

Bull's monthly newsletter

EDITORIAL

Architect of an Open World and creator of value



Innovation, speed, flexibility are at the heart of the battle being waged throughout our constantly evolving, networked world.

In this era of the digital economy – that is so profoundly changing business ecosystems – information

systems are the heart of the engine that drives all business sectors. Opening up information systems, accelerating development and deployment of new services are ways to make IT a lever for growth and competitiveness.

Against this background, Bull is also going through a transformation: focusing on infrastructure solutions, business solutions and high added-value services. Bull has impressive credentials in these areas, having worked alongside major public sector bodies including customs and taxation authorities, defense, local authorities, health and social care providers, as well as private sector and telecoms operators.

In 2007, as I have already indicated, we are launching a new offensive to promote seven new initiatives. The first of these, going live today, is designed to help you liberate the full potential of your information systems, to break down internal barriers, and accelerate and industrialize the development of your new applications to ensure that they interoperate with existing applications.

To do this, we are calling on the expertise of our services centers worldwide around NovaForge – our collaborative development platform for Open Source applications – so enabling us to offer the highest level of professional and structured methodologies and tools to enhance productivity.

In Bull Direct, we regularly publish news about solutions and innovative infrastructures that we are developing for our customers. From mobile in-flight communications services, to data warehouses for Medicaid in the United States, to the modernization of customs controls in Europe, or new developments being undertaken by the French Navy using NovaForge... our achievements illustrate how we can help you bring together the best of these technologies to ensure that your information systems are the real powerhouse for delivering your business strategy.

It's time to liberate your information systems with Bull!

Didier Lamouche,
Bull's Chairman and CEO

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7i PROGRAM

Bull launches first initiative in its 7i program: Aligning information systems with business processes

- Helping businesses make their information systems drivers for creating value
- Bringing expertise and innovation to the industrialization of development projects

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Alberto Araujo,
General Manager, Bull Latin America

« Information systems as a driver for creating value »

With the advent of the Internet as global IT platform, the information system is no longer just a productivity tool. It has become the leading global business medium. How can we grow our information systems, build tomorrow's application and create value? From ERP to SCM: you too, can liberate the full potential of your organization's IS.

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BUSINESS NEWS

Northern Racing consolidates race day management using Bull's CRM, billing & ticketing system

Bull is providing a £1.2 million customer relationship management (CRM)-based billing, ticketing and marketing system for racecourse operator Northern Racing PLC. The new CRM platform is aiming to transform the group's ability to manage its UK racecourses - which together host approximately 200 race meetings or 13% of the UK's annual horseracing fixture list.

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7i PROGRAM

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- Helping businesses make their information systems drivers for creating value
- Bringing expertise and innovation to the industrialization of development projects
- Focusing on strong sector-specific approach, through Bull's international service centers



**SAY NO TO APPLICATIONS
THAT HOLD BACK YOUR BUSINESS**

In the framework of its 7i program, Bull is launching the first of seven initiatives designed to help enterprises transform their information systems into engines for growth. Combining the know-how of its international service centers with sector-based expertise and innovative technologies in distributed development, Bull is setting out to support organizations so they can build the business applications they need for tomorrow more rapidly.

"The role of the information system in helping the enterprise open up to new markets and economic models is steadily increasing" commented Jean-Pierre Barb ris, General Manager of Bull Services and Solutions. "The enterprise has to develop both processes and applications while constantly improving the flexibility of information systems. Bull is offering a global approach designed to help customers respond more easily to these challenges. Our service centers, networked around the NovaForge platform, are bringing a truly professional and structured industrial approach to this area."

Accelerating business developments for the enterprise

As part of its first initiative, Bull has announced its intention to strengthen the Group's main international service centers – in France, the USA, Brazil, Poland and China – and step up their alignment around open software factory technologies, to enable the necessary acceleration and industrialization of business application development. These service centers will support Bull's services teams in all the countries where the Group operates.

This initiative draws on the capabilities of Bull Management's consulting teams in information systems governance and strategic alignment. It will ensure that the entire development process is more structured, to meet the constraints of costs, timescales and quality confronting enterprises today. Against this background, Bull has designed NovaForge, a family of services and innovative tools built around Open Source technologies, enabling a development project to be shared out between several centers, whatever their geographic location.

This expertise in information system alignment and industrialization of development projects applies across all the main sectors where Bull has a presence. In particular:

- Public sector – partnering government and other public sector bodies in their projects aimed at simplifying and optimizing public services, with modern, more open systems
- Local authorities – putting information technologies to work, to support regional initiatives and the user/customer
- Customs and Tax authorities for the modernization of tariff and customs systems as well as for tax declaration and collection,
- Telecommunications & Media to deliver innovation and resilience to Telcos
- The financial sector – responding to the challenges of consolidating individual

customer profiles and strengthening customer loyalty

- Industry – optimizing the supply chain, and reducing costs and timescales, notably by deploying ERP solutions
- Healthcare – modernizing healthcare systems and implementing a shared, global view of each patient
- Social services – simplifying and customizing services delivered to claimants, against a background of changes brought about by new reforms and improved performance
- Utilities – aligning information systems with new priorities linked to market deregulation.

For further information on the first initiative: www.bull.com/7i

7i PROGRAM (CONTINUED)

Information systems as a driver for creating value

Alberto Araujo, General Manager, Bull Latin America

With the advent of the Internet as global IT platform, the information system is no longer just a productivity tool. It has become the leading global business medium. How can we grow our information systems, build tomorrow's application and create value? From ERP to SCM: you too, can liberate the full potential of your organization's IS.

Why is the job of the CIO within organizations currently at a premium?

Since 2003, the economy has been experiencing strong growth, not only in emerging countries (notably the BRIC¹ countries), but also in the US and in Europe. At the same time, markets are rapidly changing with globalization, an accelerated pace of innovation, and on line exchanges. As a result, organizations are finding themselves in a changing business environment, with not just numerous opportunities (new markets, customers, offerings and services) but also a host of potential threats (new market entrants, regulations, business models...).

With the commoditization of IT infrastructures, there has been some debate in recent years about the real value of technology, in the wake of research from analysts such as Nick Carr ("Does IT matter"?). The important point is: the experience of companies such as eBay or Amadeus now shows that IT really does matter to gain business advantage.

The result of all this is that CIOs have revised their job profiles, realigning them from their currently rather technical perspective to a more business-oriented one. Today their key role is more and more to do with managing the IT department so it can become a real contributor to the business overall, supporting strategic enterprise challenges. The priorities of today's CIO put a sharp focus on integrating business process management and business intelligence, developing, retaining and growing customer relationships. Cost management remains a key issue, of course, and CIOs continue to build IT in the most cost effective way they

can, not forgetting infrastructure security for both data and processes - an extremely challenging task in today's open and connected world! **Value creation is now at the top of every CIO's agenda.**

Can CIOs easily align information systems with business challenges to maximize value?

In the past, IT has brought tremendous improvements to enterprise productivity. Closed systems, however, have often resulted in a large number of isolated IT silos (HR, sales, production, etc.) that are efficient for their specific function, but that lack flexibility. Each business process change is then difficult to handle, causing IT to be viewed by some Chief Executive as, "the first barrier to change"!

