



IONA's Jumpstart Program

Bob Kilker & Michelle Davis
IONA Federal



Making Software Work Together™



... at a glance

Customers include world's largest firms

- q 80% of Global Telecom
- q 70% of Financial Services in Global 100
- q Blue Chip System Integrator Partners



Worldwide presence

- q EMEA HQ in Dublin, Ireland
- q US HQ in Massachusetts
- q APAC HQ in Tokyo, Japan



Solid business with a history of profitable growth

- q Founded in 1991
- q Publicly traded since 1997
- q \$50+ million cash on hand
- q No debt

NASDAQ:IONA

Our Approach: Making Software Work Together™

- q Deliver high performance integration software for mission critical applications
- q Make heterogeneity an asset, not a liability
- q Deliver on the value proposition of standards

IONA Government Technologies, Inc.

- q An independently operated subsidiary of IONA Technologies, Inc.
- q Dedicated to serving the specific needs of federal (defense and civilian) and state and local government organizations.
- q Serving US Government since 1995



Making Software Work Together™

IONA's Federal Government Customers



Making Software Work Together™

SOA is going
mainstream

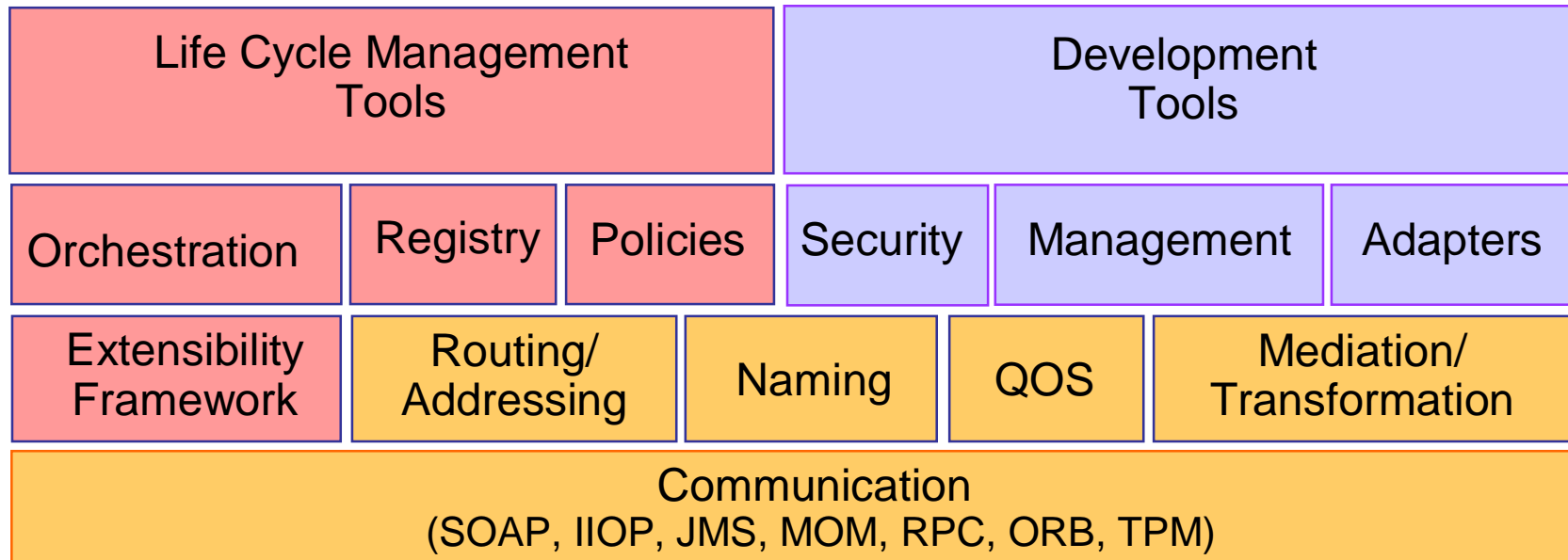
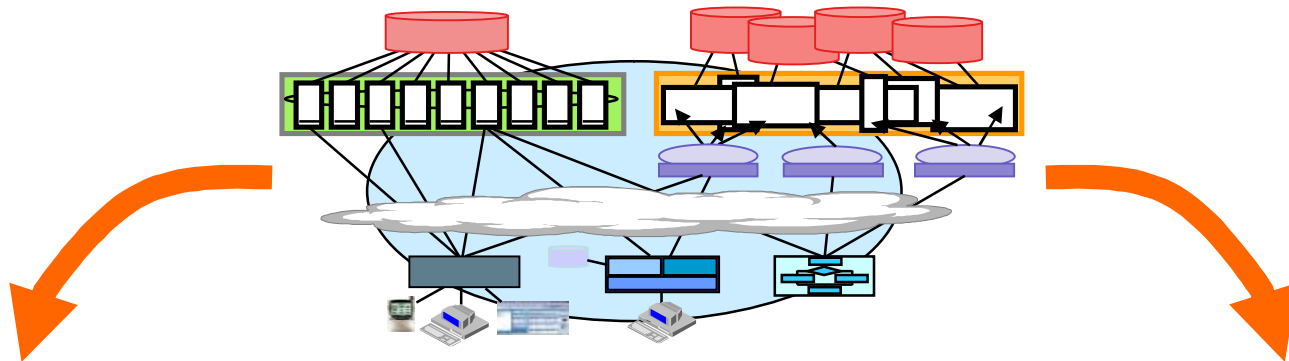


