

# IBM Z Solution Software Sales & SMPO Migration Services North America Contacts

Specialty Area	IBM Products	Contacts
IBM Z® Solution Sales Pre-Sales Assistance	<ul style="list-style-type: none"> <li>• PD Tools, RTC, RDz, RTCz, SCLM</li> <li>• Systems Automation, NetView® and AF/OPR</li> <li>• Scheduling on Z</li> <li>• Performance Modeler for Z, RMF™</li> <li>• Db2® and IMS™ Tools</li> <li>• Output Manager for Z</li> <li>• Decision Support for Z, Smart Cloud® Cost Management</li> <li>• OMEGAMON® Family of Products</li> <li>• Storage for Z</li> <li>• Security on Z (zSecure™, FMA &amp; RACF®)</li> </ul>	<a href="#">Annamaria Arnwine</a>
IBM Z Solution Sales Project Management	Portfolio or complex projects requiring project management	<a href="#">Annamaria Arnwine</a>
IBM Z Solutions Sales Business Development Managers for Software Portfolio Replacements	Software portfolio opportunities requiring two or more solution areas below	<a href="#">Annamaria Arnwine</a>  Or  <a href="#">BDM Contact Info</a>

Functional Area	IBM Products	Contacts
Application Development and Deployment	<p><a href="#">IBM Application Delivery Foundation for z Systems</a></p> <ul style="list-style-type: none"> <li>Includes IBM's Developer for z Systems, Fault Analyzer, File Manager, Application Performance Analyzer, Explorer, Dependency Based Build</li> </ul> <p><a href="#">IBM Engineering Workflow Management™</a></p> <ul style="list-style-type: none"> <li>Includes problem determination, workload simulation, source control, lifecycle management, etc</li> </ul>	<a href="#">Annamaria Arnwine</a>
Automation	<p><a href="#">IBM System Automation for z/OS</a></p> <p><a href="#">IBM Tivoli AF/OPERATOR on z/OS</a></p>	<a href="#">Annamaria Arnwine</a>
Capacity Planning	<a href="#">IBM Z Decision Support for Capacity Planning</a>	<a href="#">Annamaria Arnwine</a>
Change/Library Management	<a href="#">Software Configuration and Library Manager</a>	<a href="#">Annamaria Arnwine</a>
Database tools and utilities for Db2 for z/OS	<a href="#">IBM Db2 Tools for z/OS</a>	<a href="#">Jerome Gilbert</a>
IT Accounting and Chargeback	<a href="#">IBM Z Decision Support - Usage and Accounting Collector</a>	<a href="#">Annamaria Arnwine</a>
Network Management	<a href="#">IBM Tivoli NetView for z/OS</a>	<a href="#">Annamaria Arnwine</a>
Output Management	<a href="#">IBM Tivoli Output Manager for z/OS</a>	<a href="#">Annamaria Arnwine</a>

Functional Area	IBM Products	Contacts
Performance Management/MVS and Subsystems	<a href="#">z/OS Resource Measurement Facility (RMF)</a> <a href="#">IBM Z Decision Support</a>	<a href="#">Annamaria Arnwine</a>
Performance Monitoring	<a href="#">IBM OMEGAMON Performance Management Suite for z/OS</a> <ul style="list-style-type: none"> <li>Includes monitoring for z/OS, Mainframe Networks, CICS®, IMS, Db2, Storage, and z/VM® and Linux®</li> </ul>	<a href="#">Annamaria Arnwine</a>
Scheduling solutions	<a href="#">IBM Z Workload Scheduler</a>	<a href="#">Annamaria Arnwine</a>
Security solutions	<a href="#">z/OS Security Server RACF</a> <a href="#">IBM Security zSecure family</a>	<a href="#">Annamaria Arnwine</a>
Session Manager	<a href="#">IBM CL/SuperSession</a> <ul style="list-style-type: none"> <li>Access multiple z/OS applications from a Single Terminal</li> </ul>	<a href="#">Annamaria Arnwine</a>
Sorting/Merging	<a href="#">z/OS DFSORT™</a>	<a href="#">Annamaria Arnwine</a>

Functional Area	IBM Products	Contacts
Storage Management	<a href="#">IBM Advanced Archive for DFSMSHsm</a> <a href="#">IBM Tivoli Advanced Catalog Management for z/OS</a> <a href="#">IBM Tivoli Advanced Reporting and Management for DFSMSHsm</a> <a href="#">IBM Tivoli Automated Tape Allocation Manager for z/OS (ATAM)</a> <a href="#">IBM Tivoli Tape Optimizer on z/OS</a> <a href="#">IBM Cloud Tape Connector for z/OS</a> <a href="#">IBM OMEGAMON for Storage on z/OS</a> <a href="#">IBM Tivoli Advanced Backup and Recovery for z/OS</a> <a href="#">IBM Tivoli Advanced Allocation Management for z/OS</a> <a href="#">IBM Tivoli Advanced Audit for DFSMSHsm</a> <a href="#">DFSMSrmm™</a> <a href="#">DFSMSHsm™</a>	<a href="#">Annamaria Arnwine</a>

<b>Business Development Manager (BDM) Market Coverage</b>	
<b>BDM</b>	<b>Market</b>
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Gary Jenkins <a href="mailto:gjenkins@us.ibm.com">gjenkins@us.ibm.com</a> 502-210-0086	All Markets