

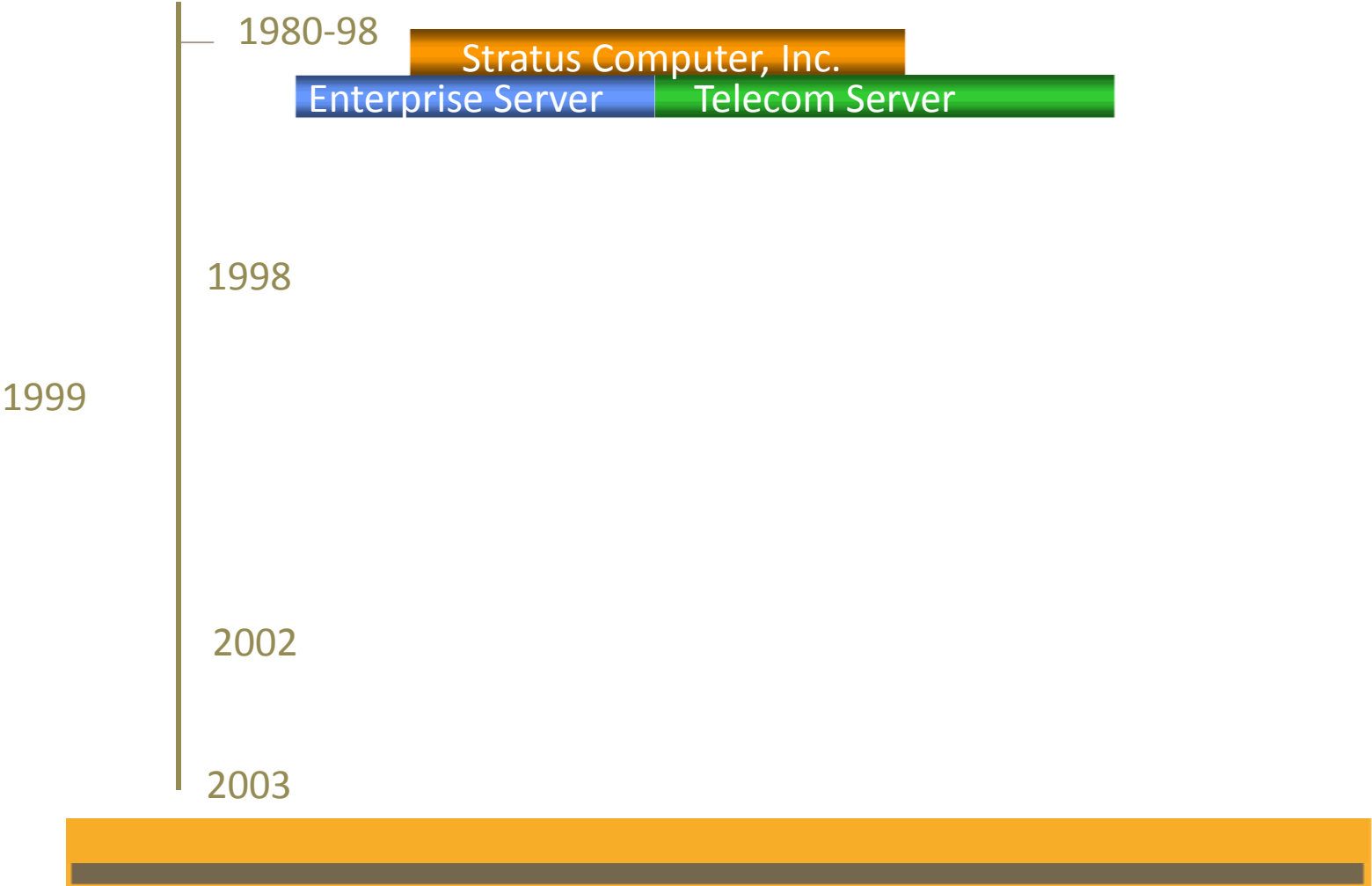


Count on Stratus

Jim Harris
Director of Marking



Stratus History



Private



Properly Funded



Office
Building

INVESTCORP

MidOcean Partners

Intel

NEC

42

Patent
Applications

25 Years Intellectual Property

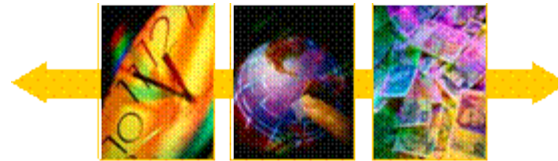
Continuous Availability Solutions

- Hardware fault tolerance
- Hardened Operating Systems
- Customer Service Capabilities for the most demanding environments.
- Industry-leading solutions partners



Stratus

Delivers **continuously available** solutions with unmatched **operational simplicity**, providing a compelling **financial advantage** to our customers.



