

COMMON Europe Conference Stratford upon Avon, UK – 15 June 2010

Total participants : 572

Type : Customers: 389 BP/ISV/Consultant: 159 IBM: 16 No information: 8
 Age group : Below 35: 63 36 to 50: 281 Above 50: 218 No information: 10
 Location : Europe: 373 Americas: 137 Africa: 41 Australasia: 10 No information: 11

Rank	Top Concern mid 2010	Score
1.	Satisfy internal customers	8.39
2.	Keep the skills current for existing staff	8.28
3.	Attract the younger generation to IBM i on Power Systems (System i or AS/400)	8.25
4.	Do fast application development to fulfill business needs	8.16
5.	Ensure complete high availability	8.15
6.	Receive consistent high-quality service and support from vendors	8.08
7.	Treat data security and confidentiality as a business risk	8.06
8.	Implement web-oriented architectures	7.78
9.	Attract senior executives to IBM i on Power Systems	7.78
10.	Improve data quality	7.58
11.	Find applications that fulfill business needs	7.51
12.	Easily exchange information with other companies / institutions	7.39
13.	Correctly measure the value of IT to business	7.33
14.	Integrate document management and unstructured data with core apps	7.08
15.	Reply with efficacy to evergrowing storage needs	6.52

Customer (389) response for the current economic situation	Increased	Stable	Decreased	Do not know	No information
IT running budgets (OpEx) 2010	8%	51%	25%	14%	2%
New projects investment (CapEx) 2010	16%	42%	27%	14%	1%

Power i/System i customer (343) migrations in 2010	Already done	Yes	Maybe	No	Unspecified
Migration to IBM i 7.1	-	10.5%	37.1%	50.1%	2.3%
Migrate to POWER7 Systems	2.0%	5.8%	28.0%	56.9%	7.3%

	Already done	Planned	Not yet	Unspecified
Migration to IBM i 6.1	28.0%	30.9%	34.4%	6.7%
Migrate to Blade Centre with IBM i	4.7%	3.8%	76.4%	15.1%