IONA's Unique Approach to SOA Accelerating Project Delivery for Developers



Making Software Work Together™

The SOA Backplane



= Minimal Features
 = Common Features
 = Advanced Features



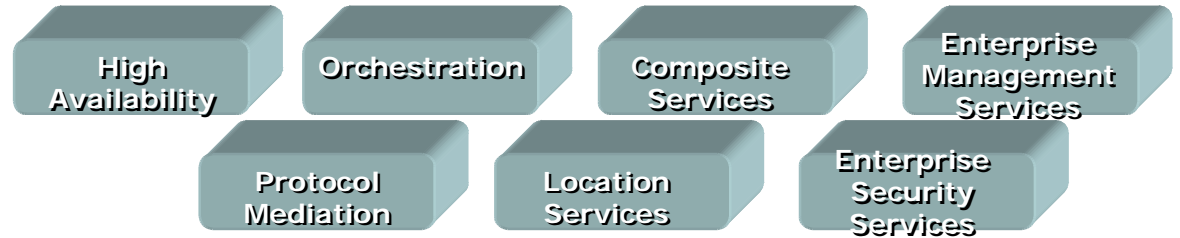
Making Software Work Together™

IONA's Distributed SOA Infrastructure

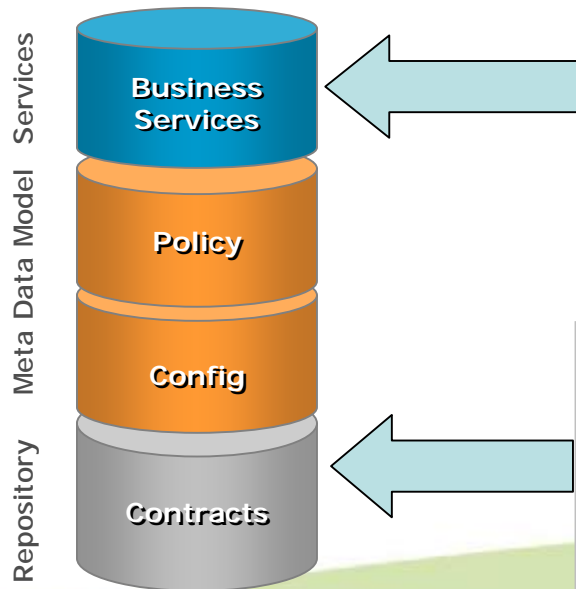
SOA Tools Project



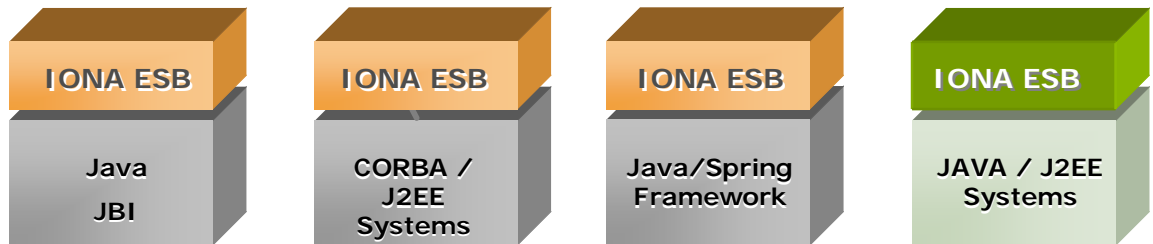
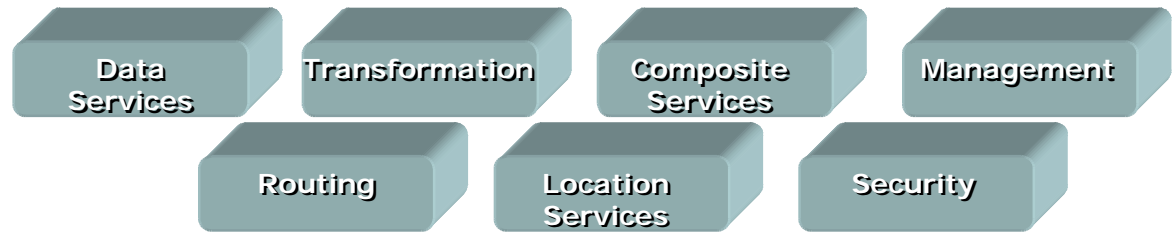
More Enterprise SOA Service Intermediaries



