

BPMS 2.0

Intalio's Vision for an Open Source BPM Suite

Company Profile

Founded in July 1999

Headquartered in Palo Alto, CA

Privately held, VC funded

Leader in open source BPM

250 customers in 31 countries

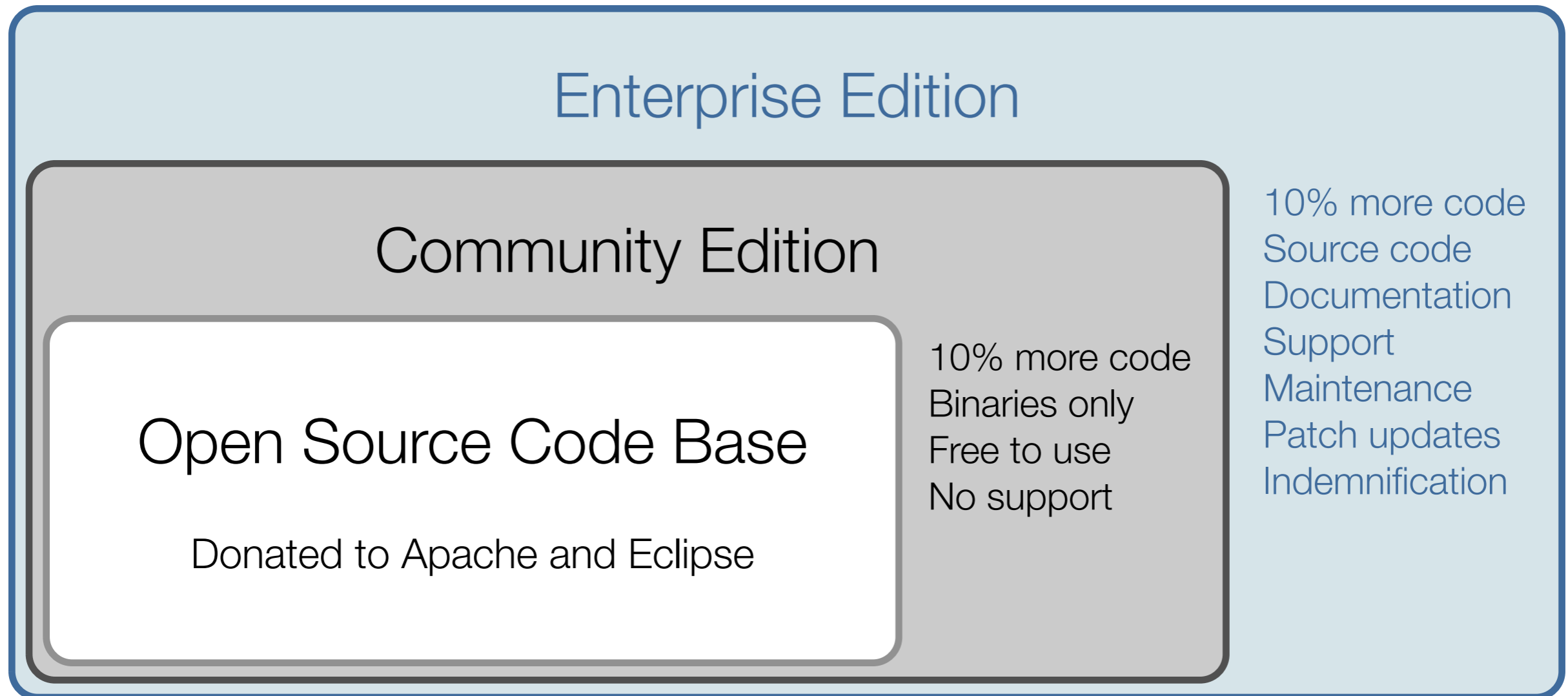
15 system integration partners

Intalio|BPMS 5.0 released in September 2007

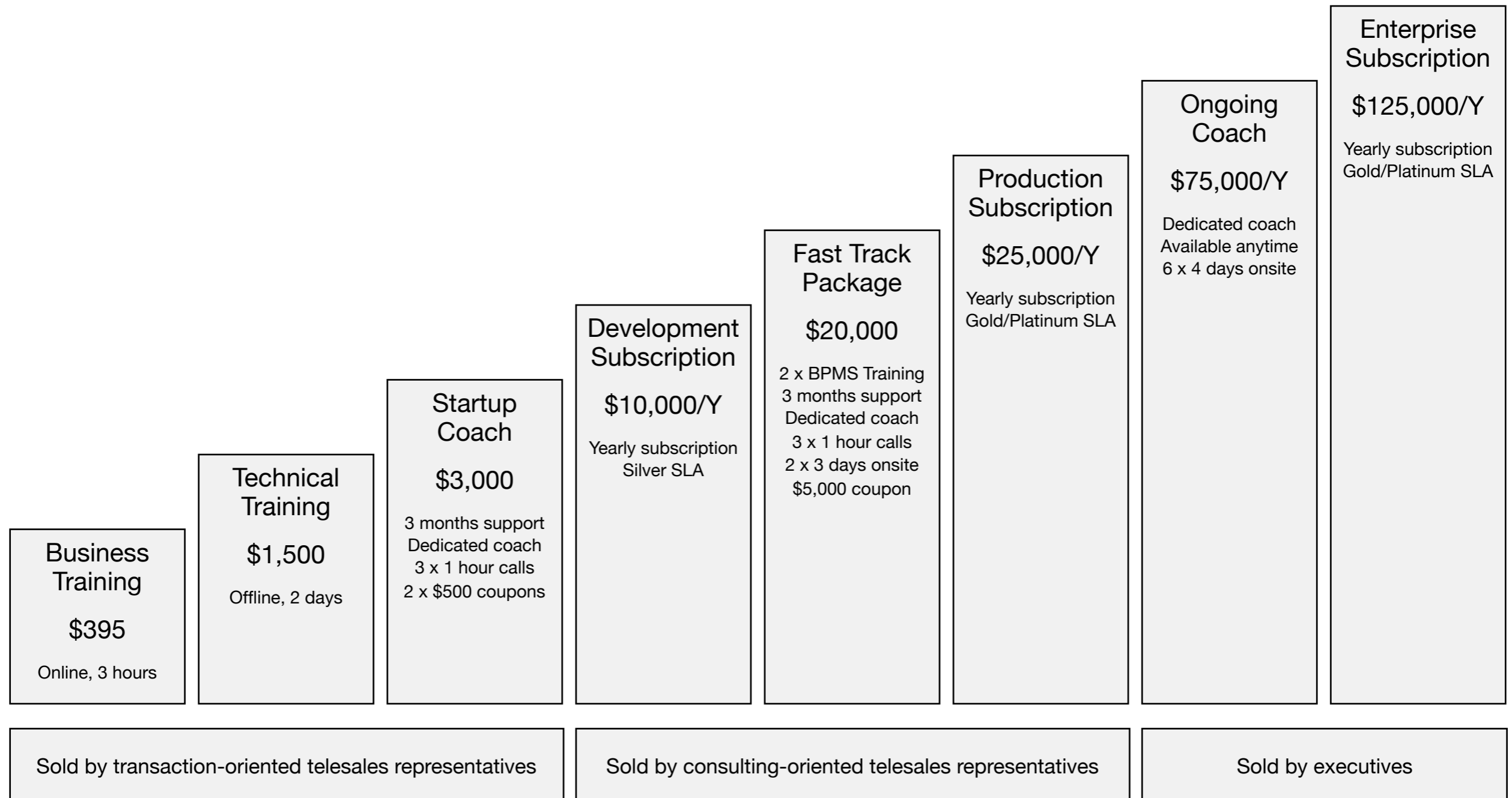
Investors



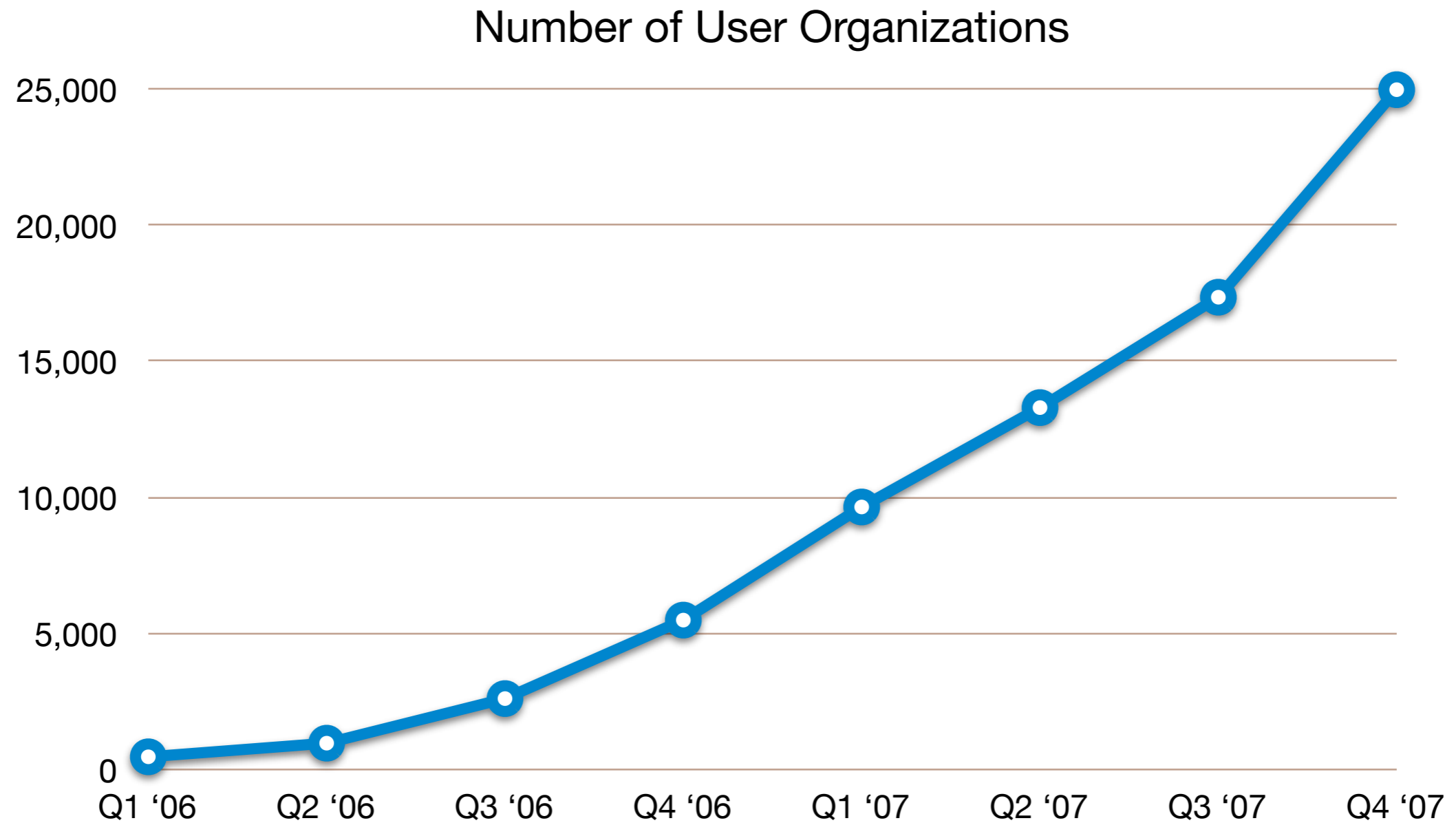
Commercial Open Source Model