- >99.999%
- >95%
- 250
- Financially

Count On Stratus

A thick, yellow, curved underline beneath the word "Stratus" in the handwritten-style text.



The image shows a screenshot of the Stratus Uptime Meter website. The page features a dark blue header with the Stratus Technologies logo on the left and the text 'Corporate website' on the right. The main content area is divided into several sections:

- Search:** A search bar with a 'Go' button.
- Stratus serves in:** A list of industries including Banking, Manufacturing, Pharmaceutical, Public Safety, Enterprise Telephony, Telecommunications, and Travel, Transportation & Logistics.
- About Stratus:** A section with links for Partners, Executive Relations, News & Events, Careers at Stratus, and Information for the Press.
- Stratus Uptime Meter:** A large digital display showing '99.999999%' with a '99.999999%' label above it. Below the display, it says 'Top Site Up' and lists 'Download Customer Uptime Meter in calculation' and 'Learn about Stratus Continuous Availability Technology'.
- Count On Stratus:** A handwritten-style text with a yellow underline.
- Navigation:** A red bar with links for 'Products', 'Industry Solutions', 'Services & Support', and 'How to Buy'.
- Products:** Three columns of server hardware images with descriptions:
 - Stratus Ultra-High Availability Servers and Storage:** Includes Stratus 100 Series (Continuous uptime for Microsoft Windows applications), Stratus 200 Series (Open, multi-tiered and designed for telecommunications networks), and Stratus 300 Series (dServer V-Series and Continuous systems provide unparalleled availability).
- Operating Systems:** Logos for Microsoft Windows and Red Hat Linux.

At the bottom of the page, a blue banner contains the text 'At Server® Availability Uptime Meter™' and the website address 'www.stratus.com'.

- **Collaborate on OS availability features**
 - Memory resynchronization
 - Hardened driver features
- **Support model for mission-critical applications**
- **ftServer W Series Systems in Redmond test Labs**

- **Joint program to insure processor determinism**
- **Early access to new processors**
- **ftServer W Series Systems in Intel Labs**

- **Joint program to insure processor determinism**
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The Smarter Approach to Uptime

Stratus® ftServer® Family

ftServer® 6600 System



Hardware Category Winner

Best in Category

For Innovative, Original technology

For Product Excellence

Nova Information Systems

Customer nomination

UPS

Customer reference

VAR Business

Made Winning decision
(beat out IBM/Xerox)

“IDC believes this server provides a cost-effective alternative to some of the more traditional solutions for which system downtime is not acceptable and price is of concern”

IDC

“The Stratus® ftServer® Series is Windows-based and provides fault tolerance that is approachable and affordable for institutions of all sizes and needs”

Maggie Scarborough: Senior Analyst Financial Insights

“For business dealing with overcrowded data centers and limited IT resources, the ftServer 3300 system offers a reliable cost-effective and easily managed alternative to high-availability solutions such as clustering. And with the service offering , it’s nice to know that someone’s watching your back”

Maggie Scarborough: Senior Analyst Financial Insights

Count On Stratus

The Largest Companies in the World

- Financial Services
- Telecom
- HealthCare
- Retail/Distribution
- Manufacturing
- Public Safety
- Gaming

	Manufacturing	Telecom	Financial Services	Public Safety
Industries				
Sectors	<ul style="list-style-type: none"> • Pharmaceuticals • Life Sciences • Automotive 	<ul style="list-style-type: none"> • Next Gen. Svcs. • Mobile & IN • Voice Services 	<ul style="list-style-type: none"> • Stock Exchanges • Retail banking • Com. banking 	<ul style="list-style-type: none"> • Emergency Svcs. • Homeland Sec. • Court / Justice
Application	<ul style="list-style-type: none"> ➤ EBRs/MES ➤ SCADA/Historian ➤ PMC ➤ SCE ➤ EAI/EDI ➤ PLM ➤ AMS 	<ul style="list-style-type: none"> ➤ Soft-switch ➤ HLR ➤ Gateway ➤ Call Center ➤ VoIP 	<ul style="list-style-type: none"> ➤ Stock Exchanges ➤ ATM POS ➤ Payment ➤ Internet Banking ➤ Fraud Detection ➤ Back Office ➤ Settlements 	<ul style="list-style-type: none"> ➤ CAD ➤ RMS ➤ Mobile ➤ Radio

