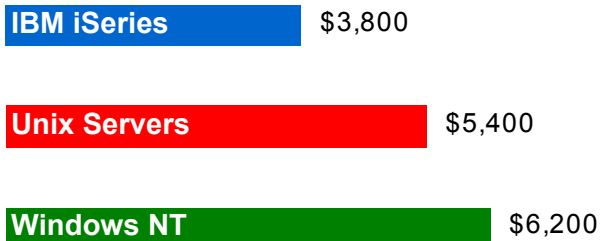


Independent Research

IBM iSeries – AS/400

Lowest Total Cost of Ownership

The IBM iSeries – AS/400 has the lowest cost of ownership of any leading midrange server. On an annual cost-per-user basis, the AS/400 is 63% more cost effective than Windows NT and 42% more so than Unix:

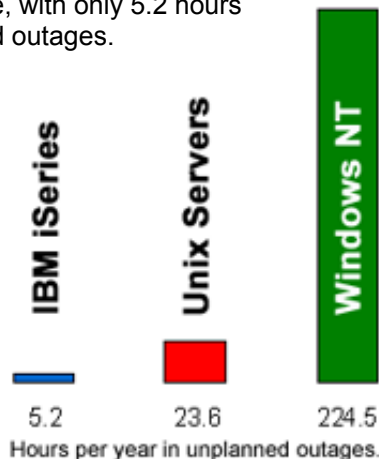


Consider that for 10 users over five years, the savings afforded by the iSeries versus Windows NT is \$120,000 and versus Unix is \$80,000.

Source: IDC

Fewest Unplanned Outages

Server downtime is costly and frustrating. Just ask Windows NT users, who see an average of 224.5 hours of unplanned outages per year, per server. On the basis of 2,080 work hours per year, that equals an unplanned outage rate of 10.8%. By comparison, the iSeries is 43 times more reliable, with only 5.2 hours of unplanned outages.



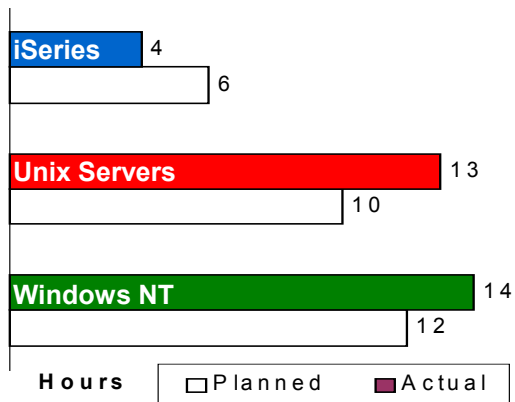
Source: GartnerResearch

Outage Costs per Employee per Year

NT: 224.5 hrs @ \$20/hr = **\$4,490/yr per worker**
Unix: 23.6 hrs @ \$20/hr = \$ 472/yr per worker
iSeries: 5.2 hrs @ \$20/hr = \$ 104/yr per worker

Quickest Deployment

The iSeries is about **3 times faster** to deploy than Windows NT and Unix servers...and consistently takes less time than planned. This means iSeries users can begin recapturing their investment almost two months earlier:



Source: The Meta Group

Highest Customer Satisfaction

The bottom line is customer satisfaction...and the iSeries leads Windows NT and Oracle in customer satisfaction across several significant criteria:

- Vendor Confidence
- Service & Support
- Cost of Ownership
- Quality
- Overall Satisfaction

Add to this the reliability, scalability, and cost effectiveness of the iSeries, and it is clear why it is regarded by businesses around the world as the "server of choice."

Source: ComputerWorld