

EDITORIAL

Transformation and renewal



We have just had the pleasure of bringing together many of our major international customers in Barcelona, and getting positive feedback from them about Bull's renewal. The seminar – with its theme of "Through the Open door, a new path to business growth and innovation" – clearly

demonstrated Bull's dynamism and ability to master the key technologies for high-performance, open and secure information systems.

As "Architect of an Open World", the value proposition of Bull is to liberate information systems and reduce their complexity. This is our manifesto, our signature, our territory... A strategy we are delivering with increasing speed:

We have focused our energies and our creativity on our major strategic avenues for growth with our 7i program, under the slogan "Liberate IT". Combined with an inventive, youthful and modern communication campaign, this program is designed to help public and private sector organizations alike reap the full benefits of the open world. We have already launched two initiatives: the first one is designed to speed up application developments to help align information systems with business processes, and the second aims to democratize High-Performance Computing (HPC) in order to accelerate innovation.

We are continuing Bull's transformation with the acquisition of Spanish IT services company Siconet, a move that will strengthen the growth potential of our subsidiary in this country, as well as the acquisition by GFI Informatique of our Portuguese subsidiary – whose activities were no longer in line with the Group's strategic priorities.

We are recruiting experts notably in services and telecommunications to support and further energize our growth. The campaign's theme is "Look no further: Bull is hiring now!" and we are aiming to reach recent graduates as well as experienced professionals, in order to fill 1,000 positions this year, 400 of them in France. Today, more than 20% of the Group's staff has been with us for less than two years.

Bull in 2007? A group at the heart of major technological and social changes, helping to bring together networks for innovation, and more than ever at the service of its customers.

Didier Lamouche,
Bull's Chairman and CEO

CONTENT

p.2/7i Program: Everyone's entitled to power!

p.3/Guest speaker: Towards BI 2.0 by Philippe Nieuwbourg.

p.5/Hot topics: Feedback on Barcelona international seminar.

p.7/Business news: La Poste's digital postmark – BI solution at the Spanish Social Security – French Air Force's infrastructure – Agarik and V-TRAFIC.

p.10/Expert voice: IT governance by Dominique Buczinski.

p.12/Solutions : Escala blades – IP infrastructure and the IS security – Evidian E-SSO.

p.15/What's new – p.18/Events

7i PROGRAM

Everyone's entitled to power!

As part of its 7i program, Bull has recently launched its latest initiative to democratize high-performance computing (HPC), with the aim of helping enterprises and research centers accelerate the process of innovation. *(page 2)*

GUEST SPEAKER

"Towards Business Intelligence 2.0"

Interview with Philippe Nieuwbourg,
Coordinator of the Decideo community in France.

How do you view the widespread use of Business Intelligence (BI) tools throughout the enterprise? What are the consequences for business?

Even though BI solutions are the descendants of Executive Information

Systems (EIS) – decision-support systems designed expressly for senior management – we are now seeing a process of democratization, with BI being integrated into every kind of applications, and so becoming available to every type of user. *(page 3)*

HOT TOPICS

Innovation:
Open door to the future

Dr James Bellini, keynote speaker at Bull's international seminar in Barcelona.

The emergence of a new consumer psychology

We have seen in the past years a complete change in customer's psychology. Customers no longer

want to purchase products. They are looking for a deeper "customer experience" that matches their own desires for personalisation and "authenticity". *(page 5)*

7i PROGRAM

Bull's new viral campaign for its last initiative: "Accelerate innovation!"

As part of its 7i program, Bull has recently launched its latest initiative to democratize high-performance computing (HPC), with the aim of helping enterprises and research centers accelerate the process of innovation.

Leveraging its experience in some of the world's largest supercomputers, and in open systems, Bull is making available to any kind of organization a new range of high-performance computing solutions, which are:

- Easy to implement: pre-configured and pre-tested "turnkey" clusters running under Microsoft Windows or Linux environments
- Simple to manage: thanks to a single point of control that enables the cluster to be administered as easily as a single system
- Economical and compact, with the best performance / watt and performance / square meter ratios in their category.

As part of Bull's innovative SWATS communication campaign, a special SWATS video and new ads on this second initiative are now available on Bull 7i Web site, www.bull.com/7i.

Modern, young and a far cry from traditional campaigns in this field, this viral campaign features the "Special Warriors Against The System", a group of non-violent dissidents "fighting" for an open world in order to bring enterprises the flexibility and liberty they need to strengthen their competitive position.

Discover it and defend the flag of an open world by spreading the word on www.bull.com/7i



EVERYONE'S ENTITLED TO POWER

Initiative 2: Accelerate innovation

The technological race, environmental challenges, growing competition... By developing your capacity for innovation, you'll be winning on all fronts. To help you get there, Bull is offering to speed up your forecasting and simulations with its high-performance computing solutions. Previously only available to major research centers and very large companies, these solutions are now more compact, cost-effective and easy to implement than ever before. Thanks to Bull, you'll soon be taking your competitors by surprise.

Discover our 7 initiatives on our website www.bull.com/7i

BULL
Architect of an Open World™

GUEST SPEAKER



“Trends: towards Business Intelligence 2.0”

Interview with **Philippe Nieuwbourg**,
Coordinator of the Decideo community in France.

Philippe Nieuwbourg is an industry commentator, writer and consultant specializing in information technology. He has worked for nearly 20 years, analyzing the IT industry and advising his readers and clients in areas related to IT and communication. He is the founder and coordinator of the community www.decideo.fr.

Billions of pieces of data, millions of potential customers and users: the open world today is complex and changing. How to master that complexity easily, to anticipate and respond better? As a first insight on Business Intelligence before Bull's next initiative of its 7i program – facilitate decision making – discover insights from a renowned expert, Philippe Nieuwbourg.

How do you view the widespread use of Business Intelligence (BI) tools throughout the enterprise? What are the consequences for business?

Even though BI solutions are the descendants of Executive Information Systems (EIS) – decision-support systems designed expressly for senior management – we are now seeing a process of democratization, with BI being integrated into every kind of applications, and so becoming available to every type of user. Today, there is no such thing as a CRM, production or administration application that does not feature control panels or “dashboards”. BI is no longer the exclusive province of the marketing department analyzing the launch of a new model of car, or the finance team assessing the economic impact of factory closures. It can provide decision support for every member of staff: from the customer call center operator needing to know which new services can be offered to a customer, to the hotel receptionist wanting help with allocating hotel rooms to customers.

Because of this, BI is precipitating a fundamental change within enterprises and administrations as their employees extend their scope of their working responsibilities. For this to happen, BI has to be able to give personnel at every level the tools to help them tackle the full range of day-to-day micro-decisions that together make up the life of the enterprise. This is both stimulating for the employees –since it gives them more autonomy – and also a challenge, as it transforms staff used to simply carrying out repetitive tasks into

real decision-makers: not always an easy transition. Hence, the importance of both support and training.

How do you see the BI market and its players developing?

Both the technology and the market are moving incredibly fast right now. You just have to go with the flow, just as you wouldn't try to stand in the way of an avalanche but let it carry you along with it... these days, you can't expect the tools you are using to still be there in ten years' time. We're in the classic technological spiral, perpetual motion, where a host of smaller companies have been coming up with innovations that the major players are now finally (and perhaps a little on the late side) taking on board and consolidating. That's why the open approach is all-important, as it allows creative combinations of, for example, a platform from one of the major player with other external components integrated as required. The “best of breed”/“integrated suite” debate then becomes a false dichotomy.