Successful business alignment therefore depends on the ability to make IT more flexible, from the infrastructure to middle-ware and SOA-based applications. This is important both internally and externally since, in the open world, an enterprise is no longer an island as regards its business activity. It is increasingly part of a whole: a multi-enterprise dynamic ecosystem needing to automate transaction and information flows between suppliers, partners and customers. Web 2.0 trends reflect this new philosophy: products and services need to be centered on customers (one-to-one, long tail economics); customers need to be able to contribute to offerings (collective intelligence); new applications have to be built very rapidly by combining external services (with mashups), without reinventing the wheel. This is also important in B-2-B. For example, an aircraft manufacturer such as Airbus must collaborate with hundreds of suppliers around the world to design its aircraft, which will then in turn be

manufactured at multiple sites. E-governments require dealing with millions of citizens and hundreds of thousands of enterprises. This is what we have done in Latin American for BPS (Banco de Previsión Social) called on by the new political authorities in Uruguay to manage the 'Citizens minimum income' program, part of their National Emergency Plan. We've built together the new applications to support the program. States' information systems have also to interoperate in the domains of Customs, Security and so on. In Brazil, for example we have implemented in co-operation with the teams from SERPRO a nationwide border control solution, therefore modernizing and improving international traffic control security at Brazilian ports, airports and borders, using one of the most modern, comprehensive and effective identification and authentication systems.

IT systems must therefore evolve from monolithic systems to organic, dynamically evolving, network-centered systems. And the role of the CIO is changing. They must continue to be extremely well-informed on IT trends. At the same time, they need to be very business oriented, with their focus lifted away from IT infrastructure to the level of business processes (BPM, etc.).

What are the key factors for success?

Openness, speed and innovation. **The first step IT has to take is to be open** and to move right away from the closed 'silos' approach, opening up to flexibility, and internal and external interoperability for all business processes. Open infrastructure solutions, middleware, open business applications (SAP, Oracle, Microsoft...) and SOAs will play a major role in this respect. This is an area we are pioneering, with our unique expertise in

7i PROGRAM (CONTINUED)

open middleware (OW2, JBoss) and close partnerships with leading ISVs.

Secondly, the enterprise has to find a way to significantly increase development speed. Speed is a vital part of the equation, and Open Source and outsourcing offer some compelling answers. With Open Source, vast libraries of software components are becoming available, and you can incorporate them within your application solutions to speed up development at very low cost. Outsourcing takes the whole process one stage further: one can choose to rely on external partners for some functions (for example ASPs, B-2-B transaction providers, marketplaces, integration service providers, logistics service providers, etc.). As a leader in Open Source services (with Open Energy) and a systems integrator and outsourcer, we work on all these domains.

When O Boticário, the leading Brazilian cosmetics manufacturer with a worldwide reputation and more than 2,400 stores around the country, decided to overhaul its way of doing business while gaining ground vis-à-vis its competitors, Bull has been selected as outsourcer. In partner-

ship with its customers Embratel and StarOne, we have integrated the communication infrastructure between the headquarter and the stores network, with services such as Internet access, IP transactions, Voice over IP, secure electronic transactions and video through a dedicated VSAT network. To develop a new market solution creating value through a collaborative work with its customers is a new innovative way to work.

The third key factor is quality, both in terms of compliance to budgets, timescales, and requested functionalities. IT is becoming ever more complex. According to the Standish Group, more than 71% of IT projects today fail to reach their targets, whether in terms of cost, delivery date, or features. This has serious consequences for enterprises: failure to meet time-to-market deadlines, high costs, and problems with aligning business needs to the IT project in hand. The new generation of distributed open software development factories appearing today offers an innovative answer to this need. NovaForge is making it possible to capitalize on the experience of the most successful Open Source development

communities, to build a coherent creative framework for the enterprise: Bull is a pioneer in this movement.

In order to succeed, CIOs therefore need to combine technical leadership with in-depth knowledge of their industry, their company and also the competitive environment of their industry. They will also need to foster the loyalty of reliable technology suppliers and providers of applied IT business knowledge. These potential suppliers must be capable of providing solid, industry-oriented, technological skills, in-depth knowledge of business processes, IT business processes and regulatory domains. As 'Architect of an Open World™', with its strong expertise in business applications, and its unique knowledge of open middleware and next generation open IT forges, Bull is well-positioned to help businesses and public sector bodies as they undergo this change.

(1) BRIC: Brazil, Russia, India, China

7i PROGRAM (CONTINUED)

SOA, Open Source and software factories to accelerate business application development in an open word

Thierry Lapresle,
Director of Bull Service Operations in France

For more than two years now, Bull has set up service centers in France and abroad. What is the economic backdrop to the establishment of these centers?

The pressure on enterprises and public sector bodies to move faster, create competitive advantage, produce more efficiently and at lower cost, and modernize is stronger than ever. Information systems are becoming critical in the enterprise value chain. They must be capable of both fully supporting the organization's business vision, and integrating new strategic, regulatory, marketing, organizational and operational data. Enterprises and administrations are therefore developing new applications, putting new services in place and opening up their information systems.

Bull is constantly moving forward in its drive to support customers as they face each new challenge: creating more value, moving faster, producing at lower cost. The way these service centers are organized responds to these demands. It means we can get the full benefit of rationalizing 'back-office' resources (tools, methods, processes), as well as by sharing skills and expertise.

Therefore, a single development project can be broken down between several centers so we can draw on the best possible expertise at each stage, whatever the geographic location, while being structured around the same tools, methods and processes. This professional and structured approach is the cornerstone of our service centers.

How do Bull's service centers operate?

The strength of Bull's service centers depends on two vital aspects: the networked structure and the use of a shared software development platform, NovaForge.

Our service centers are all connected to each other, with an international dimension that is a real 'plus' of Bull. Today, Bull has specialized service centers in France, the United States, Brazil, China and Poland, complementing the Bull's local teams and divisions spread in countries where Bull is present. Some of these centers specialize in certain technologies or businesses, and this concentration of particular resources in a single area of competence creates in pools of expertise. This organizational structure of networked service centers means we can be much more responsive, partly through a greater capacity to support increased work-loading, and partly because we can do the work at the lowest cost, thanks to tools that provide continuous access to the necessary information for each project.

Each service center shares methodologies, processes and tools. At the core of this approach, NovaForge provides a range of advanced Open Source tools integrated and implemented by Bull's own R&D teams in the course of the many development programs on which they have worked. NovaForge aims to:

- Reduce the development work load
- Optimize management of costs and timescales
- Improve the quality of deliverables
- Make it easier for everyone involved in the project to take part
- Monitor the development process
- Reduce risk, notably by providing a shared view of the project parameters.

This platform is at the very heart of our program to deliver increasingly professional and structured services. It is used both for application development and renewal projects in a J2EE, PHP and .net environments, third-party application maintenance, and professional third-party application acceptance.

NovaForge has been designed to simplify and automate the development environment. A typical development workstation integrates standard tools, allowing developers to concentrate on coding the business rules and managing complexity. NovaForge also serves as a meeting point between the various players contributing to the project, at every stage, since it can be customized to support each individual role, and enables each and every 'business' to participate fully in the development process.

Finally, NovaForge resolves the problem of transparency between the client, the 'front office' and 'back office', by providing project management tools and collaborative working spaces. As a result, everyone involved has an identical view of the project, whether they are contributing to the earliest stages of specification, or to the testing and acceptance process.

How do you see the various tasks of customer and service center being divided?

This is a critical issue: it is a question of constantly overseeing the development process, and of ensuring that the code we write meets defined quality criteria, in line with the customer's specified requirements.

7i PROGRAM (CONTINUED)

NovaForge is an important tool in several ways:

- Its dedicated customer portal gives access to the monitoring information they need
- The project management module enables uploading of aggregate data for unitary information and quality indicators, event and request monitoring, and provides control panels
- Continuous integration and testing means that the quality of what is being produced can be constantly monitored, day to day.

To this collaborative resource, we can add the project management framework: which clearly defines the responsibilities of both the contracting authority and the prime contractor, using standard methods such as CMMI⁽¹⁾ and rigorous project quality structure.

How are these centers going to develop in France?

In France we favor a strategy of remaining close to our customers (the 'nearshore' approach). Today, four service centers located across the country bring

together skills in areas such as Java J2EE and Open Source, as well as specialized expertise such as mobile computing at the Bordeaux service center, and solutions for local government.

The 'nearshore' concept gives us a certain degree of agility, so we can remain in close contact with our customers' needs, while ensuring that we deliver a professional level of production capacity.