SOA Business Store



Elementary SOA Service Intermediaries



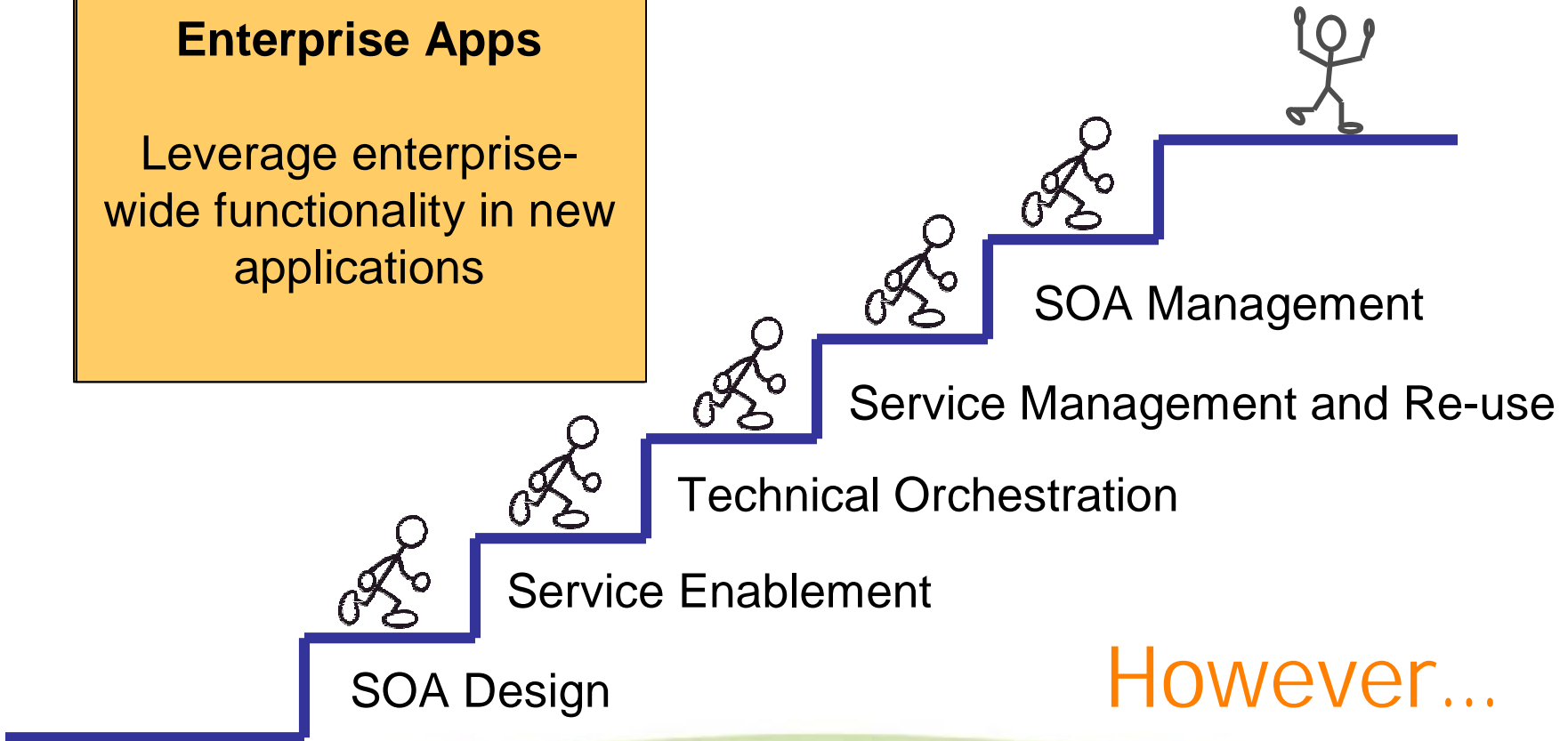
ESB Service Endpoints

Multiple On Ramps to SOA

Sometimes a linear approach works...