Today, it's not really about choosing a precise solution as such, but rather an ecosystem. Except in the case of small to medium-sized businesses, a single supplier will rarely offer all the necessary functionality. There is no “ideal” solution, i.e. one that responds to all needs. And this is especially true because these needs evolve rapidly, along with the technology, as take-over and mergers take place. And this happens, moreover, too quickly for most users, who would just like to be able to succeed in implementing the basic functionality before embarking on new

investment. So the challenge is to position several tools within a compatible ecosystem, so that each entity within the enterprise can “shop around” to meet their own needs.

What do you see as the upcoming trends?

From the technological point of view, the emergence of integrated hardware/software solutions (appliances) is an interesting trend. Just as the “Google Box” provides a useful approach to indexing enterprise data, we can envisage significant development in BI appliances over the next ten years, and notably in the small to medium-sized business sector.

Open Source will probably also have a strong influence on market development. From the user's point of view, the development of “Web 2.0” type approaches should bring some important innovations. Over and above email, for example, RSS flows could be useful for delivering information in a way that makes it easy to integrate within the everyday desktop environment – or to a Web desktop like NetVibes.

They could also be used to handle flows between applications. “Tags” also provide a useful way of attaching labels or pointers to a report, a column or a diagram... For example in this kind of desktop tool you might have a cluster of tags, with each person being able to download the information, linked to shared working tools, and add a comment-line or a note...

Finally, “mashups” (composite applications) are a good way of getting applications to communicate with one another, for

(To be continued on page 4)

GUEST SPEAKER (CONTINUED)

example to present report data on maps, integrate customer business intelligence and Skype-based auto-retry control tools for commercial services, etc. Ajax could also provide a useful way of enabling users to personalize their applications. We are beginning to see this in CRM. This would be an interesting development, as it would restore all the richness associated with client-server to applications, and put the user back at the center.

To sum up, let me just say that for many years now BI has been controlled by IT experts. Now it's time the user took back the reins. Today more than 80% of all business reporting is done using Excel, which gives users very little flexibility to adapt to their own need. We need tools that are less structured. I think that the move towards "Business Intelligence 2.0" will herald the grand return of the user to the center of the game.

More information: *subscribe to the 7i website to be among the first ones to be informed about Bull's next 7i initiative: Facilitate decision.*
<http://www.bull.fr/7i>

HOT TOPICS

Openness as accelerator for innovation and growth

For the second year running, Bull hosted a meeting of its major international customers on the 10-11 May 2007. The event took place this year in Barcelona, Spain – a country providing a particularly dynamic climate for business development, where Bull has major ambitions.

The theme of this year's seminar was innovation, with equal focus on the role played by innovation in the competitive dynamic of the enterprise and the new conditions needed to encourage its growth and implementation.

Dr James Bellini, business analyst, TV broadcaster, writer and futurist, who refers to himself as a "historian of the future", shared his vision of the fundamental changes that are currently revolutionizing the world: the first of these is the fact that innovation is no longer conditioned by technological factors. Above all, now, businesses must strive to satisfy the aspirations of each and every one of their customers. This involves mobilizing every available resource for knowing and understanding a customer base consisting of a complex group of individuals. The second major change is the advent of innovation networks, facilitated by the sharing of information on the Internet, and the creation of communities formed to fulfill specific needs, making available intelligence that one enterprise alone could never mobilize. To meet these requirements, open systems should help the enterprise tap into its customers' aspirations and gather together the sum total of intelligence available through its networks.

Didier Lamouche, Bull's Chairman and CEO, then recapped on Bull's vision, highlighting firstly the emergence of new technologies and the virtually essential role now played by the Internet as the platform for exchanges – and increasingly for application development – on a global scale. One consequence of all this is that the evolution of the data center is now taking place at an unprecedented speed. Therefore, so-called "tera-architectures" are starting to appear, enabled by the implementation of industry-standard technologies. Bull, having built the most powerful supercomputer ever designed in Europe, masters all the technologies needed to supply tomorrow's "IT farms". Didier Lamouche then summarized the major social impacts these revolutions are bringing about... the part that the Internet plays in our everyday lives, the growing numbers of individual players and

social networks, and the ongoing risk of inequalities: so many factors that need to be acknowledged and acted upon. At the end of the day, the impacts on IT systems are multiple: performance, reliability, openness, are all new challenges of unprecedented magnitude. Bull's founder role in this scenario is to tap into the world's intelligence and then to harness it for its customers; its value proposition being "Liberate IT!"

How is innovation developing today? What impact do Open Source and communities have on the innovation cycle? For **Kim Polese**, SpikeSource CEO, – who helped launch Java and subsequently created a company that gave birth to some of the most widely-used Internet technologies on the market today – things are very clear: nothing is as it used to be. Innovation is now developing outside the four walls of the enterprise, through close partnerships involving market players and their customers. And Open Source has been an extraordinary catalyst for innovation to the extent that communities no longer "clone" existing software, but develop completely new applications. In conclusion, Kim Polese advised delegates to adopt collaborative technologies without delay, with the aim of creating areas for dialogue and innovation within the enterprise.

How is innovation developing within a large multi-national company? **Jean-Pascal Aubert**, the CIO of SITA – the world's leading provider of IT business solutions and communication services for the air transport industry – summarized the keys to success: rapid experimentation, cultivating an alert and responsive user base (as users can often prove to be highly efficient agents within the innovation process), and implementing collaborative technologies. He also gave some very pragmatic recommendations: accept mistakes without looking back, don't hesitate to mix new technologies with old in order to succeed in taking that crucial technical step forward and accelerate the innovation's deployment.

The second session on Friday was devoted to Bull's answering these challenges, with

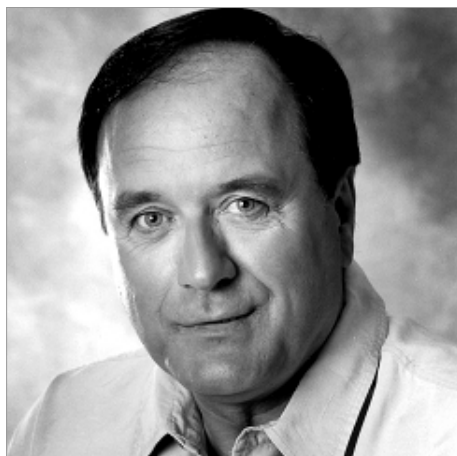


Jean-Pierre Barbéris, General Manager of Bull Services and Solutions, **Philippe Miltin**, Vice-President of Bull Products and Systems Division, and **Hassan Maad**, Managing Director of Bull Evidian. Jean-Pierre Barbéris dwelt on the very rapid development of innovation ecosystems (such as Open Source communities), technologies for collaboration, and easier, secure access to resources, as enabled by Bull's solutions. Philippe Miltin broadly outlined Bull's technological strategy, based around implementing systems for managing tomorrow's data-processing factories. And Hassan Maad presented the new paradigms for deploying global security in the enterprise, both internally and externally.

Many of our customers were there to share their experiences of innovation: **José Antonio Martín Pérez** from the Spanish Patent and Trademark Office, **Georgi Grigorov** of the Bulgarian Customs and Excise agency, and **Graham Horton** from Nissan Europe all outlined their projects demonstrating Bull's capacity as an "Architect of an Open World®".