Manufacturing



9 of the 10
pharmaceuticals

Telecom



14 of the 20
largest telecom
providers

Financial Services



6 of the top 10
world's top
banks

Public Safety

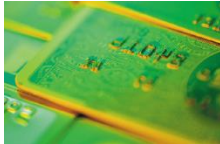


150 public safety
agencies
worldwide

Count On Stratus



You use Stratus When:



You use a credit card



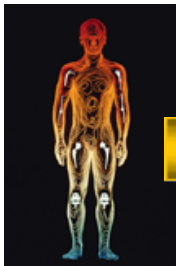
You use a ATM



You make a reservation



Place a telephone call



You use a patient Information System

...For 25 years!



14 of the 20 largest telecom providers on the planet

Count on Stratus® hardware and software platforms.



Count On Stratus



Source: America's Network
"Global 5 Carrier Index" 2003



Next-generation Service

- Soft-switch/media gateway Controller(MGC)
- Signaling gateway(SG)
- Media gateway(MG)
- Application Server (AS) for 3G services
- SIP and VoIP server

OSS

- Billing data Collection
- Network performance monitoring
- Network Management
- Managed content delivery and hosting



Mobile and IN applications

- Enhanced 800 number.
- Virtual private network(VPN)
- Short Message Service (SMS)
- Mobile Number Portability (MNP)
- Home location register (HLR)
- Service Data function(SDF)
- Prepaid Calling

Voice Services

- Voice Messaging
- Voice Switching
- Voice-activated dialing

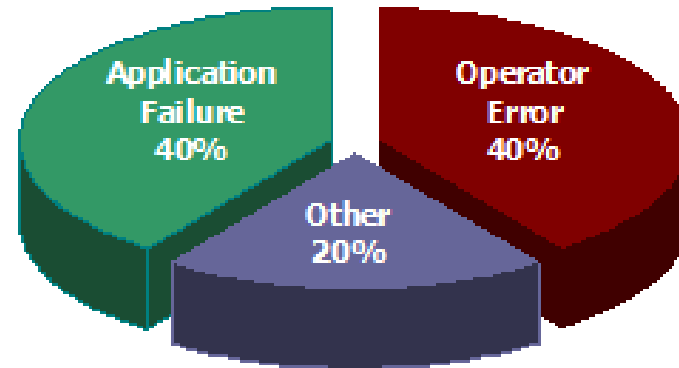
Count On Stratus



- Inadequate testing
- Change management
- Lack of Capacity
- Weak Problem Detection

- Forget something
- Lack of Procedures
- Backup Errors
- Security

- Hardware/OS
- Network
- Power and disaster



80% of unplanned downtime is caused by people and process issues”

Largest Single IT Budget Expenditure

Salaries / Benefits

- 5.3% IT compensation increases since June '04 **
- 5% CGAR 2003-2008 ***
- 14.9% voluntary turnover Sept '03 – Aug '04 ****



Source Information Week 03
CIO
Rorredger Research
US Department of Labor and

Shifting Mix of IT Skills*



Forrester Research Workforce Survey		
Skills Category	2000	2010
General Mgmt.	10%	9%
Project Mgmt.	5%	20%
Vendor Mgmt.	5%	10%
Bus. Analysts	15%	29%
Architects	2%	7%
Technicians	33%	11%
Programmers	30%	14%

Skills Shift Poses Increased Risks

- Decreased investment in technical /operational skills increases frequency of operational errors!
- Impact of operational errors may be more severe when technical skills are lacking

People

- Training and Certification
- Supplemental Resources
- Project Management
- Operations Checklist.
- Security Assessments

Process

- Best Known Practices
- Life Cycle Planning
- Change Control Procedures
- Backup and Recovery
- Audit ability