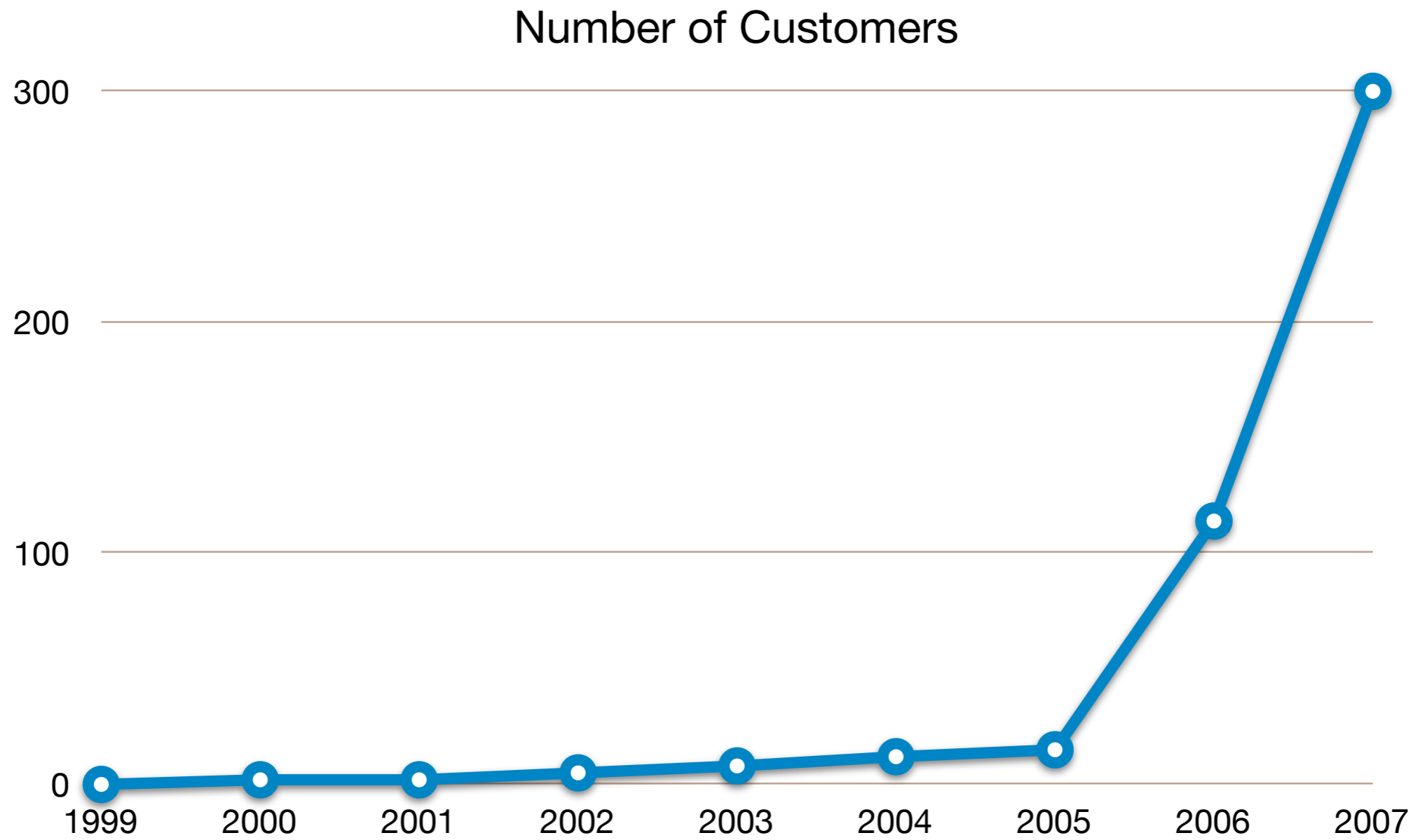
Incremental Adoption Process



User Base

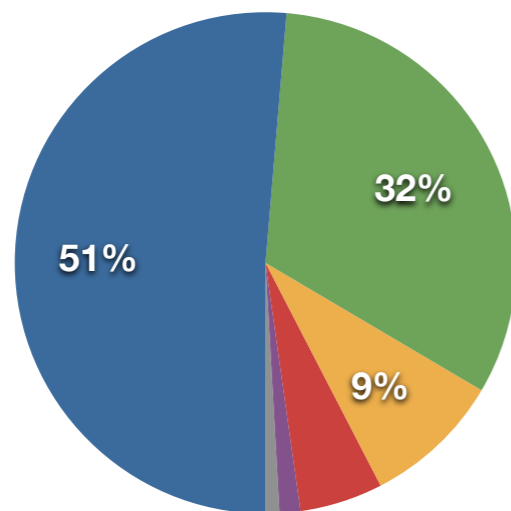


Customer Base



Customer Demographics

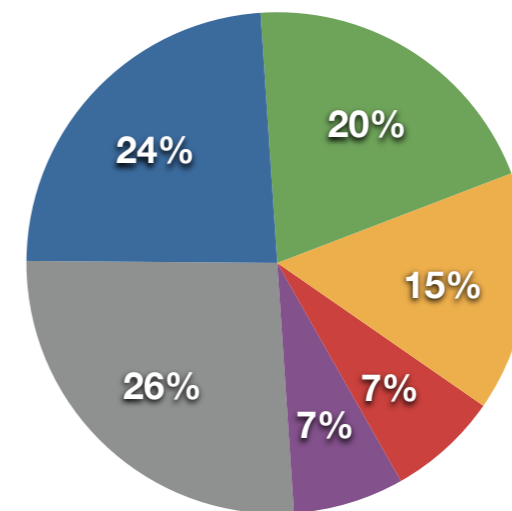
Geographic Distribution



- Europe & Middle East
- North America
- Oceania
- South America
- Africa
- Asia

As of October 23, 2007

Vertical Distribution



- Public Sector
- Telecommunications
- Financial Services
- Aerospace & Defense
- Energy
- Others

As of October 23, 2007

Problem

Customers looking for a middleware suite have a limited set of options



All are expensive, fragmented, closed source

Solution

Intalio BPM Suite



Affordable, integrated, open source

Integration Levels

1. Runtime components integrated at the API level
2. Deployment supported on the same application server
3. Installation supported from the main Intalio installer
4. Certification for all platforms (hardware, operating system, application server, database)
5. Development tools integrated within Eclipse Workbench
6. Deployment life-cycle unified through Intalio|Repository
7. System administration tools integrated through Hyperic HQ
8. Authentication and authorization supported through Diamelle OpenIAM
9. Component upgrade supported through Intalio automated upgrade process
10. Internationalization and localization offered for all supported locales