We can't talk about innovation without showing some concrete examples! During the two days, several of Bull's partners came to demonstrate some of their more remarkable technologies and applications. **Bruno Flament** from the French Atomic Energy Authority (CEA LETI) presented an astonishing man/machine interface technology based on micro-sensors, and **Jérémy Farret** from Parallel Geometry demonstrated a revolutionary approach for modeling systems in three dimensions. A special mention for **Benoît Pouyet** and **Céline Bayer** from Dassault Systems, who showed us how they had created their Internet site enabling the sharing of 3D objects, with Bull providing the technical platform for this application.

Barcelona 2007? Two days of high-speed exchanges, just a few hours before the Formula 1 Grand Prix was due to run the following Sunday. Bull in 2007? A company at the forefront of today's major technological and social changes, bringing together innovation networks, and more than ever at the service of its customers.

HOT TOPICS (CONTINUED)**The emergence of a new consumer psychology**

We have seen in the past years a complete change in customer's psychology. Customers no longer want to purchase products. They are looking for a deeper "customer experience" that matches their own desires for personalisation and "authenticity". We are living times when customers project their own personal aspirations when interacting with a supplier or a brand. They expect the interaction to be specific, personalized, and that it will bring them more than the actual product, in the areas of recognition, status, knowledge, networking, and so on.

A new approach to innovation

Therefore, the whole approach to innovation needs to be reworked. The timeline of change has taken us into brand new areas. One hundred years ago, all innovation was technology-driven. Companies invented a product and "hoped" that customers would buy it. We may remember the Ford T concept, a greatly designed car, with high quality, that one could afford at the cost of not being able to choose any option, not even the colour. Then 50 years ago, we started talking about being customer-driven, which was about listening to customer needs and trying to group them into "market segments", and addressing them with well-adapted products.

Those days are gone. Now, companies need to be "customer-outcome driven". Market segments no longer exist, or they are starting to disappear at least. The

Innovation: Open door to the future

Dr James Bellini, keynote speaker at Bull's international seminar in Barcelona, analyzed the key changes taking place today in the area of innovation. Hereafter is an extract of his speech for the readers of Bull Direct.

digital revolution is making it possible for companies to develop a complete digital profile of customers (who they are? what they want to be? what they might buy? etc.), enabling them to focus very precisely on individual customers and to target them with relevant selling propositions.

The "pull" innovation model

For being competitive, companies must now have customer insights built into the innovatory process. We may define that as "outcome-driven innovation", a concept built on the notion that you carry the externalisation to its furthest point, involving the customer at all stages and ensuring you measure the 'value' that the customer is going to put in the transaction. In the 20th century, companies were innovating using a "push model". They were trying to anticipate demand and were moving their scarce resources accordingly. In essence, companies attempted to minimize resource costs rather than pinpoint what customers actually wanted. Indeed, this model kind of prevented companies from experimenting or learning, because they were dealing with the fear of making mistakes or wasting resources. The innovation model that will succeed in the future is based on generating ideas through a complex matrix of "externalized" creative resources that can be customers, communities or even business partners. This is a "pull" innovatory culture.

The rise of digital networks enables co-creation and innovation eco-systems

Technology is critical. It used to be the owner of innovation, is it now an enabler of a people-driven innovatory cycle. Digital networks are the enablers for this innovation to take place, by facilitating by orders of magnitude the collaboration between the various new players of the innovation cycle. Open Source Software,

a critical part today of innovation in the software industry, would not have become possible without Internet technologies. Open technologies also enable co-creation to take place, as well as the development of networks of expertise and creativity. Today, we see Open Source projects moving into new areas, like the OSscar project, which aims at designing a car using the collective intelligence of a community.

Digital networks and new customer behaviour are shaping the future innovation agenda

In conclusion, it is critical for companies to put in place the technology foundation to listen to their customers, to record the interactions they have with them. The same technology foundation will apply to the development of co-creation networks, leveraging communities and business partners.

And of course being prepared for the radical shift in consumer psychology is equally important, so that companies are ready to face the "aspirational customer" and the complexity of the business transactions that are associated. Companies must be prepared to deal with their customers not just based on information and data, but also and foremost on the basis of the history they had together.

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BUSINESS NEWS

La Poste entrusts Bull to host its digital postmark application

The French Post Office Group (La Poste) has renewed the outsourcing contract for its digital postmark application for the second year running.

The digital equivalent of the traditional postmark, the digital postmark enables proof of an electronic event to be set up and managed (issuing identity, date and time stamping, data integrity), this proof being legally upholdable to a third party. In essence, the postmark uses specially adapted cryptographic mechanisms to enable basic questions about an electronic event to be answered: **WHO** initiated the event? **WHEN** did the event's author create, see, sign, receive, etc? **WHAT** is the content of the digital event? The "Digital postmark", with its signature validation authority and date stamping

authority functionality, enables the French Post Office to position itself in France as trusted third party in digital data exchanges.

Developed by Bull, this application is hosted and monitored 24/7 at Bull's high security production centre. It is based on a replicated architecture distributed across ten Bull NovaScale Universal servers. It was designed in n-tier mode (portal, applications server, database server) and a J2EE environment built around the JOnAS application server developed by the OW2/ObjectWeb consortium, dedicated to Open Source middleware. The

application conforms to DPM (Digital Postmark) standards drawn up by the Universal Postal Union (UPU), a United Nations agency responsible for standardizing exchanges between the different postal networks.

Bull's contribution fulfills the requirements of La Poste:

- Very high service quality
- Capacity to handle a rapid rise in throughput
- Minimal timescales for restoring systems in the event of a major incident.



French Air Force once again entrusts its central logistics IT infrastructure to Bull

Airbase command has to make the flexibility and speed of deployment of air weaponry its first priority. All bases – whether in France, the French overseas territories or foreign countries – have a similar host infrastructure capable of coordinating logistical support for navigation units, so they can be deployed with the absolute certainty of finding the resources they need to carry out their missions at every base.

Every airbase is consolidated on a main site and a back-up site. At the heart of the logistical infrastructure, the main application is the spare parts management system.

The French Air Force's IT Directorate wanted to update the various GCOS 7 systems installed at the two sites. The new infrastructure had to achieve the following objectives:

- Improve/rationalize operating costs without altering any of the applications
- Provide openness, while supporting the launch of a consolidation program
- Deliver excellent performance.

The relationship of trust between Bull and both the Air Force and EADS (the software supplier for the spare parts management application), the quality of Bull NovaScale

servers demonstrated in benchmark testing, and Bull's technical services offerings all contributed to the Air Force's decision to adopt these new technologies.

The first Bull NovaScale 7000 server, dedicated to production, is configured with three partitions:

- One GCOS 7 partition for the central IT hardware administration application
- One GCOS 7 partition for the airbase's local applications

- An Open Red Hat partition, a bridge towards the Open Source environment.

The second Bull NovaScale 7000 server, dedicated to development and system recovery, is configured with two partitions:

- One GCOS 7 partition for development and recovery
- One Open Red Hat partition as a bridge towards Open Source.



BUSINESS NEWS (CONTINUED)**“Towards Corporate Performance Management”****Interview with Francisco Delgado Azuara, IS Manager, INSS**

The INSS is a Social Security administrative body affiliated to the Spanish Ministry of Employment and Social Affairs. It is responsible for managing and administering benefits paid by the Spanish Social Security system. It currently administers more than 7.5 million pensions, including around a million new benefits annually, has 13,000 employees and a budget of over €79,000 million.