People, Process, Technology

Technology

- Streamline Operations
- Remote application monitoring
- Expert root cause analysis tools
- Integrate 3rd –party components
- Avoid Known Problems



Comprehensive Portfolio of Availability Services



What we provide	What it Prevents	
Center for Fault-Tolerant Computing Capacity planning services Root cause isolation and analysis Proactive monitoring and analysis	<ul style="list-style-type: none"> ➔ Inadequate staging and testing ➔ Insufficient HW resources ➔ Failure to isolate problems ➔ Weak problem detection 	Application Failure: 40%
Installation and deployment services Back up procedure monitoring Change control management Best practices consulting 99.999 Certified Professional Program Enhanced administrative services - SEAS	<ul style="list-style-type: none"> ➔ Improper implementation ➔ Unreliable backup/restore ➔ Change management errors ➔ Ineffective operational procedures ➔ Unqualified administration ➔ Human resource constraints 	Operator Error: 40%
Real-time / predictive failure analysis High availability support services	<ul style="list-style-type: none"> ➔ Unplanned outages ➔ Degradation throughout solution life cycle 	Technology: 20%





What does downtime cost you? In dollars ? In Customer Satisfaction?

What value do you place on transaction integrity and critical business data?

To what extent are your IT resources and budgets constrained?

What are your maintenance costs? Do you need specialized personnel to support remote or lights out locations?

How High is your TCO?

Count On Stratus

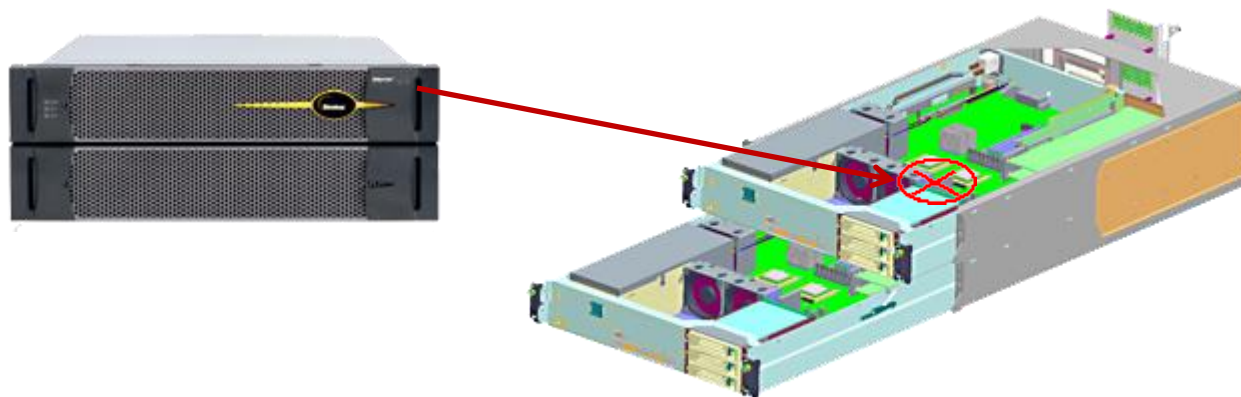
Continuous Availability Solutions



Stratus

How we do it

Stratus Lockstep Technology: Automatic Availability



- Redundant components execute same instructions in lockstep.
- Self-checking logic defects and isolates errors to the component level and notifies Stratus of Problems.
- System distinguishes between transient and hard errors withstands transient errors.
- If hard error occurs, faulty component is taken out of service, duplicate component continues normal processing
- In-memory data and disk are protected