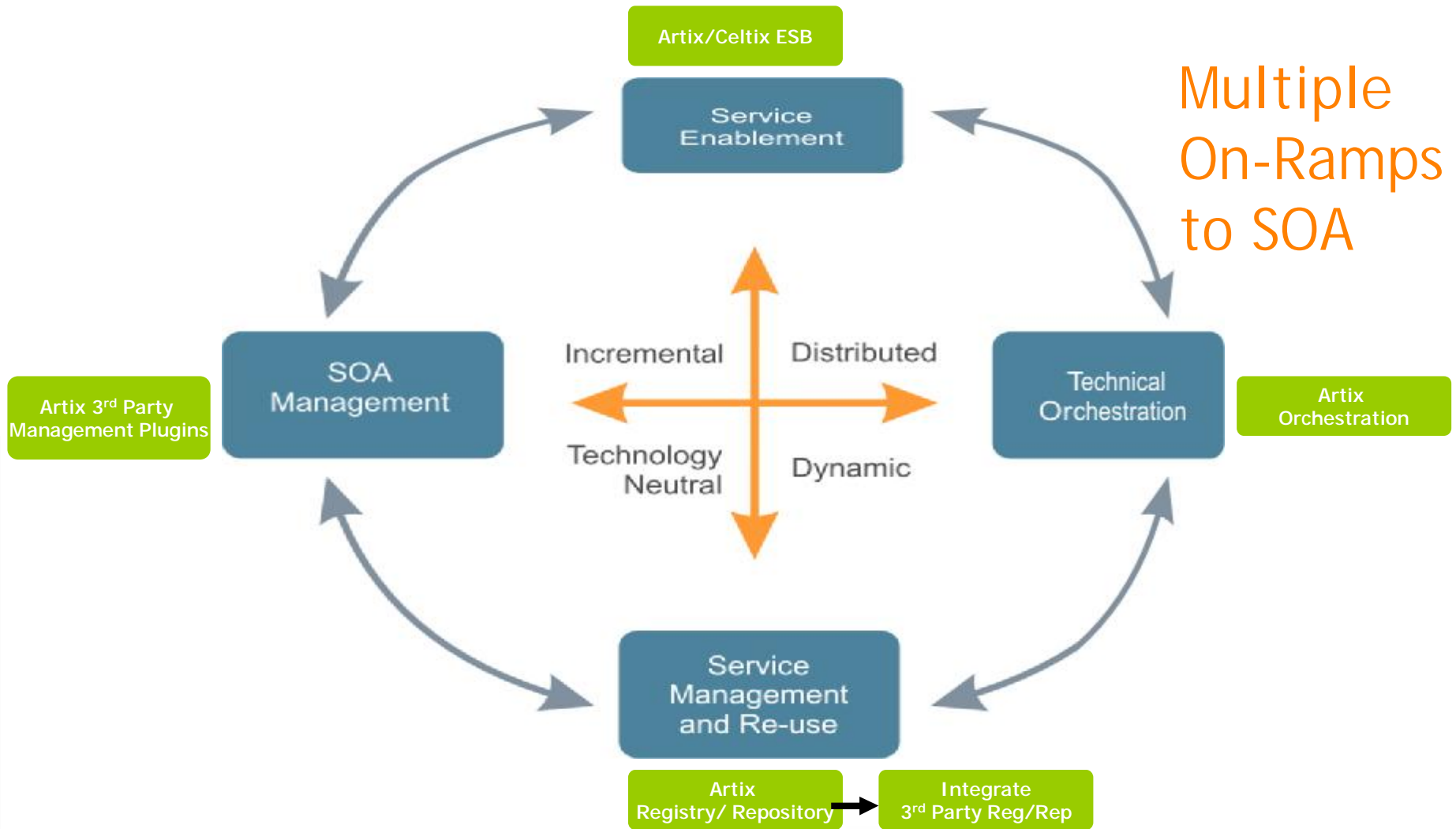
Achieve
Business
Transformation

Enterprise Apps
Leverage enterprise-wide functionality in new applications



Making Software Work Together™

But the Reality is more Iterative...



Making Software Work Together™

What IONA is Telling Customers

- “Don’t Let The Application Stack Hold You Back”
- “Play By Your SOA Rules, Not Theirs”
- “The End of Middleware” (*as you know it*)

No More Centralized Hubs

No More Proprietary Solutions

No More Big Upfront Investments



Making Software Work Together™

WHY IONA?

Imagine a SOA Environment.....

- › That you could easily assemble necessary parts
- › That could be source-available, community developed
- › That removed the expensive cost of entry barrier for SOA
- › That maintained dedication to standards
- › That was backed by an enterprise class support organization



Making Software Work Together™

Federal Jumpstart Program

Acceleration of SOA adoption

- A Federally-applicable demonstration delivered as a non-intrusive, disposable, pre-configured virtual appliance
- A reference implementation geared to incremental adoption of SOA components
- A “sandbox” for SOA experimentation
- Demonstration of IONA’s distributed SOA infrastructure



Making Software Work Together™

Jumpstart Program



Reference Implementation of the following:

- › BPEL
- › JAX-WS
- › SOAP
- › WSDL
- › JMS
- › JAVA
- › JAVASCRIPT
- › Eclipse – based tooling
- › Plug-in microkernel architecture

An open sandbox
On a variety of Oss
With a working demonstration
For a variety of use cases