As a systems integrator, Bull has helped INSS to define and deploy its BI solution.

Why did you launch a BI project?

Our initial project was known as the “Information System for Directors” (ISD). Its main aim was to facilitate the introduction of “dashboards”, enabling senior management to monitor the main performance indicators for our system of management by objectives. The important work of identifying objectives and developing indicators had already been carried out. At the beginning, the system was only available to senior executives within the organization’s central departments, and then it has been extended. The information is organized according to our hierarchical chart of general subdivisions and, at a lower level, by key results areas.

What is your BI strategy to meet these objectives?

Rather than a strategy as such, we are talking about a maturing process, as much for our organization as for the technology. Some things are possible nowadays, that years ago would have been impossible to imagine. In overall terms, our information system is based on several independent transactional subsystems. These systems capture and process the operational data of our organization. As a complement to this system, a data warehouse and a set of tools geared to analyzing this information on-line provide an integrating, chronological and thematic vision of the organization as it evolves. This kind of data warehouse is organized around a suite of multidimensional data-marts focused on different areas of business activity within the organization. In other respects, OLAP tools make it easier for end users to put together customized graphics in a simple and intuitive way, and simplify routine analysis tasks. As for the dashboards, these are usually pre-

defined reports that include graphs and maps highlighting the main performance indicators that show the current status of one or several business activities.

According to your experience, what are the pitfalls to avoid and the best practices to adopt for a BI project to succeed?

We can separate out our experiences in the technical area from those more related to organization.

From a technical point of view, it is an ongoing challenge. Technology is evolving at such a pace that even before a product is installed new alternatives are already appearing. Of course, it is our responsibility to be constantly on the look out for “state-of-the-art” developments, and to dedicate resources to researching market developments and looking at what our competitors are doing.

From an organizational point of view, in this kind of system it is necessary to pay special attention to ensure that the new system is fully accepted and used. Not just to ensure that our investment pays off, but because the highest possible level of penetration within the organization will make it easier to have a good overall picture of our information. It is essential to identify key personnel to act as facilitators, coordinating and supplying information, and helping to build awareness of how useful such as system can be. Of course, senior management commitment is also essential.

As far as the IT department is concerned, we must be prepared to come under pressure. For example, managers are going to ask us more than just once for information they already have in the BI system, but either they are not aware of the fact that it is there, or they want it in a slightly different form. We have to be realistic, understanding the environment in which

we are operating, and we must tolerate a certain degree of frustration from a technical point of view.

Also it is very important that the IT Director takes a broad view when approaching any new projects. Nowadays, only a horizontal area such as ours can have this generalized view that is so necessary when approaching projects like CPM (Corporate Performance Management).

In what ways has your business benefited from your consolidation project and BI applications?

The first major advantage we have seen is that we work more effectively and less expensively. We can now be sure that we always have consistent data and information distributed seamlessly throughout the organization. Secondly, we now have access to information at a level that in the recent past seemed like science fiction for us, both in terms of content and availability. Now, for example, we have daily statistics on how management is evolving and the degrees of compliance. The benefits gained once we dedicate our resources to better management and monitoring, and significantly manage organizational changes, are considerable.

Do you now plan to grow your BI applications in the future?

The immediate target is to achieve a global system for consulting indicators via Intranet from every corner of the Spanish territory, thereby removing the obligation we currently have to distribute these monthly. But our system still has a long way to go in terms of consolidation and refinement, and this is without even casting so much as a glance in the direction of how technology itself is changing. We foresee to use a PDA version in the future (products of this type are already available) and SMS versions for corporate mobile phones. We also think long-term about moving over to a service-oriented architecture, with global data and process integration.

BUSINESS NEWS (CONTINUED)

V-TRAFIC chooses Bull's subsidiary Agarik to host its Web-based traffic information service

V-TRAFIC, the leading real-time road traffic information provider in France, has chosen to outsource the hosting and running of its critical Web infrastructure to Agarik. Agarik provides services ranging from renting secured hosting space to 24/7 monitoring of the system. Agarik will also act as an operator for V-TRAFIC, supplying dedicated bandwidth for its mass-market Internet site.



This critical Web platform relies on Agarik's high availability and expertise

V-TRAFIC chose Agarik not only for its high level of technical expertise in the area of complex and critical architectures, but also for the responsiveness of its teams, and the quality of its hosting center.

Cédric Viret, V-TRAFIC'S Technical Director, summarized the criteria for their choice: "We were looking for a provider that could implement a complex platform based on multiple technologies in less than 14 days. For us, Agarik's expertise and responsiveness were the two decisive

criteria. Having initially consulted Agarik about outsourcing our V-TRAFIC.COM project, the company should now be able to handle the combined Mediamobile Web platform."

V-TRAFIC'S Web platform was deployed on a multi-technology 64-bit platform, fea-

turing a Windows server, SQL server, Apache and .net. This platform is completely redundant, in order to guarantee optimum service continuity. In addition, as for all its customers, AGARIK guarantees V-TRAFIC the fastest intervention and recovery times on the French market, subject to a Service Level Agreement.

About V-TRAFIC

V-TRAFIC is a registered trademark of Mediamobile, part of TDF's multi-media cluster (the European leader in audio-visual broadcasting).

V-TRAFIC produces and broadcasts the full range of real-time traffic information services for in-vehicle navigation for major brand names including Audi, BMW, Honda, Jaguar, Mitsubishi Motors, Nissan, Porsche, Renault, Subaru, Toyota and Volvo.

V-TRAFIC also provides traffic information for after-market in-car and mobile GPS systems for Alpine, Clarion, Garmin, Kenwood, Medion, Mio, Navman, Pioneer, Siemens VDO, Sony, TomTom, as well as for the Bouygues Telecom, Orange and SFR mobile phone operators' portals.

V-TRAFIC provides extensive coverage for all the main national road networks, and is broadcast via the France Inter radio network.

The new public Internet site www.v-traffic.com allows users to consult traffic information very simply in real time, and to personalize their site free of charge.



EXPERT VOICE



The good practices to ensure good IT governance

By **Dominique Buczinski**,
responsible for the public sector of the Consulting center within Bull Management

Dominique has more than 10 years' experience in strategic and operational consulting. He has led numerous missions for large companies and public agencies. Since 2004, he is Bull representative within the eCots (Components off-the-shelf) consortium, the objective of which is to accelerate the adoption of off-the-shelf components.

Information systems governance is an increasingly hot topic for IT Directors faced with constant demands to achieve tighter control and better performance. But putting aside the theory, implementing "best practices", the cornerstone of any governance initiative, is a very real, practical issue. Experience gained from a number of early projects has helped us identify a number of golden rules. Measuring the gaps between existing and target scenarios, moving forward step by step, bringing together everyone involved, communicating, and keeping everyday operations going are some of the practices essential to optimize and align IT with the company's business needs and strategy.

Over the last few years, much has been said and written on the subject of information systems governance. And IT managers have become more aware of how important it is to take IT governance into consideration. With mounting pressure from regulatory bodies and shareholders to ensure greater control and increased transparency, notably so as to be able to assess whether strategy is adequately backed by appropriate resources and risk management, IT Directors must also increasingly be able to demonstrate good management practice, and justify the value of information systems by showing how they contribute to creating value for the organization.