(1) CMMI: Capability Maturity Model Integration

7i PROGRAM (CONTINUED)

“Control and industrialization are keys to a successful project”

Captain Georges Deli,**Commander of the French Navy Human Resources Information Processing Center (CTI-RH),
and Director of the HR Decision Support Information System modernization project.**

Based in the French city of Toulon, the CTI-RH manages all the HR information systems for the French Navy. These systems are used by the 49,000 active service personnel throughout France, and across all the Navy's military bases worldwide.

Why did you recently launch an 'industrial' development project using Open Source?

Every organization is constantly faced with the challenge of delivering the services it has committed to deliver in increasingly short timescales. That poses the problem of how the organization adapts to change. At the CTI-RH, HR reforms are being driven forward as a result of the move to the euro, the passing of the new LOLF financial act in France, and the new status of military personnel. These rapid and permanent changes are challenging the stability of our application that we must absolutely manage. Even if the Navy's HR information system offered all the functionality that its users required, the user interface for the HR decision support system (known as SIAD/RH) currently runs on an obsolete product and requires a 'fat client', which makes it hard to distribute software more widely and to further evolve the system.

So, we thought it was time to change the system interface and go ahead with modernizing the architecture to make it more open and accessible to a much larger number of people. Having compared the various possible solutions – ERP packages, .Net, J2EE – and having also compared the overall costs of ownership, we finally opted for a customized J2EE development, using Open Source and Web architectures. Our decision was underpinned by other advantages, such as the greater independence (avoiding 'captive' markets is a particularly sensitive issue for us), the skills required (to use the same technologies as the university sector), and cost control. So we decided only to change the front and middle office,

retaining the same common database. This approach meant we could develop the new system in a gradual, modular way.

Why was the industrial approach to development work so important in the context of this project?

It was vitally important to maintain a fully operational system throughout the life of the development. There was no question of putting HR reforms on hold, and inevitably the system had to be aligned with the work related to the introduction of new regulations. The existing SIAD/RH system had to carry on evolving until it had been caught up by the SI@D/RH, which was being gradually deployed. So the two systems effectively had to be run in parallel. It was unrealistic to maintain two technical teams, using very different technologies, and while tackling all the other challenges.

We needed professional support to help us with this modernization. We chose Bull as the prime contractor, because of its proposal to provide a package of 'industrial components' from the Open Source world, and its expertise as a contributor. Bull does a lot more than just provide us with software downloaded from Open Source communities on the Internet: they also interface them so that we are not exposed to complexity. They qualify products and integrate them into our work environment, carry out performance tests, give us advice, and provide training, management and expertise; all with the aim of making us more self-sufficient. To achieve this, we have implemented Bull's NovaForge Open Source software

development factory, including a portal, development tools (based on Eclipse), and integration and testing tools. All this also integrates with our own software engineering workbench, MEGA. Today, the forty-strong project development team – half of them our own technical people and the other half from Bull – can work together in a professional and structured way, with a high degree of synergy and complementing each other's activities.

What are the best practices to adopt in this area?

No matter what the project may be, all change has to be supported by a strong managerial commitment. This support will be stronger if the decision-makers have a very good view of the project and good tools for managing its progress. Initially one might think that Open Source is not well placed to offer this. It's a fear of risk that often leads people to choose off-the-shelf products such as ERP packages.

However, our experience in the field shows just the opposite: by enabling rapid, staged construction of modular, robust and re-usable solutions, and by offering the ability to go back, and avoiding 'big bang' approaches, Open Source enables you to save time, helps you achieve quick wins, gives you more flexibility, and ensures you can give decision-makers the greater visibility and ability to control the project which they want. And finally, we must not forget the issue of support. In effect, Open Source software is, above all, software: subject to the same kinds of risks and success as any solution from an ISV. A contractual commitment with a professional provider of support services seems like the better option as far as I am concerned.

7i PROGRAM (CONTINUED)

Bull publishes its latest white paper: 'Software factories: towards an industrial revolution in application development'

In parallel with the launch of the first initiative of its 7i program – 'Aligning the information system with business processes' – Bull has published a new white paper: 'Software factories: towards an industrial revolution in application development'.

Capitalizing on experience gained from numerous projects managed throughout the world, as well as on the case studies from experts and major customers, Bull's white paper outlines the 10 golden rules for industrializing software developments, as well as:

- The main challenges for development projects
- Real problems, inappropriate responses: four myths to debunk
- Pitfalls to avoid
- Development workbenches: the new paradigm

- Best practices for implementation.

This white paper includes exclusive interviews with IT Directors and Open Source community leaders:

- Cedric Thomas and Christophe Ney, OW2: 'Combining innovation and industrialization, at the heart of development community experiences'
- François Ellie and Patrick Sinz – ADULLACT, Ethiq: 'Software factories: the foundation stones of the knowledge revolution'
- Captain George Deli – French Navy: 'Control, structure and professionalism are the keys to a successful project'

The white paper can be downloaded from the following address:

<http://www.bull.com/p/register.php?lng=fr&id=57>



HOT TOPICS

Europe, Brazil and China unite to foster Open Source software to boost growth

Leading European, Brazilian and Chinese information and communications technology (ICT) players announced mid March that they have joined forces to launch QualiPSo, a quality platform to foster the development and use of Open Source software to help their industries in the global race for growth.

The aim of QualiPSo is to help industries and governments fuel innovation and competitiveness in today's and tomorrow's global environment by providing the way to use trusted low-cost, flexible Open Source software to develop innovative and reliable information systems. To meet that goal, QualiPSo will define and implement the technologies, processes and policies to facilitate the development and use of Open Source software components, with the same level of trust traditionally offered by proprietary software. The initiative will support the development of local ICT industries – from small and medium-sized enterprises (SMEs) and independent software vendors (ISVs) to large ICT providers and systems integrators in Europe, Brazil and China – and help establish European leadership in domains such as distributed middleware.

The 20 founding members, across Europe, Brazil and China, are a heavyweight group of ICT industry players (Atos Origin, Bull, Engineering Ingegneria Informatica, European Dynamics, Siemens, Telefonica I+D, Thales), SMEs (Centro Ricerche Matematica Pura e Applicata, Mandriva), governments (the Department for innovation and technologies of the Italian Presidency of the Council of ministers, the French Gendarmerie Nationale, SERPRO), and academics (Fraunhofer FOKUS, INRIA, the Poznan Supercomputing and Networking Center, the State University of Sao Paulo, the South China University of Technology / Guangzhou Middleware Research Center, the University of Bozen, the University of Insubria and the University Rey Juan Carlos). The project is funded by the European Commission under its sixth



framework program (FP6), as part of the Information Society Technologies (IST) initiative.

QualiPSo's launch comes at a time when major industries have experienced the power of Open Source software to accelerate the development of global, low-cost and reliable information systems, but are waiting for ultimate proof of trust to definitively commit to large-scale deployment. By providing the prerequisites for trust – from the legal, technical and business points of view – QualiPSo will definitely foster Open Source software deployment for business competitiveness and growth, in areas such as e-government, media, telecoms, manufacturing, distribution and finance.

The software and services industry in Europe employs more than one million people and accounts for five to six per cent of European GDP. It is also rapidly growing in Brazil and China. IT analysts estimate that Open Source Software (OSS) will account for nearly 20% of the industry's output within the next five years. With 70% of OSS development being carried out in Europe and contributions growing from the Americas and Asia, the QualiPSo initiative will ensure that competitive advantages from the development of OSS-based ICT industries will primarily benefit Europe, Brazil and China, developing 'high-knowledge' employment opportunities in these areas.

In this context, QualiPSo is the ever largest Open Source initiative funded by the EC.

Its ambition is to make Open Source a formidable lever to strengthen Europe's competitiveness, accelerate ICT growth, and implement the i2010 policy for growth and jobs.