Integration Roadmap

2007

2008

2009



Major Engineering Developments

Automated Upgrade Process

Full forward compatibility from release to release

System Administration Framework

Powered by Hyperic HQ

Identity and Access Management Framework

Powered by Diamelle OpenIAM

Business Activity Monitoring Framework

Powered by JasperSoft BI Suite

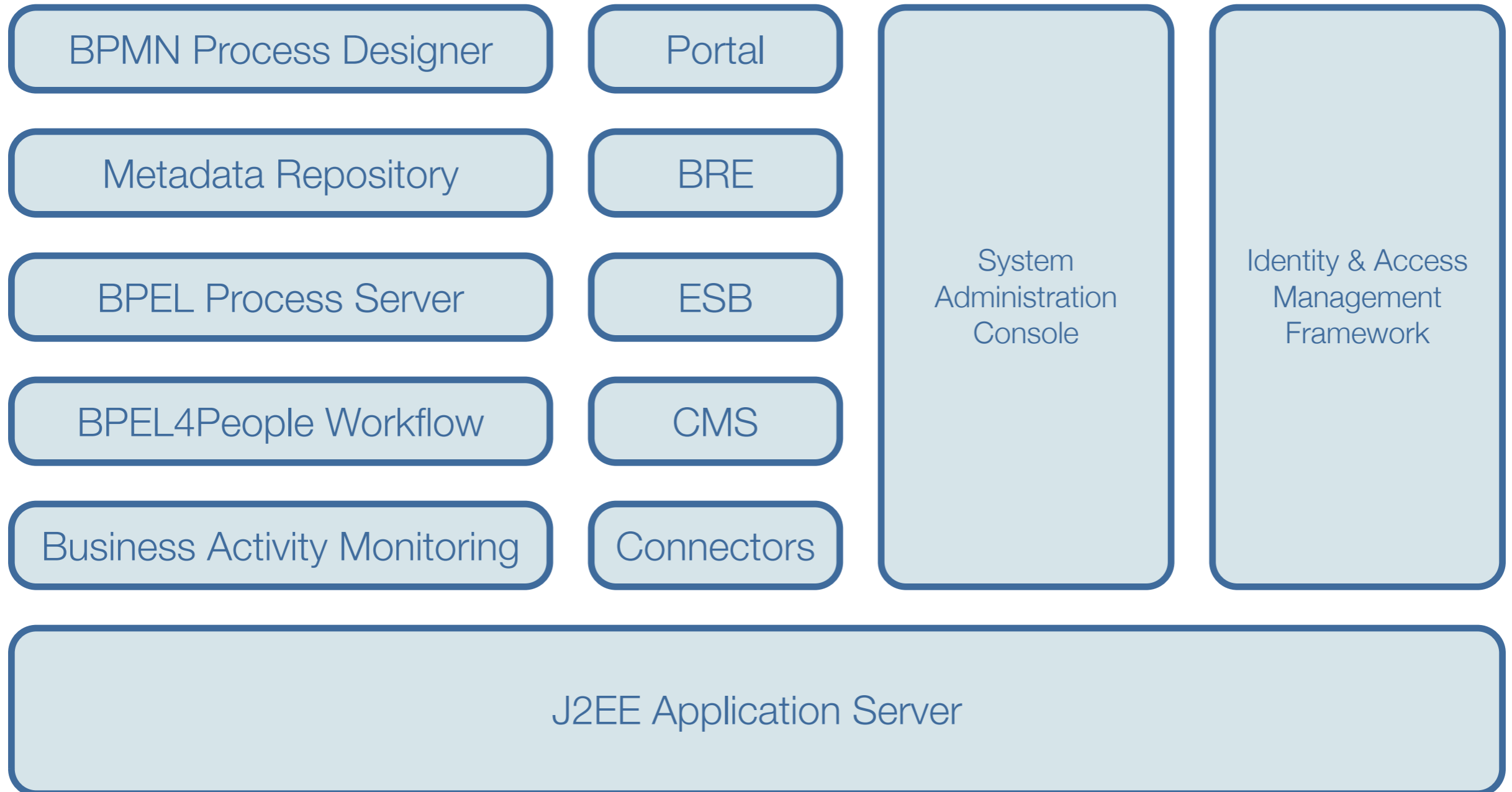
Business Rules Engine

Powered by JBoss Rules with Eclipse development tool

Metadata Repository

Support for access control, versioning, publishing, searching, and syndication

Suite Overview



Industry Standards

BPMN

Support for BPMN 1.0 today, BPMN 2.0 in 2008

BPEL

Support for BPEL 1.0, 1.1, and 2.0 today

BPEL4People

Support for BPEL4People 1.0 today

Verticalization Strategy

2007

2008

2009

2010

Product

None

Marketing Packages

Connectors & Templates

Packaged Processes

S & M

Discovery of Targets

Dedicated Partners

Dedicated Telesales

Direct Sales Force

Sales Offices

Sales offices open to date

Palo Alto, CA (Headquarters)

Atlanta, GA

Geneva, Switzerland

London, United Kingdom

Singapore, Singapore

Tokyo, Japan

Sales offices to be opened next year

Frankfurt, Germany

Paris, France

Shanghai, China

Sydney, Australia

OEM Program

Support for most platforms

CPU: EM64T, Itanium, Opteron, PA RISC, Power, SPARC, x86

OS: AIX, HP-UX, Red Hat Linux, SUSE Linux, Solaris, Windows

DB: DB2, MySQL, Oracle, PostgreSQL, SQL Server, Sybase ASE

AS: Geronimo, JBoss, NetWeaver, WebLogic, WebSphere

Internationalization & Localization

Chinese, English, French, German, Japanese, Korean, Spanish

White Labeling & Rebranding

Logos, names, paths, etc.

Partner Program

Silver Partner — \$5,000/Year

Referral agreement + 1 training seat

Gold Partner — \$15,000/Year

Reseller agreement (single country) + 2 training seats

Platinum Partner — \$25,000/Year

Reseller agreement (multiple countries) + 3 training seats

Implementation Partners

Ancud 



PROJELER

ShiMo IT Solutions



Thank you!

www.intalio.com