The answer to this emerging issue is, of course, governance; underpinned by close adherence to best practices libraries such as COBIT, ITIL, CMMI, ISO 17799 and others. There are plenty of tools and methodologies, each of them being adapted to different areas of the information system (for example IT production (ITIL), the development lifecycle (CMMI) or IT security (ISO 17799), or to particular sectorial domains. However, while they are today widely known, they do not explain how to implement good practices (often internal to IT manage-

ment) in a more global governance project involving all the organization, the IS department of course, but also users, the finance department, and business units. Even before they embark on a governance initiative, IT managers are faced with a complex set of questions: Which of the various libraries to choose? Should you consider deploying more than one solution or try to adapt one of them to "fit" your particular configuration? How do they interact? How can they be adapted to the organization's existing culture and practices? Where do you start, and then where do you go next?

Learning points from the experiences of some early IT governance projects do provide some concrete answers to some of these questions. Of course, the most successful projects have highlighted areas of best practice that others can follow; but other projects that proved less successful also provide equally useful pointers.

Looking, for example, at the case of a governance project for an organization that had to merge two different information systems: the first phase was dedicated to establishing a CMMI (Capability Maturity Model® Integration) repository.

The contracting authority allocated a budget for implementing the chosen repository, and then when the budget was not renewed the second year, the users naturally reverted to their old habits and practices. Why? The project's objective was essentially theoretical, without any adaptation to the precise context of the merger, and without any precise objective in terms of the value to be attained.

This highlights four key points which could be seen as determining factors for the success of any governance project: measuring the gap between existing practices and good practices you want to introduce, moving forward step-by-step, bringing all those involved in the project together, and ensuring operational continuity throughout the deployment.

1- Measuring the gap between existing and good practices

Once an organization has decided to implement a program of good practices, they rarely start with a blank sheet of paper. Sometimes teams have been operating for years following their own methods, habits and culture, and have more often than not already proved their effectiveness and their competence. So, before overturning existing practices, it is vital to start by evaluating the differences between the current and the new ones you want to put in place. Doing this allows the implementer to identify any areas of sensitivity before they start, and to gauge how fast the project can proceed, as well as to identify the areas that stand to benefit the most from the implementation, so they can be treated as a priority.

(To be continued on page 11)

EXPERT VOICE (CONTINUED)

A good example is an organization that asked a round-the-clock maintenance service, with a one-hour guarantee of system recovery. Before agreeing to this level of service, the supplier in turn requested an assurance that the customer would make available the necessary resources: for example, appropriate service contracts with the contracting authority and quality guarantees. In this instance, by assessing what was lacking in terms of good practice, the IT Department was then able to deploy ITIL, establish the relevant performance indicators, and so to allocate the resources needed to improve performance.

2 - Progressing step-by-step

The idea that one can completely overhaul all practices in one go is illusory. In any software development project, nobody would ever launch straight into years of writing specifications in order to create a single, giant system capable of meeting every possible requirement. The same goes for instigating best practice: you have to start with precise points of interest, not be too ambitious, and so gradually demonstrate that the initiative is well founded and create momentum around the project.

For example, the deployment of CMMI for the team responsible for preliminary analyses or project proposals must clearly cover the crucial steps of qualification, pre-production and production, and must also involve the production teams themselves. The delicate pre-production phases can be monitored much more effectively in this way. This in itself can prove to be a real revolution in some organizations, but is also just the kind of concrete action that is likely to demonstrate to all concerned the real difference good practice can make, acting as a precedent that can be built on in the future.

3 - Bringing everyone involved together

Another example: a new IT Director seeking to implement COBIT requested a group of consultants defining their project

to comply with COBIT, but without affiliating the other parts of the organization. Six months later, this approach had provoked an internal revolt, and the project was ultimately abandoned.

This example underlines just how vital it is for any IT governance initiative to involve all the players, drawing on their experience to find ways of optimizing what they are doing to fit the context of the enterprise, and with reference to experiences achieved in similar organizations. This desire to mobilize everybody around the project should also result in a more effective integration of the human dimension as part of the overall transformation. Valorizing both experiences and know-how enables better control for the change, and an indispensable adhesion to the project.

Another essential requirement for any successful governance project is a sponsor. All IT governance projects definitely require a high-level sponsor, often from the organization's senior executive team, notably to arbitrate in the event of disputes. Meanwhile, the IT Director remains responsible for leading the project and convincing potential sponsors, using business-oriented arguments, of the project's relevance.

4 - Ensuring operational continuity during the transformation

In the United States, we're hearing more and more about "sustainable governance". A pleonasm? Not really, because far too many governance projects have delimiting timescales. However, there are at least three good reasons for governance programs to run in parallel with an ongoing business activity.

In the first place, implementing good practices must be done iteratively. Indeed, it is only by making continuous refinements that the enterprise – its people, culture and organization – and the new methods that one is trying to instigate can finally be perfectly aligned. This

optimization of processes not only takes time, but must be anticipated, organized and resourced. In the case of CMMI, for example, skipping a level is simply not on, and each successive stage has to be accomplished before you can access the following one.

The second reason for continuous working throughout is the point used to illustrate our very first example: any change brought about by new practices must not simply be accepted, it must be fully integrated. This demands time and support, training and information, and in particular explanations backed by figures. Which brings us to the third reason...

A best practice can clearly only be established over a period of time, but its constituent phases need sign posting along the way. While the tangible benefits of shorter development cycles or the putting in place of performance indicators can only really be measured with the passage of time, the project must also enable rapid and concrete progress. A consistent focus and an open-minded attitude are essential if the virtuous circle of governance can finally be established.

Measuring the discrepancy between proposed and existing practices, moving forward step-by-step, involving all players, and continuity throughout the initiative are some of the key practices for a successful governance project. Because governance is really a practical undertaking that needs to be managed like any other project, while at the same time keeping an eye firmly on the organization's strategic objectives. There are no perfect tools for the job, nor any universally applicable rules, because above all it is vital to respect and align with the specific context of the enterprise involved. It is on this one condition that methodologies can be the drivers for real optimization of processes and will facilitate the implementation of good IT governance practices in the enterprise.

SOLUTIONS

Bull Escala® range of servers welcomes blades

Bull launched new blade servers Escala EL (Evolutive Line) to complement its historic Escala PL range of SMP servers.

The announcement includes two blade servers based on the PowerPC RISC chip and running AIX®: Escala EL 245B two-core server and Escala EL 445B four-core server. At the same time, Bull announced the availability of 7U and 9U

chassis and the entire eco-system for a complete scale-out solution based on AIX.

The last few years has shown a growing acceptance of this technology as a response to customers' demands for simplification in server administration, better use of physical space and improved energy efficiency.

With the addition of the Blade systems, the Escala portfolio offers a complete range of solutions, whether scale-out to scale-up, answering all customers' needs.

Not all consolidation servers are equal when it comes to software licensing

Escala's POWER processor gives Bull's customers the edge in cost of ownership on Oracle software license investments and support costs

An Escala consolidation server can save anything from €20K to €300K on Oracle database licensing. Does that sound too good to be true? Not really, with Oracle licenses costs, and the hidden value of Oracle's new licensing rules.

Under Oracle's new "per socket" licensing rules, a Bull Escala consolidation server equipped with quad-core processors can stay with the much cheaper (from 3,893€ per socket versus 31,172€ per processor) Oracle 10g Standard Editions much longer than any other Unix server. The higher your DB requirements, the more you save. On an Escala 16-core server cluster the saving is 330,000€.