Viviane Reding, EU Commissioner for Information Society and Media, said: *"Software technologies are critical as they provide the added value, intelligence and flexibility underlying competitive success in today's innovative markets. An industry today worth 67 billion in the EU, software and service is essential for our future prosperity and even our economic survival because it is the lifeblood of all businesses and all public services"*.

The QualiPSo project includes seven research and development areas.

1. Developing a long-lasting network of professionals caring for the quality of Open Source software for enterprise computing. Six Competence Centers – running the collaborative platforms, tools and process developed in this project – will be set up to support the development, deployment and adoption of OSS by private and public Information Systems Departments, large companies, SMEs, end users and ISVs. Of these Competence Centers, four will be based in Europe (in Berlin, Madrid, Paris, and Rome), one in China and one in Brazil (São Paulo).
2. Defining methods, development processes, and business models to facilitate the use of Open Source Software (OSS) by the industry.
3. Designing and implementing the "QualiPSo Factory", an integrated environment that will facilitate and support the development of viable industrial OSS systems.
4. Developing a new Capability Maturity Model-like approach to assessing the

HOT TOPICS (CONTINUED)

quality of OSS. This model will be discussed with CMM's originators, the Software Engineering Institute (SEI), with a view to formalizing it as an official extension of CMMI®.

5. Implementing best practices in information management (source code, documentation, etc.) to improve the productivity of OSS development and support.
6. Providing test suites and qualified integration stacks to demonstrate OSS interoperability across borders of any kind: technological, semantic and organizational.

7. Providing guidelines and tools to facilitate an intellectual property tracking process with Open Source, and define a coherent family of OSS licenses, compliant with national laws and European regulations.

The first results from this four-year project are expected at the end of 2007. The Competence Centers are planned to be deployed early in 2008.

QualiPSo is launched in synergy with Europe's technology initiatives such as NESSI and Artemis, and will leverage

Europe's existing OSS initiatives such as EDOS, FLOSSWorld, tOSSad and others. The project will also leverage large OSS communities such as OW2 and Morfeo. QualiPSo is open to new members and will provide other companies with the opportunity to join at its first annual conference that will take place in autumn 2007.

More information:
<http://www.qualipso.org>

Bull's SERPRO border control project wins the "TI & Governo 2006 Award" for best IT project in the Brazilian public sector

SERPRO (the IT services bureau of the Brazilian federal administration) has received the TI & Governo 2006 Award in the e-Public Services category, for the Brazilian border control project developed by Bull.

This annual award recognizes the best IT contributions to improving the Brazilian public sector (at Federal level, in all States, and in all municipalities). It was handed over to SERPRO by Plano Editorial, one of the most prestigious publications in the Brazilian IT press.

The SERPRO project was one of more than 100 candidate projects, and won the award mainly because of its innovative approach, social significance, and the direct effect it has on Brazil's population (including foreign visitors). The SERPRO award was one of 20 presented in three areas (e-Administration, e-Democracy and e-Public Services).

Wagner Quirici, SERPRO's Chairman, explained how the project had not only fulfilled all expectations, but had exceeded the set objectives in terms of the quality and services delivered. *"We are more than satisfied with the results of the project, and would like to express our sincere thanks to Bull's support teams for their work in modernizing the Brazilian border control system, and bringing the best technologies available to the project."*

The project involves automating travel document identification and authentication (passports and other documents) at all Brazilian frontier posts, and is part of a

broader program known as PROMASP¹, in implementation by the Brazilian federal police force PROMASP. The SERPRO border control project, as delivered by Bull, will be implemented at all Brazilian ports, airports and land borders, and integrated with STI (the international traffic system), a system developed by the Brazilian federal police to control the arrival and departure of all people crossing at Brazilian border posts.

(1) PROMASP: Program for modernization, improvement and security for controlling international traffic and Brazilian passports

BUSINESS NEWS

Northern Racing Consolidates Race Day Management Using Bull's £1.2m CRM, Billing and Ticketing System

Secure ticketing and CRM-based reporting set to build property management and marketing capability across nine UK sites

Bull is providing a £1.2 million customer relationship management (CRM)-based billing, ticketing and marketing system for racecourse operator Northern Racing PLC. The new CRM platform is aiming to transform the group's ability to manage its UK racecourses - which together host approximately 200 race meetings or 13% of the UK's annual horseracing fixture list.

Bull is prime contractor for the implementation of wired and wireless sales point infrastructures at Northern Racing's nine courses. The new infrastructures will be integrated with partner Serendipity Interactive's Eventmaster dedicated ticketing software system.

Using Eventmaster, each attendee is issued with an encrypted ticket which staff, equipped with wireless handheld scanners, can check before allowing entry into the racecourse or area. Ticket security no longer depends on existing card format ticket printing or visual checks by stewards. Phase one of the implementation took place in the autumn of 2006 with roll-out at three of the group's locations with the remaining six courses due for installation in spring this year.

Northern Racing introduced the latest in secure ticketing systems to address the difficulties of crowd control on race days and stop criminal gangs producing forged tickets and membership cards. The racing operator also took the opportunity to develop a wider CRM platform at each site and for group management to ensure web-centric sales, marketing and membership administration for all operations.

The new CRM system enables Northern

Racing's central and local management to control the business more dynamically while retaining autonomous day-to-day racecourse operations. The platform allows local racecourse managers to operate targeted marketing campaigns for meetings based on analysis of previous event's attendance, sales and profitability. Through the CRM system's reporting facility, general customer trends and peak visitor numbers can be identified and managed more effectively. The system's real time information delivery will ultimately support group racecourses' wider e-marketing campaigns and development of enhanced membership packages.

In addition, Northern Racing management will be able to carry out consolidated real time business reporting which is connected to the group's central financial management function. This will help to identify key profitability indicators more quickly than before.

Northern Racing's Financial Director, Tony Kelly said: "The new software system is enabling our racecourses to administer ticketing and badges more effectively and provide a secure perimeter. We have also been able to deal with forging of tickets by criminals. While it is early days, we know that the CRM elements will in time provide us with more efficient and flexible marketing activities."

Each course's ticketing system is hosted on Bull's NovaScale Universal resilient servers with wired and wireless Cisco infrastructure connected to touch screen till points, wireless card scanners, and membership and general card printers. Each racecourse's billing system is supported by central business continuity servers. Implementation was handled by a Bull systems integration team in conjunction with a software team from Serendipity. The partner companies worked under the direction of Northern Racing's Project Manager Audrey Traynor, who reports to Tony Kelly at Northern Racing.

Tony Kelly added: "The commitment Bull and Serendipity have shown is tremendous. They've delivered over and above what we expected. While there is development work still to be completed, this is an enhanced property management system which will give us competitive advantage in the future."

Mike Dunk, Managing Director, Bull UK & Ireland said: "Bull and its partner Serendipity Interactive have shown that effective ticketing and operations management systems can be delivered for demanding, multi-entry point locations such as racecourses. "Our consultancy and systems integration expertise will provide an enhanced race day experience for Northern Racing customers as well as a consolidated management and marketing platform for the group's current and future business development needs."

BUSINESS NEWS (CONTINUED)

French Navy chooses Open Source

The French Navy is involved in military and civil actions to defend national security at sea and in the airspace above it.



In 2005, as part of the program of modernization, two objectives were defined for the French Ministry of Defense's HRIS (Human Resource Information System):

- Ensure productivity gains in the payroll process for the Ministry's staff
- Improve on performance (knowledge of the workforce salary costs, service quality delivered, organization of payment centers, etc.).

In 2005, the HR management system being used and maintained by the French Navy was based on obsolete technologies and, as a result, was engendering continuity problems and distribution difficulties. The decision was taken to launch a modernization project with a two-pronged approach. Firstly, re-writing applications and transferring them from a C/S architecture over to an Open Source J2EE-type architecture (technical migration).

Secondly, staff training in new technologies and modernization of production procedures.