Making Software Work Together™

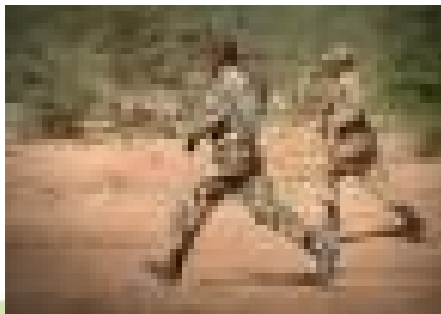
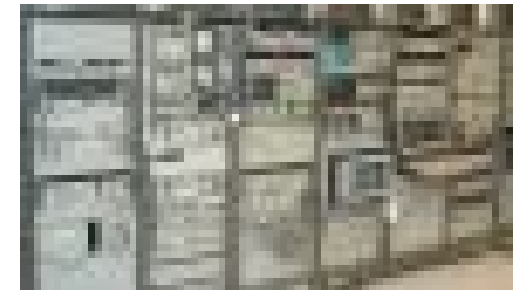


The Use Case



Making Software Work Together™

Multiple Layers to our Defense



Making Software Work Together™

The Jumpstart Defense Command/Control Center

Theater Operator



Asset information and operator Initiated Threat Alerts



DECISION CENTER



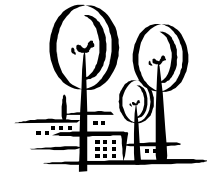
CIA Imagery System
Java

Which direction?

Intruder. Fleet under Attack. What to do?