In addition and for the same reason, Escala is the only Unix server that provi-

des 16 fully-fledged processing cores, and these can even be distributed over 2 servers using RAC, while you pay only 4 Oracle (Standard Edition) licenses.

Lastly, for many years now Bull Escala servers have consistently provided much more DB mileage per Oracle license than any other server in the world. With the recently announced 4.7 GHz Power6 processor, the stakes have been raised even higher. On a Bull Escala server you not only get more cores for the same number

of Oracle licenses, but you also get much more processing power per core.

Implementing Oracle does not have to be expensive. We recently came across a medium-sized Bull customer that had 30 database instances. Bull was able to cut its license requirements in half by offering two Escala consolidation servers.

If you think your organization could benefit in the same way, please contact Philippe Richard (philippe.richard@bull.net) or your Bull sales person.



SOLUTIONS (CONTINUED)

Technological advances in networks are continuing to appear, offering more and more services. What impact is this having on information systems?

Customers, partners, and citizens today all enjoy access via IP from just about anywhere to multimedia information: this is the result of a staggering degree of change in both technologies and players. This opening up of networks together with multiple access points and voice/data convergence on IP, means that the communication infrastructure has become one of the most critical elements within the information system (IS). It is clearly absolutely vital, moreover, to safeguard service security and continuity, and performance. We also need to grow the infrastructure while managing change, and controlling costs and risks in the longer term.

Therefore, enterprises have to face new challenges:

- Defining policies governing future changes to the scope of networks and IT security, based on analysis of the challenges, risks and vulnerabilities
- Planning and organizing action plans, covering all aspects of IT security (access control, service quality and user behavior, service continuity and disaster recovery)
- Designing and integrating these new convergent and secure technologies within the IS
- Administering, monitoring, maintaining and controlling infrastructure development, requiring the deployment of shared resources and processes between business and IT management teams.

IP infrastructures and security of the information system

Interview with Philippe Galopin, Director of Bull Networks and Security.

Bull Networks and Security, a new division in Bull combining three business activities within a single community of experts offering enterprises end-to-end support in defining, implementing and operating their IP infrastructures.

In this context, what does Bull Networks and Security offer customers?

With the refocusing of our three business activities of security consultancy, integration of convergent and secured communication infrastructures, and security management services, Bull is well-placed to respond to the issues involved in implementing and growing new information system communication infrastructures.

Bull offers a great deal of added value:

- More than 150 experts working in the three areas, covering the entire lifecycle of information system networks and IT security: a headcount that is planned to increase in the near future to several hundred staff
- A comprehensive professional range of both mobile and on-site remote management services, offering 24/7 support to users
- An ecosystem built around leading market technologies, drawing on well-established partnerships and specific business sector expertise (including banking and payments systems, the defense and telecommunications sectors...)
- Vertical solutions built around reliable service platforms including e-signature, certificate management, identity management and even IP-based telephony
- The benefits of our long experience gained through working on significant, large-scale projects.

What kinds of services will Bull Networks and Security offer the market?

We are organized around three business activities covering the lifecycle of networks and IT security infrastructures:

- **Consulting and audit** to support CIOs in the analysis, definition and organization of security and network resources, enabling them to respond to the growing

needs of their users. We provide expertise as required for analyzing needs, conducting exhaustive testing and control of vulnerabilities, defining and implementing security action plans, assisting with the choice of solutions, managing change, implementing security libraries and dealing with recurrent risks, defining business continuity and disaster recovery strategies.

- **Integrating global solutions** for designing, integrating and implementing secure, convergent communication infrastructures, such as those needed to manage certification, e-signature, identity management, Web service security, IP-based telephony, shared voice/image/data working tools, directories and more. Bull integrates both solutions from the marketplace (Arkon, Cisco, Citrix, Enterasys, Foundry, Juniper, Sophos, Symantec, Trend micro) and those developed in-house: Crypt2pay (banking/payments systems), MetaPKI (certification management), MetaSign (e-signature), BXSS (managing Web services and identities), TrustWay (encryption solutions), and of course technologies and products from its subsidiary Evidian.

- **Management services** for networks and IT security enable us to guarantee performance and high availability for solutions. This includes technology watch and security intelligence; test intrusion and monitoring services, maintenance and round-the-clock, 365-day-a-year services; all delivered under defined Service Level Agreements. These services are based around a dedicated professional infrastructure designed to fulfill the quality and service requirement levels expected by users today.

SOLUTIONS (CONTINUED)

New release of Evidian E-SSO, designed for advanced Microsoft environments

Evidian, a Bull subsidiary and the European leader in Identity and Access Management (IAM), announces today the "Evolution 4" release of WiseGuard 4.5, the module of its IAM suite that manages access and protects users' confidential data. This new release speeds up the deployment of enterprise SSO by adapting to the most complex heterogeneous environments.

// Thanks to our years of experience and successes in the deployment of SSO solutions for large organizations such as Total, Deutsche Telekom and Nissan, we design the most suitable products, in terms of performance and service continuity, for multi-domain organizations" declared Hassan Maad, Evidian's Managing Director. "SSO solutions strongly contribute to the successful implementation of user lifecycle management systems in enterprises. An example is the compatibility of our solutions with the Microsoft ILM approach, as WiseGuard adapts to the most widespread heterogeneous environments."

A perfect combination with Microsoft's Active Directory and Identity Lifecycle Management (ILM)

Evolution 4 offers advanced integration with Microsoft Active Directory. An administrator can now use WiseGuard Extended Manager to manage users of multiple Active Directory domains, from a single console, and user mobility with just a few mouse clicks. As Evolution 4 natively supports ADAM and Windows Vista, it can be transparently combined with existing infrastructures. Organizations can, therefore, get the best value for their Microsoft Active Directory investment.

"Evidian's WiseGuard further extends the capabilities of Microsoft's ILM offering, providing our customers with a best-of-



breed Desktop/Enterprise Single Sign-On solution, by utilizing the existing availability, resilience and security of Active Directory" said Daniel Meyer, the Microsoft Enterprise Technology Strategist, Identity Management. "WiseGuard in conjunction with ADAM supports the automated discovery of user accounts and links very nicely with ILM. This approach removes the cost of introducing and managing new infrastructure therefore delivering rapid ROI to our customers. Evidian's WiseGuard is especially valuable if Kerberos and ADFS are not sufficient to provide SSO in very complex, heterogeneous enterprise environments with many legacy systems."

Service assurance and high availability for authentication services

Building on the existing redundancy features of WiseGuard, the new features make it possible to configure multiple administration servers for the same LDAP domain, replicating both administration actions and the log of those actions.

Ready-to-use reports for compliance with legal and regulatory requirements such as Sarbanes-Oxley

The audit function has been extended and now covers all access and administration-related events. Modeled on a role-based management system, Extended Manager brings in advanced administration tools, making it possible to precisely adapt access management to existing business processes.

By natively providing fingerprint management over the entire SSO cycle – from user registration to authentication – WiseGuard makes strong authentication an integral part of the auditability requirement of present-day regulations. Biometrics can also be combined with smartcard-based authentication.