The new system also had to meet some tough constraints: ensuring service continuity, maintaining interoperability with other information systems, ensuring the transfer of skills and properties, all within a single service center.

For the deployment of this 100% Open Source architecture, Bull implemented a complete solution, including:

- A dedicated service centre on the customer site
- Constitution of mixed specialist teams: 40 staff of which 20 are Bull's own personnel
- Implementation of NovaForge in order to ensure productivity gains and guarantee the required level of quality,

including (collaborative working portal, development tools, integration, tests, unified production process)

- Use of the MEGA modeling tool as a unique Information System repository
- Constitution of a team dedicated to managing the change in partnership with Bull Training Center (skills migration and planning of customized training on every component of the project (Java, Eclipse, NovaStudio).

At the end of the day, the French Navy was able to benefit both from the close proximity of Bull teams located in the same region, and from the expertise of specialized entities such as Bull Training, Bull R&D and Bull Product Engineering. These resources operate in perfect synergy with the CTI/HR teams, and will enable the French Navy to simultaneously co-ordinate the modernization of its information system and change management support for its IT staff.

BUSINESS NEWS (CONTINUED)

NovaForge: supporting naval defense systems



DCN is developing a global approach to its warships from the construction stage right through to fitting out, including weaponry installations and the CMS, or Combat Management System. GEMO (GEneric/MODular) is the name given to an internal DCN process for developing re-useable application components for the new generation of CMS. GEMO involves defining a reference architecture (assembly rules, architecture principles and the use of components) developing the re-useable application components, and creating the tools and productivity guides, both for the design and the construction, but also the acceptance stages of the project.

Bull embarked on the partnership with DCN in August 2006, drawing on its technical expertise, its proximity and its R&D center based at Echirrolles near Grenoble. DCN's ever increasing requirement for more power means that today Bull is being called upon to contribute in the following domains:

A major player in the European market for naval defense systems, the DCN group supplies the French Navy among other customers with surface ships and submarines under turnkey contracts.

- UML¹ expertise, modeling and information systems 'urbanization', along with change management support (providing training, helping to enhance NICT² skills within customer teams)
- Developing components for the technical layer of the system architecture
- Developing tools components to assist with the use of GEMO (deployment, model-based code generation)
- Refactoring existing components
- Providing components for a demonstration submarine using the components. The purpose of this demonstrator is to showcase 'best practices' when it comes to using components in the context of a CMS



- Providing a prototype of a mini-CMS surface ship featuring look-out functions, destined to be embedded, in order to demonstrate their potential in

the context of renovation programs for existing systems

- Third-party application acceptance, an activity DCN is entrusting to Bull, including qualification of the full range of software components, tools and documentation.

Currently, 23 Bull staff is working on these projects, half of them at DCN site at Toulon (Mourillon), and the other half in Bull's services center at Château Gombert, the science park near Marseille. Their work is based on using the NovaForge software development factory, notably to support collaborative work, and for building development and testing tools.

Bull's regional proximity and its ability to support DCN in the implementation of its new information system are key elements in this very dynamic project.

(1) UML: Unified Modeling Language

(2) NICT: New Information and Communication Technologies

BUSINESS NEWS (CONTINUED)

AOK chooses Evidian's enterprise SSO solution.

AOK is the leading public health insurance organization in Germany, providing services to 25 million people.

In order to improve the quality of the services delivered to their customers, the state AOK branches of Thuringia,

Saarland and Rheinland-Pfalz have made the decision to use the Evidian E-SSO solution.

The Evidian E-SSO solution will make applications access more secure, while improving the comfort and productivity of

AOK employees. As a result, the help-desk workload is also expected to decrease.

State of New Jersey renews Disaster Recovery Services contract

The State of New Jersey, one of Bull's largest and most important customers in the U.S., renewed a Disaster Recovery (DR) Services contract with Integris, Bull's outsourcing services division, this time for \$2.5 million over three years.

The contract, now at its midpoint, runs through June of 2008, and calls for Bull/Integris to supply DR services to the New Jersey Office of Information Technology in support of its customer, the Department of Human Services/Division

of Family Development. Among New Jersey's most critical agencies, the Department of Human Services is responsible for providing a variety of health and benefits programs for the State's neediest and most vulnerable citizens, including

children and senior citizens.

Under the terms of the agreement, Bull/Integris will provide disaster recovery services to New Jersey using technology in its Phoenix, Arizona facility. In the event a disaster renders the State's IT equipment inoperable, Bull/Integris will, within 24 hours, provide back up use on its DR System in its Phoenix facility to this major customer.

EXPERT VOICE

Bruno Falempin, Director of Bull Training,

Change management: driving the successful implementation of IS projects



Bruno has previously been Director of Human Resources for Western Europe outside France, and then HR Director for France. With an intense interest in the technological, economic and human challenges faced by our companies in today's business landscape, he draws on his experience in France and internationally every day, and can call on a team of 80 consultants and training specialists to help customers transform their organizations.

Business driving technology

IT Directors and CIOs have to exploit the networked world, building bridges, interconnecting people, mobilizing resources, enabling synergies, while at the same time providing reliable information systems that are solid foundations for value creation, even if the technological components from which they are built are changing day by day, sometimes even hour by hour.

The information system is not just a driver for improved productivity, but a driver for the business itself, a driver for increased openness within the business ecosystem, and for new kinds of freedoms and opportunities within organizations. It ensures permanent alignment with business imperatives, accelerating innovation, interconnectivity, decision-making, and all in an Open World where the points of reference in time and space are increasingly blurred, with transactions getting ever faster and more personalized. In short, a world that puts customer, citizen, user and business alike, at the heart of the system.

Today our information systems projects resemble the tip of an iceberg, the submerged part of which extends beyond the sole technical field: processes, business organization, customers, expectations, resistance. In this context, managing change and supporting users and IT specialists so they "know how to evolve" becomes a sub-project in its own right on which the overall success of the IS evolution depends.

The human aspects of change

By its very nature, any change that has an impact on people's working environment is uncomfortable because it disrupts working practices and makes people change the way they do things, and even

the skills they need to do them. And this is only exacerbated by the speed of technological change: yet another area of uncertainty and experimentation.

So change requires everyone to move on, and that process of moving on can lead to imbalances and concerns.

As a result, change needs to be actively managed, with the help of tools to:

- Overcome resistance
- Eliminate anxiety
- Mobilize people's energies
- Encourage a sense of commitment
- Get people involved
- Modify and update people's skills.

Managing and supporting change: an essential sub-project to a technical project

Working closely with the technical aspects of a project, change management takes into account its organizational and human dimensions. In doing so, it facilitates effective integration of new business processes, acceptance of the project by the various people involved, and achievement of the project's various objectives.

Change management activities undertaken early in the project lifecycle will ensure that in the end each person involved fulfils their potential as far as possible, giving them the opportunity to invest in building his or her own future, as well as that of the organization more broadly.

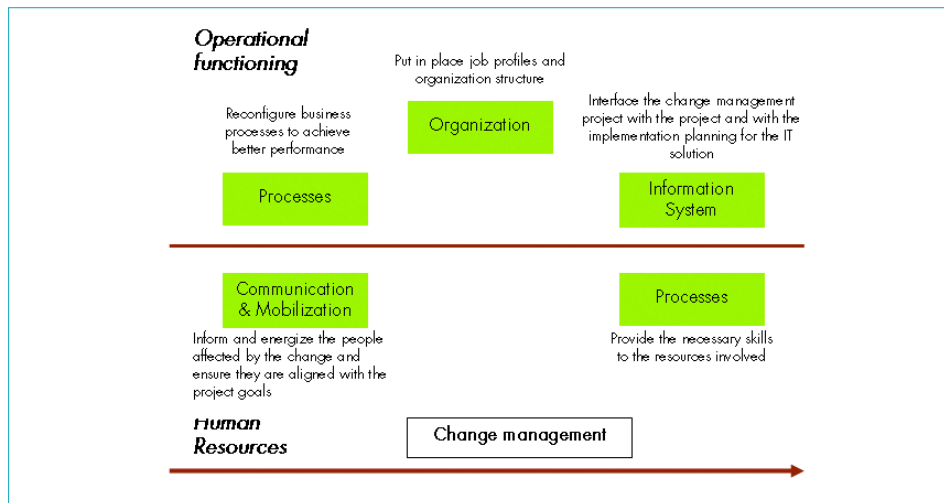
As well as the human aspects, there are also significant organizational dimensions to any change. Effective change management will enable structural innovations to be integrated as quickly as possible: defining the target organization and work processes, and then managing the transition between the current and future set-ups.