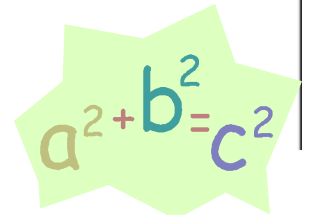
β The Decision

Check Weather threats



Check Weather
Java

Calculate threat's attack time



Attack Calculation
System
J2EE

Incoming Entity/Asset's Locations

Command Center

If No Go, alert Joint Forces

Go/NO GO Command



Mobile Asset/Fleet



Pentagon
Joint Forces

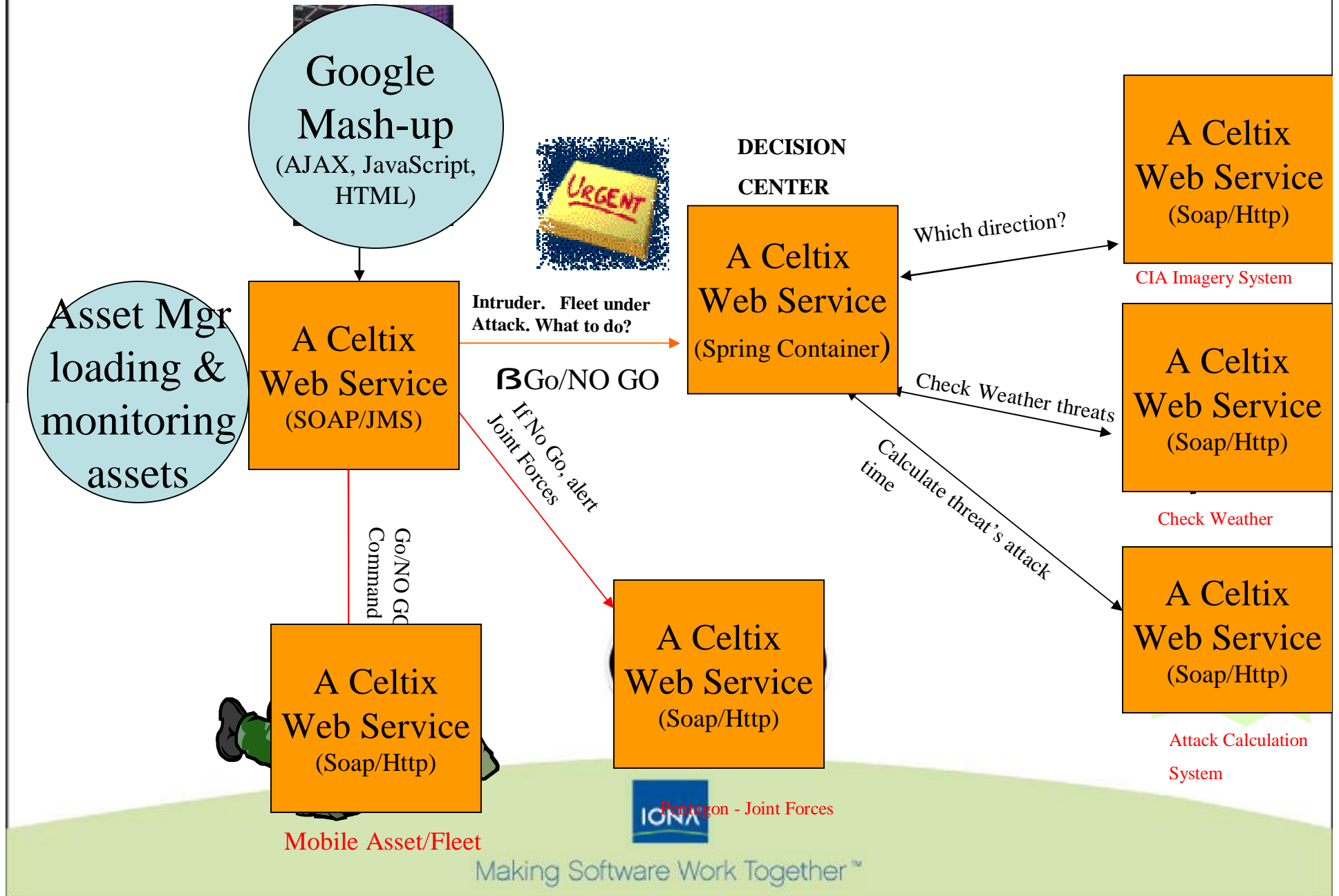


The Implementation



Making Software Work Together™

Command/Control Center



What YOU can do with Jumpstart TODAY

- Familiarize yourself with SOA concepts (services, interfaces,.....)
- Create new services
- Modify supplied services
- Experiment with Deployment scenarios
- Change messaging platforms



Making Software Work Together™



Summary



Making Software Work Together™

IONA's Unique Approach to SOA

IONA helps federal agencies deploy SOA around their unique needs

- A full portfolio of SOA infrastructure components
- Solutions powered by distributed and standards-based technologies
- Offer multiple on-ramps to SOA deployment
- Open source, closed source and hybrid options help keep costs down
- IONA's **Jumpstart Program**.....



Making Software Work Together™

Benefits of IONA's Approach

- Deploy SOA at your own pace, incrementally adopt
 - Everything you need to get started with a low-risk, high value project or manage a large, complex heterogeneous IT environment
 - Pay as you go, use only what you need
- Re-use existing IT assets, we work within your IT environment
 - Multi-platform and multi-protocol solution lets agencies leverage existing investments
 - The “Switzerland” of integration software
- Open source alternatives keep costs down
 - Enterprise-class support for open source offerings
- Future-proof SOA deployments with standards based technologies
- Enterprise QoS for the most demanding projects coupled with more than 15 yrs of SOA expertise



Making Software Work Together™

For More Information

For Project Acceleration Program go to

<http://www.iona.com/solutions/value/pacc.htm>



Robert Kilker, robert.kilker@iona.com

Michelle Davis michelle.davis@iona.com

Free distributed SOA infrastructure download at

www.iona.com

**To Run the JumpStart Demonstration go
to the next slide!** 



Making Software Work Together™

JumpStart Demonstration Steps

- Three basic steps:
 - Start three new terminal windows
- Start the SOA services sandbox
 - This starts the celtix platform and deployed services
- Start the Firefox browser
 - This starts the GUI display

- See the LINUX_RUNDEMO_README.txt file located in the \$HOME/jumpstart/bin directory for detailed instructions and commands
 - The jumpstart/bin directory is located under the home directory
 - Ubuntu has a GUI file explorer tool under the “Places” menu
 - Select the “Home Folder” location, double click the readme file to bring up and editor



Making Software Work Together™