WHAT'S NEW

Bull confirms its strategic repositioning and its ambition as European IT leader

Bull confirms its strategic repositioning as a European leader in Information Technology and related services with the planned acquisition of Siconet, a Spanish IT services provider specialized in consulting, systems integration, software development and support and the acquisition by GFI Informatique of Bull Portugal, the group's Portuguese subsidiary, present in the electronic payment terminals and systems market.

// These transactions embody Bull's ambition to develop aggressively our service activities in specific activities and growth markets" declared Didier Lamouche, Chairman and CEO of Bull. "Our Spanish team has an established track record of growth and profits and we believe that the addition of Siconet will further boost our growth potential in Spain, a key growth country for Bull. Bull Portugal has successfully developed a business that is no longer aligned with the strategic priorities of the group. However, we are confident that GFI Informatique will provide the best prospects for the employees of Bull Portugal taking into account their specific skills."

Bull reinforces its position on fast-growing markets in Spain

Bull Spain registered revenues of €82 million in 2006, of which €34 million in services, support and maintenance. Bull Spain and the shareholders of Siconet have signed a preliminary agreement with a view to the acquisition of Siconet by Bull. This acquisition will reinforce Bull's presence in sectors targeted by its growth offerings in IT services while drawing on its complementarity with those of Siconet.

Created in 1992, Siconet employs 400 people at its Madrid and Barcelona sites. In 2006, Siconet recorded revenues of

€17.8 million, showing growth of 83%, and an EBIT of 6% (€1 million). Siconet targets five priority markets: insurance, banking, aerospace industries, transport and telecommunications. Backed up with a strong recognition for the quality of its services and its expertise in Open Source technologies, Siconet has a large customer portfolio including key names in these sectors.

"With the acquisition of Siconet we significantly reinforce our position in Spain, one of the fastest-growing markets, where Bull will exceed €100 million in revenues. Siconet brings youth, talent and dynamism as well as a commercial complementarity which will further boost our growth potential. With their expertise, Siconet's teams will reinforce our capacity to assist our customers with the evolution of their IT systems. This transaction considerably accelerates the momentum of our services activity in Spain and significantly reinforces our position" added Didier Lamouche.

Acquisition of Bull Portugal by GFI Informatique

In order to focus on its core strategic activities, Bull announced having signed with GFI Informatique a definitive agreement to sell its Portuguese subsidiary, Bull Portugal. Bull Portugal is present in the market for electronic payment solutions

and counts among its customers several large banks and financial institutions. The company also has a recognized position in infrastructure services and systems integration. Financial terms of the transaction are not disclosed.

According to Didier Lamouche: *"This transaction allows Bull to focus on its core strategic initiatives. Our customers are assured of the continuity of all existing support and service contracts, and can continue to build their most critical IT infrastructures using our products and technologies. I extend my thanks to the employees of Bull Portugal for their exceptional dedication to their customers and their company over the years. Today they are joining a leading enterprise whose strategy is aligned with the expertise at Bull Portugal."*

WHAT'S NEW (CONTINUED)

Bull strengthens its presence in the market for value-added network and security services

Bull is affirming its strategy in the development of value-added services by combining its skills in these areas within a single new Business Unit dedicated to managing networks and security globally within the Information System (IS).

// **Bull Networks and Security** will help enterprises to define, implement and operate their IP infrastructures. The new BU's added value is based on its ability to provide the full range of services: from upstream consulting through to infrastructure management.

"Bull Networks and Security" is aimed in particular to support highly sensitive and demanding markets such as the security of banking transfers – where it already has a 95% market share in France – and defense, where it also has a strong presence.

"Our ambition is to strengthen our service provision in the increasingly convergent worlds of security and IP infrastructures.

As a recognized player both in security products – via our Evidian subsidiary – and high-security encryption solutions with TrustWay, we are aiming to help our customers to design and implement open architectures requiring state-of-the-art technical expertise in networks and security. Our objective is to grow this business rapidly, to the point where it employs several hundred specialists," declared Jean-Pierre Barbéris, General Manager of Bull Services and Solutions.

The new business unit will draw on Bull's professional resources and infrastructure, which already comprises almost 150 experts working in the three key areas of the enterprise IS network and security life-cycle:

- **Consulting, expertise, and audit services** to help IT Directors and CIO's analyze, define and organize their security and network resources, to enable them to meet ever-expanding user demands

- **Integration of global solutions** to design, integrate and implement secure and convergent communication infrastructures: certification management, electronic signature, identity management, Web services security, IP telephony, tools for collaborative working on voice/imaging/data, directories...

- **Services to ensure the administration and security of network environments** (business and security intelligence, management and correlation of events, expertise, system surveillance, round-the-clock maintenance services 365 days a year, Service Level Agreements...).

Bull inaugurates Open Campus, its new training center based at Massy

"Bull Formation" has opened its new center at Massy in the South of Paris. Occupying a surface area of more than 3,000 square meters, the facilities offered by Open Campus include 30 training rooms, 400 workstations, 35 practical workbench areas, and a conference room.

In response to the growing demand for training in new information technologies and change management, Bull is opening a new training center at Massy in the South of Paris, just 2 hours by TGV (the French high speed train) from Lille, Lyon, or Rennes.

Open Campus was inaugurated on 31 May in the presence of Didier Lamouche, Bull's CEO, Vincent Delahaye, Mayor of Massy and Patrick Semtob, Director of Bull Formation.

Open Campus provides a structured range of more than 450 training courses in 8 main domains as varied as Internet

development, Open Source and Linux®, Microsoft or AIX® environments, security, networks and storage, Business Intelligence and databases, information system management, as well as courses specifically on Bull NovaScale, Escala and GCOS servers. Training courses for change management are also on offer, incorporating the logistical aspects, communication, deployment back-up and documentation.

In addition to the standard portfolio of courses, Open Campus offers inter-company training opportunities and mixed solutions for training on-line in the framework of e-learning and e-coach programs.



ISO 9001v 2000 certified training courses are delivered by 130 qualified consultants in collaboration with major partners like Business Objects, Microsoft and Red Hat. Microsoft et Red Hat.

Bull Formation hosts more than 12,000 students every year.

WHAT'S NEW (CONTINUED)

Bull is planning to recruit a large number of people this year. What business needs are driving this recruitment campaign?

Bull has an excellent reputation for expertise in server design, and is now concentrating on developing its presence in services and telecommunications. The Group's objective is to achieve 50% of its turnover in these two areas. During 2006, we recorded more than 12% growth in services, and nearly 60% growth in telecommunications. Our recruitment strategy is designed to support this growth.

What kinds of candidates are you looking for?

On the one hand we want technically qualified candidates – systems development engineers specializing in new information and communications technologies (NICT) and business intelligence; Open Source, IT security and telecoms integrators; database and systems administrators; and NICT, business intelligence and telecoms architects.

On the other hand, we also need people with combined technical and managerial skills: project directors and project managers in telecoms, NICT and information systems, as well as SAP and PeopleSoft consultants.

Bull is recruiting on a global scale for its 60 subsidiaries. 400 positions are to be filled in France, with half of these in regional offices. 600 vacancies also need to be filled to support our international growth: in Brazil, Morocco, Poland and Spain, for example. We are looking for new graduates just as much as experienced staff.

Look no further! Bull is hiring now

Bull will be recruiting 1,000 staff this year, 400 of them in France.

Interview with Patrick Semtob, General Manager Bull, responsible for Human Resources.

What are Bull's key strengths?

Firstly, our capacity to offer end-to-end solutions in products, services and telecommunications. This quality sets us apart from traditional IT services companies who don't offer that extra dimension of being an IT maker.