What part does effective change management play in growing information systems successfully? If we underestimate its importance, or manage an IS project as though it were just another simple technical project, we could easily jeopardize the very objective we are pursuing in the first place: in other words, to bring the information system up to date.

Does that sound obvious? Absolutely. But many IS modernization projects are nevertheless still being managed as though they were just routine technical tasks: sometimes this is even quite deliberate in order to avoid putting the success of the project at risk! "If we carry out an impact assessment, or communicate too much in advance, or get people involved before the system goes live, we risk losing control as the contracting authority. We could even stir up resistance and so delay or complicate the achievement of our objective."

Change does carry an element of risk, and the question of how best to manage it is becoming even more acute given the constant and inexorable evolution of technology that our organizations have to face up to in today's increasingly open environment.

EXPERT VOICE (CONTINUED)



A professional, structured methodological Bull has been able to capitalize on its experience and role in technology evolution to develop in-depth expertise in change management. Our methodology – aligned as closely as possible with our customers’ operational needs – is aimed at ensuring the delivery of the most appropriate technology solutions while also taking full account of the human dimension in their implementation.

The COMET methodology Bull Training’s own methodology – COMET – has been successfully used on numerous change management projects affecting both users and IT personnel (from a few hundred to several tens of thousands of people).

This change management methodology involves two main stages:

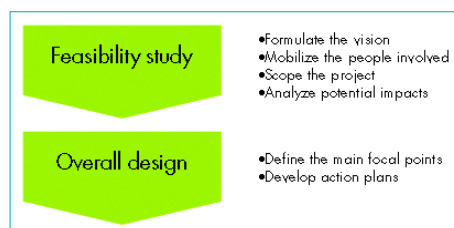
- An initial feasibility study and overall design phase
- A detailed design and implementation phase.

The initial feasibility and overall design phase enables the development of a resource and activities map based on the vision the senior management team (the Contracting Authority) wishes to promote, including an analysis of the business context and the likely impact the project may have on the organization, business functions and skills, and on the way people view the jobs they do. It also serves to scope the project (both internally and externally), analyze the likely impact and measure any variations.



The methodology follows a roadmap, and enables successful and efficient delivery of projects involving even the largest of organizations. Some basic rules are essential, nonetheless, however large or small your organization may be.

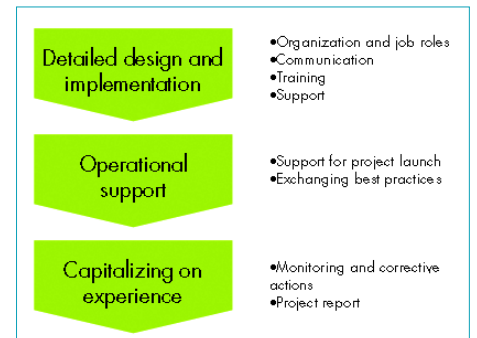
- The human aspects of every project need to be managed from the very beginning.
- Handle change management as a distinct project, albeit in complete alignment with the main technical and functional project.
- The organization’s own internal resources should, where possible, take on the role of the prime contractor, because change is only successful if it is driven from within.
- A business-oriented approach will guarantee that users are fully operational from the start.



The detailed design and implementation phase enables the different elements of the overall picture to be translated into specific action plans and implemented in line with the various stages in the technical content of the project. The various operational plans put together

cover:

- Communication and mobilization of personnel: identifying and setting the direction for the transformational dynamics
- Training and documentation: giving everyone involved access to the know-how and information they need to fulfill their new job roles.



1. Creating a vision of the future

During the period of change, each person sees what’s happening in the present and compares it to the past. They know what has actually happened already, but ignore what the future of the organization or their own personal future within it will look like. But so long as those involved have no clear vision of the future against which to compare their knowledge of the past, they cannot project themselves positively into that future. This is why it is such a good idea to foster a common vision of the future, on the one hand, and on the other to add details to that vision specific to each group of people affected, and even in some cases to each individual.

The implementation of on-line banks at the heart of traditional organizations, or geolocation systems in transport companies, the change to a patient management system in the hospital or the straightforward computerization of inventory management or check-outs in retailing, all these projects have a significant impact on the everyday working lives of users and managers. So they depend utterly on their complete and total involvement.

2. Communicating with and mobilizing people

Informing people about the project is all about helping them to understand why it is necessary, focusing on the advantages and improvements that everyone should benefit from and showing people how this change can help them on a personal

EXPERT VOICE (CONTINUED)

level.

A management accountant may be an expert in a system that he or she has developed himself and fear the implementation of a centralized system. A lawyer or HR specialist may reject the very principle of an expert system. Consequently, badly-prepared communications can even strengthen people's resistance, making them more opposed to change and likely to share their fears and doubts with colleagues: "This new application doesn't really offer any extra benefits: we might as well stay with what we already have".

As a result, it's not unusual for companies to install more and more systems, and for productivity to actually decline as a result.

Communication is also about knowing how to show that everyone's efforts are valued, to make the change credible and send out the signals of recognition that help to motivate people. These situations are in themselves tangible proof of this; and communication can exploit the kind of acceptance generated by such examples.

Communication should be founded on a regular timetable, transparency and close proximity.

- A regular timetable means everyone involved is kept constantly informed about developments on the project and can picture themselves in the future that is being constructed
- Transparency helps to develop people's

confidence

- Close proximity involves management and brings individual responses to people's concerns.

3. Training brings transformation

Change often involves strengthening knowledge and skills. Employees' job activities and responsibilities may change significantly. So they need to acquire new skills to fulfill new functions in their jobs.

It's worth taking a personalized approach to training, based around the business practices you want to promote, and using examples and exercises from real-life situations, working closely with functional experts and user representatives.

This kind of personalization is not only relevant to user training. Using 'immersion' techniques for technical personnel in software development teams is very much appreciated when it comes to customization.

The way training courses are delivered should always encourage a participative approach: with people responding to questions and discovering the system for themselves, rather than listening to a trainer. Doing, rather than watching things being done.

Training resources and the way they are delivered will be built up from a number of constituent elements depending on the requirements and constraints identified (the employees involved, geographic spread, what they are used to in terms

of previous training, the technical and human resources available, etc). Training may take the form of presentations, self-managed training delivered on line, virtual classrooms, 'over the shoulder' monitoring, general implementation or gearing down by 'training the trainers'.

The choice of approaches should be the one that best meets the individual needs of your organization.

4. Supporting implementation

Support plays a role in training: its ultimate objective is the acquisition or integration of new skills to enable people to do their jobs more effectively.

It can extend the various technical, psychological and organizational aspects of training beyond go-live or as a permanent arrangement that enables experience to be incorporated into real-life working situations thanks to the presence of a trainer, coach, or other professional in the specific area involved.

