today.



Dresden, in Germany, June 26-29

ISC (International Supercomputing Conference)

The largest supercomputing event in Europe – will once again be held from June 26-29 at the Dresden International Congress Centre in Germany.

Prof. Dr. Hans Meuer, General Chairman of ISC'07 and TOP500 initiator, has again put together an impressive program with the theme *"The social significance or usefulness of supercomputing"*.

The program for the 22nd ISC event includes a three-day conference, alongside an exhibition of HPC solutions. Among the 2007 technological highlights are: High-Performance Networking, operating systems and algorithms for petaflop-scale sys-



tems, as well as industry solutions such as computational fluid dynamics. Two new tracks are in the process to being put together: an "Automotive Afternoon" dedicated to HPC for Automotive Engineering, and a "Scientific Day" that will focus on

many aspects of the larger HPC solutions such as: advances in the implementation of large-scale applications (capability computing), computing and data integration in medicine and biology, etc.

The eagerly-awaited TOP500 list will also be announced.

Bull will be present and will showcase its latest NovaScale servers and HPC solutions. The Group will take the opportunity of this international HPC conference to make some announcements.

More information on ISC'07:

<http://www.isc07.org> www.isc07.org