Modular
Implementation

Integrated
Implementation

2300

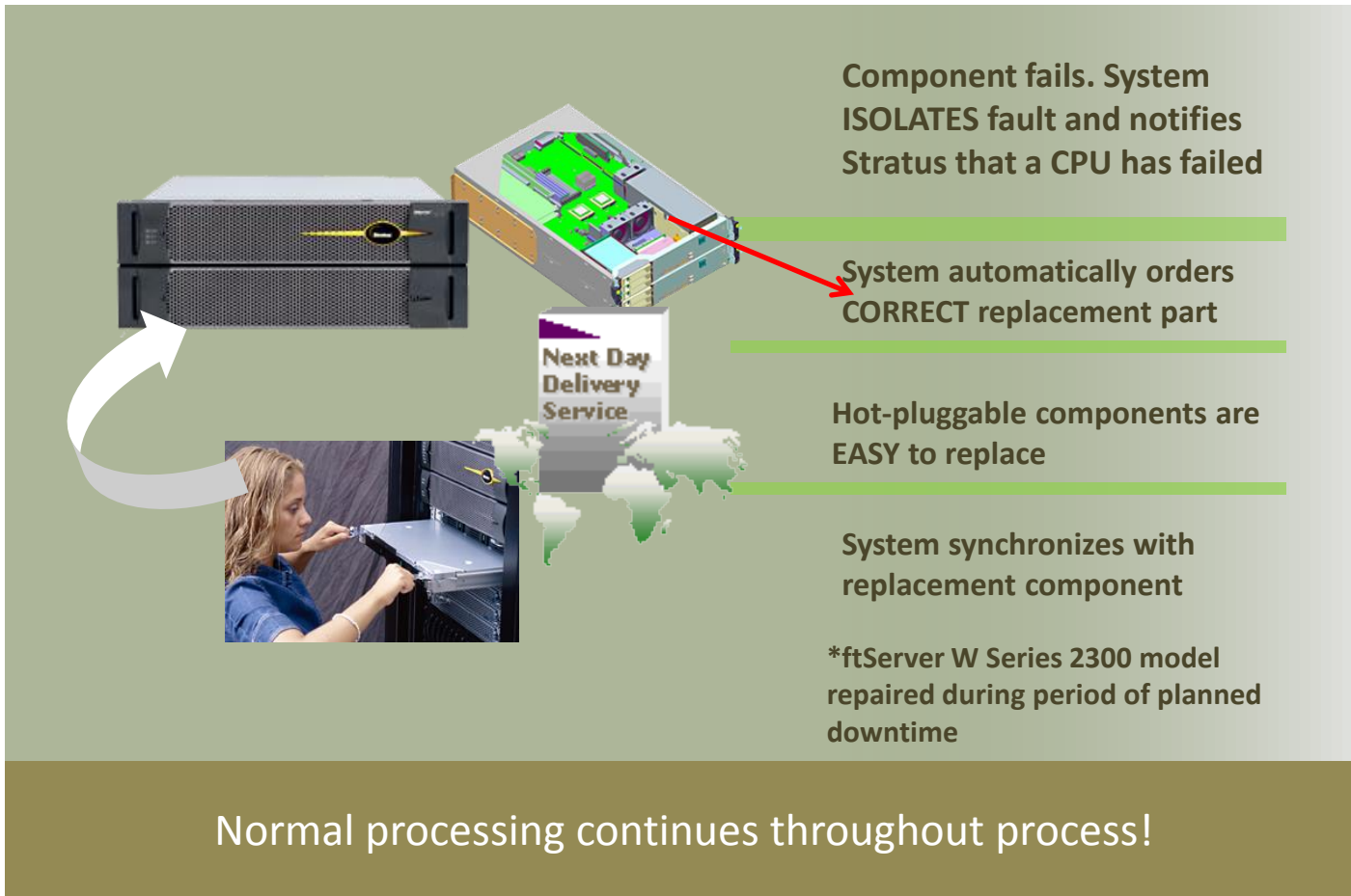
Active spare components prevent system downtime