For more information, please contact us: 3 314 945 858
e-mail: formation@bull.net
Web site: www.formation.bull.net

SOLUTIONS

The new Bull NovaScale® R620 server is Fault Tolerant and dedicated to Windows® applications

The 1st Fault Tolerant server that integrates dual-core Intel® Xeon® 5100 processors

- Memory protection and data integrity
- Maximum level of reliability through component redundancy
- Easy management: switchover operations guaranteeing no service interruption
- Performance of dual-core Intel Xeon 5100 processors



On March 19th, Bull announced the NovaScale R620 Fault Tolerant server integrating Intel Xeon 5100 processors. This dual-core, two-socket server completes the R600 series belonging to the Bull NovaScale Universal range. The NovaScale R620 Fault Tolerant server meets the increasing performance requirement of applications in Microsoft Windows environments while guaranteeing business continuity.

“Combining the 24/7 fault tolerant technology with standard hardware and software, NovaScale R600 servers deliver continuous availability at an affordable price. Since they do not require any modification of Windows applications, these Fault Tolerant servers are easy to implement with no additional costs” declared Olivier Gaumont, Director of Bull’s NovaScale Enterprise Business Unit.

The Bull NovaScale R620 Fault Tolerant server provides continuous availability for applications run in Microsoft Windows environments, which goes beyond high availability, at the price of a standard server. Continuous availability guarantees at least 99.99% uptime, i.e. less than one-hour downtime per year, including the time required for updates and maintenance.

A unique technology for failure detection

In a NovaScale R600 system, every redundant central unit executes exactly the same instructions at the same time (lockstep mode). The NovaScale R600 patented

failure detection system then compares the output of every transaction of every central unit. In case two outputs are different, fault tolerant algorithms identify the failing central unit and interrupt its operation; the output of the other central unit is then seamlessly used.

An innovating architecture in standard environments

The DMR (Dual Modular Redundancy) architecture of the NovaScale R620 server enables a systematic redundancy of every hardware component – central unit, I/O module, supply system and storage subsystem. Should any component fail, the duplicated component acts immediately as an active spare in a totally transparent way for the user. The switchover operations are executed while maintaining the same levels of performance, system availability and data integrity.

With the Hardware Abstraction Layer (HAL), included in the Microsoft Windows Server operating system, fault tolerance is transparent for the system and applications.

As any other server based on standard components, the NovaScale R620 server can be easily integrated in existing infrastructures, thus reducing costs related to installation, services and management. In addition only one Microsoft Windows license is required per application.

Benefits of the NovaScale R620 servers

- Less than one-hour downtime per year for Windows applications

- Memory protection and data integrity
- Maximum level of reliability through component redundancy
- Easy management: switchover operations with no service interruption
- Performance of dual-core Intel Xeon 5100 processors
- Constant performance level during switchover operations

Technical specifications of the NovaScale R620 E1 model

- Compact 4U compact rack-optimized design
- 2 dual-core Intel Xeon 5100 processors (4 physical)
- FSB Bus 1066MHz, EM64T
- Up to 12GB DDR2 533 memory
- Up to 900GB (3x300GB SCSI) of internal disk capacity
- 3 PCI slots
- Certified by Microsoft certification laboratories
- Microsoft Windows Server 2003 R2 Enterprise Edition and ESM PRO Management Suite preloaded

Price and availability

Price of a configuration including 2 x Intel Xeon 5110 processors with 4MB cache L2, 1GB memory, one 73GB SCSI disk: 16,113 euros. Available now.

SOLUTIONS (CONTINUED)

OW2 extends JOnAS project community, and launches the first Enterprise Edition of its flagship Open Source application server

- Substantial widening of the JOnAS developer community
- Innovative clustering enhancements for ultimate scalability
- 24/7 enterprise-class support options available from Bull

On March 12, OW2, the leading consortium in open source middleware, founded through the merger between ObjectWeb and OrientWare, announced the release of JOnAS 4.8 Enterprise Edition (EE), a new version of its flagship application server.

Already deployed in production for thousands of enterprises and government applications worldwide, JOnAS fulfils the needs of organizations seeking to deploy open and robust J2EEbased application services, while benefiting from the low TCO and the innovations of a leading international open source software community.

Widening the JOnAS community, innovative clustering enhancements and enterprise class support.

In addition to the strong growth taking place within the JOnAS community, JOnAS 4.8 EE incorporates many innovations.

- **Widening of the development community.** With increased levels of collaboration on the part of the OrientWare consortium (including Peking University) and from Brazil (including Unifor), the JOnAS community is expanding to welcome many new contributors. This extended community will accelerate JOnAS development, and multiply production deployments in Asia and in America. This large developer base is quite unique, and guarantees JOnAS users will benefit from a truly open application server, developed by a large international community, without any risk of user lock-in.

- **Innovative clustering enhancements.** With 4.8 EE, JOnAS is extending its top level clustering and administration mechanisms even further to ensure scalability and high availability. Innovations include dynamic clustering, enhancements for generating an entire cluster configuration, EJB horizontal replication, cluster management and monitoring, cluster

registry view, cluster daemon, and remote control from the JOnAS Admin console. In addition, the release includes a Thread Management Framework (for thread monitoring and control) and a Fractal Deployment Framework (to deploy JOnAS software). Further clustering management and monitoring features will be developed in the future through the OW2 JASMINe project (<http://jasmine.objectweb.org>).



- **Enterprise class support.** Available in open source under LGPL license, JOnAS 4.8 EE can be downloaded and installed free of charge by any enterprise, and benefit from the support of the community. For organizations seeking enterprise-class, 24/7 guaranteed support, industry-grade support can be provided by Bull at a worldwide level, under the scope of the Bull Open Energy offer. The first JOnAS Enterprise Edition, JOnAS 4.8 will notably benefit from a 3-year support option from Bull. As a result, JOnAS 4.8 EE offers users all the advantages of an independent, open source application server, plus the full range of industrial support options required by the most demanding organizations.

An open, powerful foundation for Service Oriented Architectures

As the foundation for a more global middleware suite delivered within the OW2 consortium and many ISV partners around the world, JOnAS holds a key position as a cornerstone for **Service Oriented Architecture**. It offers a large-scale

solution ecosystem, that includes the **EasyBeans** EJB3 container, the **Bonita** workflow manager, the **Orchestra** BPEL engine, the **Exoplatform** portal and the **Petals** Enterprise Service Bus, among many other solutions.

More information on:

- the new JOnAS project Web site: <http://jonas.objectweb.org>
- JOnAS training and support services are provided under the terms of Bull's Open Energy offer: <http://www.bull.com/integration/libre.html>

About OW2

Founded in January 2007 as a result of the merger of ObjectWeb and OrientWare communities, OW2 is an independent industry consortium dedicated to developing open source code middleware, and to fostering a vibrant community and business ecosystem. Building on the legacy of ObjectWeb and OrientWare, OW2 federates more than one hundred organizations and 6,000 developers in Europe, Asia and the Americas. OW2 hosts over one hundred technology Projects, including Lomboz, Sync4j, eXo Platform, XWiki, SpagoBI and JOnAS. OW2 has launched market-driven Initiatives, such as the ESB/SOA Initiative and the Business Intelligence Initiative, which combine projects to facilitate their implementation by systems integrators, OEMs and end-users. A typical global open-source organization, OW2 aims to bring together grassroots communities across all continents through Local Chapters.

To find out more about OW2, visit their website:

<http://www.ow2.org>

WHAT'S NEW

Bull opens a new subsidiary in Switzerland

With the reopening of its subsidiary at the beginning of this year, Bull is once again in business in Switzerland, continuing the company's long history in the country:

As far back as 1924 Bull effectively signed its first contract with insurance company Swiss Life. Over the past five years, Bull has been represented in this market by the Group's exclusive distributor, Steria. Now, Bull is once again taking over direct control of its business in the country and will also provide the full range of support services for its server

and HPC (High-Performance Computing) solutions, storage and security products, as well as its innovative offerings based around Open Source technologies.

Bull has put in place a new business organization for its Swiss subsidiary, whose head office is located close to the city of Zurich. Michael Gerhards, Managing

Director of Bull Germany, will head up the new subsidiary. The management team for Bull Switzerland will also include Ronald Hitz, Customer Director, and Stefano Omodei, Director of Sales and Services.

