



IBM Business Partner Software Solution Center.
Scopri il calendario degli incontri

Iscriviti oggi stesso! 



B 9K G@9HH9F '9a U].

Df]j UWriv '=-bZc

D5F HB 9F

K YVA UghYfDc]bh'cf[

7cfcg]K A D"cf[

F Y[]ghfUn]cbY'8ca]b]

A K ' < UfXk UfY 'A 5L

7cbbYVW]b[!A UbU[Yfg"Vta

D]j Uf]"Vta

H; C"]h

=B: CFA 5N=CB=

7\]G]Ua c

Di VV"V]HU

7cbg][`]Ua c.

[<ca YdU\[Y'2'BYk g](#)

:]bUbn]Ua Ybh] /
A i H]



i :]bUbn]Ua Ybh]

[: \]bUbn\]Ua Ybh\]Cb@bY](#)
[: 7Ufh\]X\]WYX\]hc](#)
[: A i fi \]Cb@bY](#)
[: DfYgh\]h\]dYfgcbU\]](#)



D85



GhJa dU

GYfj]n] =bhYfbYh

[: 9a U\]`a Uf Yh\]b\]](#)
[: 9!7ca a YfW](#)
[: FYU\]nnUn\]cbY\]g\]hc](#)
[k YV](#)
[: Dcg\]n\]cbUa Ybhc](#)
[A chcf\]X\]F\]WfW](#)
[: K YV`A Uf Yh\]b\]](#)
[: FYWdYfc`8Uh\]](#)
[: 8J8`j Yf\[\]b\]](#)

6`cWVHU]`b`hYa d]`fUd]X]gg]a]`U` hfi ZU]`XUbb]`X]`DcghY`]h

BY`[]fc`X]`dcWXY`cfU`,` ghUH]`gi V]hc`V`cWVHU`U`hYbhUH]`hfi ZU`
j]U`Y!a U]`U]`XUbb]`XY`Y`DcghY`]hU]`UbY`Y`XY]`gi c]`i hYbh]`
=bhYfbYh

<cg]h]b[`Y`<ci g]b[

[: <cg\]h\]b\[](#)
[: <ci g\]b\[](#)
[: FY\[\]ghUn\]cbY:](#)
[8ca \]b\]c](#)



BY`[]fc`X]`dcWXY`cfU`,` ghUH]`gi V]hc`V`cWVHU`U`hYbhUH]`
hfi ZU]`j]U`Y!a U]`U]`XUbb]`XY`Y`DcghY`]hU]`UbY`Y`XY]`gi c]`i hYbh]`
=bhYfbYh`

E i Yghc`[fUn]Y`U`hYa dYgh]j c`]bhYfj Ybhc`XY`dfcj]XYf`GYYk YV`
Gf`Xcj Y`YfU`cgd]hUhc`]`ZU`gc`g]hc`WXY`g]a i`Uj U`]`g]hc`i Z]WU`Y`
`hnd. ##k k k "dcghY"]h#`XY`Y`dcghY`]hU]`UbY`

5hfi U`a YbhY`]`g]hc`]b`ei Ygh]cbY`bcb`,` d]-`Uggc`i hJa YbhY`

fU[[]i b []V]Yž'a U [] ['dcWY'cfY'Xcdc''f]bj]c'XY''Y'df]a Y'Y! a U]'
YfU'ghUHu'V'cWUHU''U'dU[]bU''[bW]a]bUHu''

7fj 'XU'W]YXYfg]'Wta Y'a U]'i b'UbU'c[c'ZU'gc''b_'UddUf]j U]'b'
i bU'dU[]bU']bhYfbU'XY'g]hc'XY''; YbcU'7f]W_YhUbX': cchWU''
7'i V'f\hfd. ##k k k "[YbcUWV]h#HYa d#DcghY#]bXYI "d\ dŁgi V]hcž'
Wta i bei Yž'UbW ff'ggU'V'cWUHU''

=XYfU[]'gi ''f]bhYfU'gcbc'X]gdc]V]']'ei].

\hfd. ##k k k "k YVa UghYfdc]bh'cf[#f]gcfgy#Ufh]Wt'c"Ugd3]X1 %&(('

BYk g'gi ''c'ghYggc'Uf[ca Ybhc.

i 'DcghY. ; UgdUff]ž'Df]j Uh]nnUn]cbY'YfiBY''f5[YbXU'8]'

; cj Yfbc

i 'Df]j Uh]nnUn]cb]ž'6Yf'i gWt'b].]b'Wt'fgc'X]gW'gg]cb]'gi '

9bY'ž'DcghY

i 'DUfa U'Uhž'HUbn]. ff'\]YXc'dYfXcbcffi

i :]Uh'UWt'i]g]f{ 'A UgYfUh]XU': YffUf]ž]g]bYf[]Y'Wt'b'5'ZU'

Fca Yc

i 'Hcg\]VU'XYj Y'dU[UfY'U'@YI Uf'() * 'a]]cb]Xc''Uf]'dYf'

Zi fhc']XYY

@Y'i 'h]a Y'bYk g.

i 'H'W'WYgW''fi gc'XY' hY'YZcbc j]U' =bhYfbYh

i ; , ž'UWt'fXc'gi 'WbW''Un]cbY'XYV]hc'UZ]Wbcb

i 'Bc_]U'Y' =bhY''gd]b[cbc'dYf'fYU']mnUfY'K]A UI 'Ybhc'

'fUbbc

i 'A]W'cgZhdYdUfU'i b'UVVcbUa Ybhc'dYf''U'a i g]W'

cb']bY

i '@'V'UbXU''Uf[U]'b' =HU'U', ''U'd]- 'Wt'ghcgU']b'9i fcdU

7UHf[cf]U. 'HYWbc'c[]U'Y'FYh]

5fh]Wt'c'X]. 'A]W'Y'Y'6Uggc'di VV']W'hc']''% # '\$' #&\$ \$) 'U'Y'

cfY%) .) , . &(('

GYfj]n]`=bZcfa Uh]VY

K YVA UghYfDc]bh'cf['h]`Vtbg][`]U.

.....**8i d`]Wn]cbY`78`**
.....**F YWdYfc`8Uh`**
.....**8J 8`J Yf[]b`**
.....**F]Wf]W`7Ufhi WW`**
.....**HcbYf**
.....**GHUa dU': chc`8][]HU`**
.....**GcZk UfY'; Ygh]cbU`**

7cdf][\hg`&\$\$!&\$\$) `6i g]bYggCb@bY"]h`dfc[Yhc`X]`[K YVA UghYfDc\]bh'cf\[`!`Hi`h\]`\]X\]f\]h\]`f\]gYfj`Uh`"!`BchY`@Y\[U\]`!`Df\]j`UWn!](#)
[Di`VW`\]Wt`](#)
9fij]YHhc`Vt`d]UfY`]a`a`U[]b]z`]Vt`bYz`Umci`h`Vt`bhYbi`h]`gi`ei`U`g]Ug]`gi`ddcfhc`gYbnU`Ui`hcf]nnUn]cbY`
@Umci`h`X]`@`W]B]Vt`U`p;`Ygh]cbY`hYVt]W]X]`[@cfYbnc`DUgW`WY`](#)p`K`YV!`A`Uf`_Yh]b[`X]`[A`UfW`c`H`Ubg\]b\]](#)