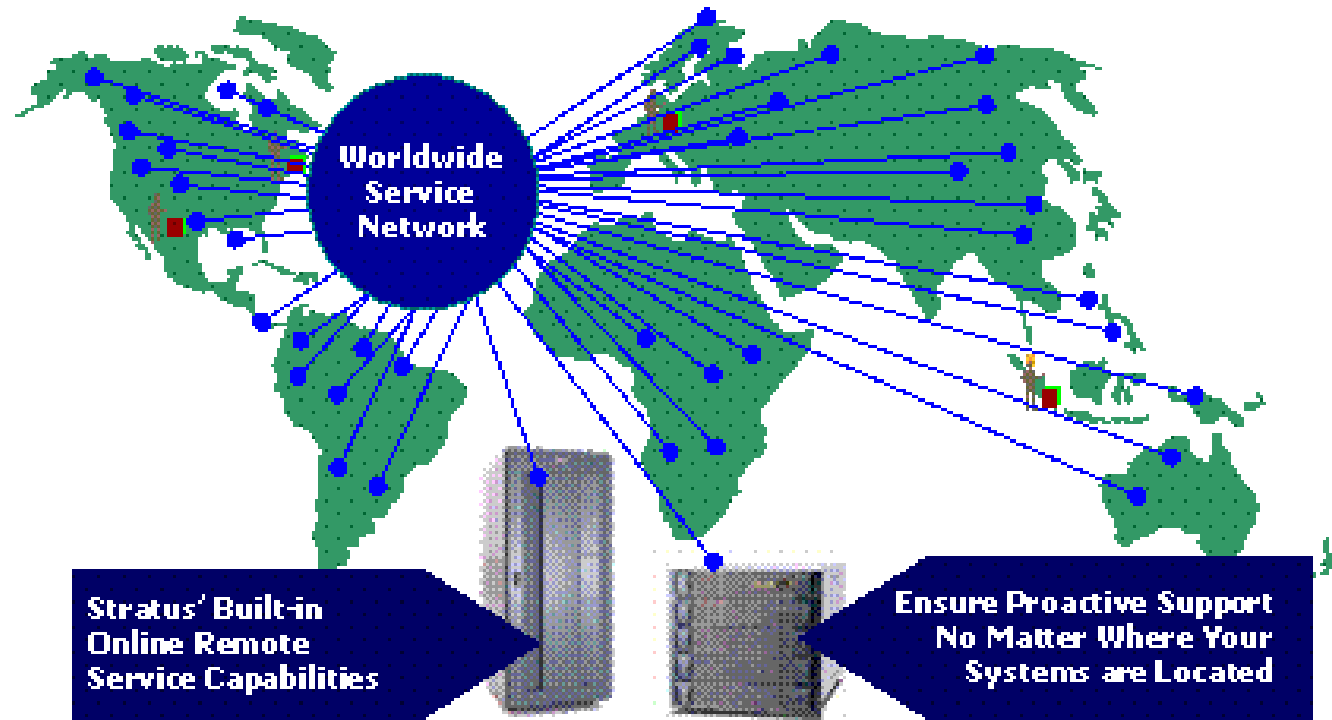
Stratus Failsafe Software: Automatic Availability



- Reliability distinguishes software issues from hardware issues to speed problem resolution
- Driver hardening ensures uninterrupted processing if an I/O interface fails.
- Rapid disk resynchronization transparently mirrors disks and protects data integrity
- Accurate error data capture enables root-cause analysis to prevent problem recurrence

ActiveService™ Architecture: Automatic Availability





Continuous direct link form your Stratus System to our Worldwide CACs

Remote Problem Resolution that Goes Beyond the Hardware



When you call



The types of problems we resolve daily

Operating System	Network	Database
Multi-vendor issues	Hardware	Application
Patches	Security	Hot fixes

Customer Response

“You need immediate help when you have a 911 system issue, and Stratus understands that. Your call doesn’t go into a phone tree. You speak to problem-solver right away”

Douglas Bolton, Information Systems Analyst
San Diego Fire & Life safety Services



Two Design Choice



Performance

Design

Service Model

Deployment

Uptime

Designed for >99.999%

Designed for >99.999%



Fault-Tolerant Servers

Intel[®] processor-based
Microsoft[®] Windows[®] Server 2003

W Series 2300
W Series 4300
W Series 4600
W Series 6600

- Continuous Availability Instantly
- Simplicity
- 24-7 Worldwide Service
- Price/Performance

<p>Positioning</p>	<p>Highly affordable entry-level, fault-tolerant server</p>	<p>Price/Performance leader for applications that cannot fail</p>	<p>Expandable midrange server for mission-critical computing</p>	<p>Enterprise-class Server delivering maximum performance & availability</p>
<p>Deployment Model</p>	<p>Replicated Remote Locations</p>	<p>Departmental Business Processing</p>	<p>Departmental Business Processing</p>	<p>Enterprise</p>
<p>Workload</p>	<ul style="list-style-type: none"> • Stable Workload • Planned downtime 	<ul style="list-style-type: none"> • Standalone Application • Stable Workload 	<ul style="list-style-type: none"> • I/O intensive • Growing for unpredictable workload 	<ul style="list-style-type: none"> • Processing Intensive • Database Server • Server Consolidation



Count On Stratus



For
Comprehensive
Solutions

And segment
expertise

To solve
business
problems