



*Office of the General Manager
Information Management Software
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May 2, 2013

Dear Informix Community,

As the new General Manager of IBM Information Management, I was thrilled to have the opportunity to meet with the Informix community at the recent 2013 International Informix User Group conference. I am truly excited to be back on the Information Management team at this critical point in our industry. IBM is committed to delivering software and systems that help our clients achieve rapid value to better serve their business, and increase operational efficiency to lower costs. An example of this commitment is Informix® 12, which I had the pleasure of introducing to the conference attendees.

The world's rapidly growing data – often called Big Data - is the natural resource that is fueling our smarter planet. Data professionals like you are delivering solutions that are powering and transforming businesses, and in many cases, transforming the world.

Informix, with its innovative Flexible Grid clustering, in-memory Warehouse Accelerator, and new TimeSeries Acceleration offers a unique set of capabilities for this era of big data. Further, it is built on a robust and reliable foundation designed for high performance transaction processing with minimal administration. These attributes make Informix software ideal for companies with few technical resources, or for application and solution providers who are looking to embed database management capabilities.

We understand that your business relies on Informix solutions. IBM continues to support and grow the worldwide ecosystem of Informix application providers, solution providers and resellers. In addition, Informix 12 is complemented by many other software offerings from IBM, including IBM Optim and Guardium information governance and IBM Cognos® and SPSS business analytics software.

I am committed to providing an innovative portfolio that will contribute to the success of your organizations. I personally thank you for the support and passion that continues to be a critical part of this success.

For more information and details on Informix software please visit <http://www.ibm.com/informix>.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bob Picciano', with a large, stylized flourish at the end.

Bob Picciano
General Manager, Information Management
IBM Software Group