EVENTS

Palais de la Culture, Alger, 17-18 April 2007

Med-IT@Alger

Under the auspices of Boudjemaa Haichour, the Algerian Minister for the Post Office and Information and Communication Technologies, the Med-IT business summit, approved by UBIFRANCE⁽¹⁾, include an exhibition, a series of conferences and business meetings.

The themes for 2007 includes:

- The Telecoms sector in Algeria: towards the provision of value-added services
- Modernizing IT in the Algerian banking sector

- Innovative IT ventures in the Algerian public sector
- Integrating information technologies in major Algerian companies.

Bull welcomes you to its stand (number 34), where it will be presenting open and secure infrastructure solutions, as well as its specific solutions for Post and Telecommunications operators and banking institutions.



(1) UBIFRANCE: the French agency for international business development, reporting to the Minister for International Affairs and the French Ministry for external commerce (the DGTPE).

London, April 24-26

InfoSecurity

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

After Milan early February and Brussels end of March, our experts will welcome you at InfoSecurity Europe, in London,

from April 24 to April 26, on our **Evidian stand: G206**.

At the New Products and Services Demo Theater, on Tuesday 24 April at 2pm, and on Wednesday 25 April at 2:45pm, **Nick Lamidey** will explore the current techniques and approaches used to secure, control and simplify access to Enterprise Applications. With the increasing drive to mobile working, he will demonstrate how



enterprises will be able to manage employee access to applications irrespective of the device they are using whilst still enforcing security, control and simplicity"

EVENTS (CONTINUED)

Veracruz, Mexico, 25 to 27 April 2007

2007 WCO IT Conference & Exhibition

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

The WCO IT conference and exhibition organized by the WCO¹ (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



Worldwide Business 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 welcome you on **our booth (#1 & 2)** to demonstrate our e-biscus Customs business solutions 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.

Pour plus d'information :

<http://www.wcoomd.org/ie/EN/en.html>

(1) WCO: 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.

EVENTS (CONTINUED)

Paris, Thursday 26 April 2007, 8.30am–17.00pm

IDG Conference – Infrastructures 2007
Modernizing the heart of information systems**The new watchwords in infrastructure management: virtualization, high availability, open environments and application optimization**

The modernization of information systems must take into account a series of key challenges. Firstly, those linked to the way infrastructures themselves are evolving. In this area, there are an especially large number of technological advances due to come to fruition this year, notably in the area of virtualization, but also in areas related to energy consumption or server power, and more precisely, high availability. In parallel, CIOs and their teams will have to take stock of a variety of other problems. The debate on open environments

is gaining credibility, and is working particularly in favor of initiatives that promise increasingly high guarantees of service levels based around open systems. Finally, the modernization of the information system is also involving bringing applications up to date. Applications certainly have to be designed differently now, but not just that, they need also to make the most of all the agility of the infrastructures now available to them. From the rich client, to Web openness, to improved levels of integration, the management of applications is now part and parcel of the optimization process, which in itself offers huge potential for cost cutting.

Any rationalization of IT expenditure must therefore necessarily come about through a more accurate anticipation of these challenges. This will be the main objective

of this conference aimed at CIOs as well as infrastructure and architecture managers, research directors, data center managers and project managers.

Bull, as a sponsor of the conference, is also providing one of the speakers: Pierre Fumery, Director of the Linux Competence Center on the theme: "Virtualisation in the Open Source world: best practices and perspectives"

New breakfast seminars on Open Source

Each month Bull offers an open invitation to its breakfast-time seminars, each focusing on a theme linked to implementing Open Source in information systems. Led by experts ready to share their experiences as regards methodologies, tools, solutions and best practices, these morning sessions offer pragmatic solutions to IT managers seeking to integrate open source software in their information systems.

Dates for forthcoming breakfast seminars:

- **April:** Thursday 26 April – Software development
- **May:** Thursday 24 May - Migration
- **June:** Thursday 21 June - Workstations
- **July:** Thursday 5 July - Monitoring and administration

The April breakfast seminar will take place at the Régus center, 68 rue Saint-Honoré, Paris, on 26 April, from 8.30-11.00am.

This first meeting will be focused on software development:

- Timescales, costs, quality: three challenges linked to software development
- Automating and simplifying phases of software development
- Open Source tools at the service of quality measurement
- Presentation of the NovaForge™ software factory, one answer to the development challenges



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.

Agenda Highlights

- Gartner Group presentation on best practices in IT and what to know when making strategic investments.
- 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:

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



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 Hôtel du Palais in the southern French seaside town of Biarritz, from 7-8 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 Bernard Carayon⁽¹⁾, MP for the Tarn region and Mayor of Lavaur, who will be speaking on the theme of: "European Competitiveness: the challenge of information technologies, and the opportunity presented by Open Source software", and by Didier Lamouche, Bull's Chairman and CEO, whose contribution will round off the first day. Also taking part are Alexis

Monville, from the DGME (the French State Modernization Agency) and Jean-Christophe N'Guyen, IT Director of the Moselle regional council. Jean-Pierre Barbéris, General Manager of Bull Services and Solutions, will present the initiatives taken by Bull in the world of Open Source, and Bull's Nova Forge™ software development factory.

The second day will be dedicated to the theme of "Mobility, an engine for transforming Information Systems", presented by Patrick Coilland, Consultant in security and network architecture. This will be followed by a talk by Rémy Rio, Director of the Network Management Center for the CNAM-TS, Alain Fabre from France Telecom and Alain Filée, Director of Bull TrustWay business unit, who

will host a seminar on The secure mobile office.

This 23rd AGM will offer many opportunities for exchanges between user group members and Bull senior executives on the challenges involved in the accelerated development of information systems today.

(1) Bernard Carayon is renowned for having created the enterprise foundation Prometheus, dedicated to analysing the wider technological, legal, financial and globalized marketing themes that unite the largest industrial, financial and banking interests in France.



EVENTS (CONTINUED)

Santiago de Compostela, Spain, May 14-16

IBERGRID, 1st Iberian Grid Infrastructure Conference



IBERGRID is organized by CESGA (Galicia Supercomputing Centre) and University of Coruña). It is promoted by the Portuguese Ministry of Science, Technology and Higher Education and the Spanish Ministry of Education & Science.

As sponsor Bull will be present and Jean-Marc Denis, HPC Business Manager, will run a conference on Tuesday 15 May at 5:30pm (room A) on the theme: "Interfacing issues between Job Scheduler and Resource Manager".

The conference aims to foster and promote R&D activities in Iberian countries and their links to Latin America, by bringing together academics that are cooperating in computer and computational sciences applied to grid infrastructures and technologies.

Topics of interest include: Grid Middleware, Grid Computing, Data and Networking Infrastructures, Distributed and Large-Scale Data Access and Management, Distributed Resource Management and Scheduling, Supercomputer/cluster/grid integration

issues, Grid Applications including e-Science and e-Business (e-health, environmental sciences, climate modeling, civil protection, computational sciences, high energy physics, e-administration...).

More information on IBERGRID:

<http://www.ibergrid.eu>

Dresden, in Germany, June 26-29

ISC (International Supercomputing Conference)

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

The exhibition will gather over 80 of the world's leading supercomputing companies and organizations, which will showcase their high performance computing, networking and storage technologies.

The four-day conference features a mix of research presentations and talks on business and industrial topics, with the following sessions:



- Computational fluid dynamics
- Financial applications and HPC
- Processor and chip innovations
- Operating systems and algorithms for

petaflop computers. Are we prepared?

- High performance networking
- The new 'Automotive afternoon' dedicated to the uses of HPC for automotive engineering.

The eagerly-awaited TOP500 list will also be announced.

Visit Bull at booth C06-C08 and see our latest HPC solutions at work on a Bull NovaScale® cluster!

More information on ISC'07:

<http://www.isc07.org>