Next, there is the fact that Bull's projects have a highly innovative dimension: simulating nuclear weapons testing and updating the Ministry of Finance's IT infrastructure; Customs and excise systems for

EU accession states, providing the business intelligence solution to support the Californian Medicaid health system.

Another fundamental point is Bull's long-lasting and mutually rewarding relationships with customers.

Bull's objective as "Architect of an Open World" is to combine high technology with creative intelligence, openness and freedom to operate.


Look no further! Bull is hiring now.

Ne cherchez plus !

Nous recrutons

4 raisons pour nous rejoindre

- Contribuer au développement des technologies innovantes
- Développer vos compétences techniques et métiers
- Gérer des projets de dimension internationale
- Rejoindre des équipes reconnues pour leur expertise


 Architect of an Open World®

www.bull.fr/emploi

EVENTS

Paris, Porte de Versailles, 7-9 June

3rd European Research and Innovation Exhibition*Research and innovation, driving the global economy*

The European Research and Innovation Exhibition is the annual meeting for all main players in research and industry, providing a focal point for all the driving forces of people and organizations that have recognized that investing in science has become a key priority in guaranteeing growth in an ever more competitive world.

Bull will be taking part in the exhibition along with two of its partners, Intel and Microsoft.

This will include:

- A panel discussion on Thursday 7 June, from 11:30 to 12:15am in the Agora room.

With the theme: "Digital simulation at the forefront of innovation. How to make it accessible?", it will be chaired by Jean-Michel Ghidaglia, Scientific Director of "La Recherche" magazine, with:

- Benoît Hallez, Director of Bull HPC Business Unit
- Marc Dollfus, Director, Intel France
- Bernard Ourghanlian, Technical Director, Microsoft France.

- A seminar hosted by Bull and Intel with the participation of Microsoft, Altair and "La Recherche" magazine, on Friday 8 June, 9:30am to 12:30pm, on the theme: "Everyone's entitled to power, HPC within everyone's reach".



- Welcome to our stand (# D62) on which experts from all three partners will be happy to demonstrate their latest innovations.

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.

After the April 26 and May sessions dedicated respectively to Software

development and migration, the forthcoming breakfast seminars include:

- June: Thursday 21 - Workstations
- July: Thursday 5 - Monitoring and administration

The June 21 breakfast seminar will take place at the Régus center, 68 rue du Faubourg Saint-Honoré, Paris, from 8.30-11.00am. The meeting will be focused on:

- Open Source workstations? What ROI?
- Costs to migrate to Open Office
- The main step of a migration project
- Workstation under Linux



EVENTS (CONTINUED)

Paris, 13-14 June

Paris, "Capitale du libre"

Bull is once more a Gold Sponsor for "Paris capitale du libre", an event organized by ASS2L, (an association of companies dedicated to Open Source Services) of which Bull is an associate partner, with the support of both the Paris City Hall, and the Paris Chamber of Commerce.

// "Paris capitale du libre" is a prestige event that brings the worlds of politics, industry, and administration together in one location for the purpose of exchanging and sharing information related to Open Source strategy, policy and business.

With its main theme for this year "Local Governments and Open Source Applications in Europe", "Paris capitale du libre" is aiming to become the meeting point par excellence for Open Source application advocates and IT directors in both public and private sectors. The "Golden Lutèce" trophies will be awarded during a dinner to be held on 13 June, bringing together the 250 most influential personalities in the Open Source software market in France and in Europe. These trophies will be awarded for best projects and initiatives in the Open Source domain in France and in Europe, and for a range of categories: public, private, communities, and political.

Bull will be participating in the following seminars:

Thursday 14 June, 2pm-4pm: Jean-Pierre Barbéris, General Manager of Bull Services and Solutions will be speaking at this session chaired by Didier Lambert, President of the CIGREF, and moderated by Jean-François Ruiz, Chief Editor of O1 DSI. The theme for debate will be: «How to leverage Open Source software in large corporations?»

Thursday 14 June, 4.30pm-6:30pm: Jean-Pierre Laisné, President of OW2 and Director of Bull Open Source Initiatives, will chair the session entitled "The rising importance of Open Source software worldwide", moderated by François Sorel, RMC journalist. Other speakers include:

- Renato Da Silveira Martini, Chairman of the Brazilian national Information Technology Institute (ITI)
- Mohammed El Amer, CIO, government of Bahrain



- Khadija Ghariani, Secretary of State for Information Technologies, Tunisia
- M. Jiadong, CEO of Red Flag Software, China
- Elliot Maxwell, former NTIC consultant to Bill Clinton, Maxwell Elliot Association
- Pedro Teta, Deputy Minister for Science and Technology, Angola.

Bull's will host its partner Red Hat on its stand, will be exhibiting NovaForge™, its secured platform for Open Source application development, and Open Energy, Bull's portfolio of services dedicated to Open Source software.

Paris, 21 June, Maison des Polytechniciens

Virtualizing IT infrastructures

Energy consumption control, installations optimization, simplified administration, service continuity, flexibility... IT infrastructure evolution is no longer being driven by cost reduction alone

In this context, virtualization certainly provides clear advantages. And yet, its implementation remains complex, and requires confirmed expertise in virtualization technologies.

Bull as IT maker, systems integrator and

outsourcer for large systems, has been developing, integrating and utilizing these technologies for many years: to design advanced systems, establish methods and tools for production management, and run its outsourcing business.

It is the cumulative experience gained from both centers of competences and production sites that Bull would like to share with you on the occasion of this seminar, through the testimony of its experts, and first-hand reports based on customers testimonials.

EVENTS (CONTINUED)

London, June 25-26, 2007

Gartner Identity & Access Management Summit

To increase transparency and agility, today's enterprises need to start opening up systems to staff, customers and partners.

However, the need to secure applications, data, and networks has never been so pressing. Legacy technologies and approaches and fragmented processes are no longer enough. Identity theft, regulatory compliance, the rising impact of confidential data loss and rising admini-

nistration costs call for a new generation of processes and technologies.

The good news: this new generation has arrived and it's ready for prime time. The bad news: there are more ways to slip up than there are ways to get it right.

That's what the first EMEA Gartner Identity & Access Management Summit is all about. In an intensive, two-day program Gartner will present every IAM

issue; help design the right IAM strategy and roadmap; and show how IAM can be more secure while costing less.

As Platinum sponsor, Bull Evidian will:

- Will hold a conference on **Tuesday 26 June at 2:45pm: Hassan Maad**, Evidian Managing Director will present Evidian IAM strategy and offer, leveraging a big business case.
- Will demonstrate on its booth the latest update of its IAM suite of solutions.

Dresden, in Germany, June 26-29

ISC (International Supercomputing Conference)

The International Supercomputing Conference (ISC) – 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.

Bull presence

- **Jean-Marc Denis**, Bull's HPC Sales Development Manager, will present the most recent additions to our HPC offer in his presentation entitled "*Bull HPC clusters: performance at the service of innovation*" at the **Exhibitor Forum**, conference room 3, 9:00 – 12:30.



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

- **ParMA1** (Parallel programming for Multi-core Architecture), a European ITEA2 R&D project lead by Bull, will be launched at ISC and presented on June 27 as part of its Birds-of-a-Feather (BoF) Sessions.

More information on ISC'07 from:
<http://www.isc07.org>