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Dear Customers and Partners,

Subject: IBM Cognos Data Manager

This letter is to provide information on the future and direction of IBM Cognos Data Manager as part of the portfolio of IBM Business Analytics software offerings.

Data Manager is a mature product with a wide breadth and depth of ETL capabilities. Data Manager has been in the market for more than 10 years. It has a strong customer base which is a testament to its value. IBM is currently planning the next release of this product and is committed to providing support and maintenance services for Data Manager in accordance with IBM support policy, details of which can be found here: <http://ibm.com/cognos/support>.

Data Manager's role as a data integration and warehousing technology is as an enabler for Business Intelligence and Performance Management. Data Manager provides a solution that is built to help customers shape their data for Business Intelligence and Performance Management solutions. It plays a role in end-to-end solutions that span from data sources through to Business Intelligence Reporting and Analysis. Data Manager's contribution to this is as the 'last mile to BI'. It allows customers to build Data Marts that integrate well with their Reporting and Analysis applications.

The role for Data Manager going forward will be to continue with its focus for building and delivering well formed data for consumption by Business Intelligence and Performance Management applications, allowing data to be harnessed from both enterprise warehouses and other business data sources.

Information regarding potential future products and support services is intended to outline our general product direction and it should not be relied on in making a purchasing decision. The information mentioned regarding potential future products and support services is not a commitment, promise, or legal obligation to deliver any material, code, functionality or service. Information about potential future products and support services may not be incorporated into any contract. The development, release, and timing of any future features or functionality described for our products and services remains at our sole discretion.

InfoSphere Information Server, also from IBM, is a broad data integration software platform with capabilities to profile, cleanse and integrate information. IBM InfoSphere DataStage is a component of the Information Server Platform, providing a powerful enterprise strength ETL solution. To ensure our customers can harness the individual strengths of both Data Manager and DataStage the products are integrated today and can be implemented together. With this integrated environment, DataStage provides the enterprise strength data transformation and "heavy lifting" that is expected of an enterprise ETL solution, with Data Manager providing the "last mile" transformation and integration of the data into a format that is optimized for Business Intelligence and Performance Management.

I trust that this statement clarifies the ongoing role of Data Manager capabilities and illustrates IBM's commitment to you and your investment. If you have any more specific questions, please send the questions through your account team and we can engage the right IBM Cognos experts in a response.

With kind regards,

David Griffin

Director, IBM Cognos Platform Product Management

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