



**The most trusted combination for
building business innovation.**

A Global Alliance

The volume of information continues to grow at an unprecedented rate in today's global business environment. To keep a step ahead of your competition, you must learn to strategically exploit mission-critical and business-critical information. And vast amounts of data must be managed easily and accessed quickly.

Our close, innovative alliance sets us apart.

Faced with this situation, you simply cannot afford incomplete solutions – you need cost-effective, comprehensive solutions that meet all levels of your vital business data requirements. At the same time, you must be assured that your information technology investment is protected for years to come.

Sun and Informix have been working together for more than a decade to address – and solve – these critical business issues. Over the years, we've developed more than just innovative products: we have a relationship that has led to proven results in distributed networks, information management, and data-intensive application environments. That's why thousands of companies spanning a wide variety of industries around the world trust Sun and Informix to provide flexible, affordable, enterprise-wide information solutions that can grow easily with the unpredictable, changing needs of tomorrow. And that's why you can count on us to help bring your innovative solutions to market quickly and easily, while actually saving money.

The trusted, solid alliance of two industry-leading companies, Sun and Informix, provides powerful solutions for all levels of your data-processing needs – from database servers and distributed workgroups to Web-based computing and the global enterprise. We've been working closely together for years, and we look forward to working with you to build a strong foundation that will set you apart.

What sets the Sun and Informix relationship apart? The people behind the scenes. We not only use each other's technology, we maintain full-time employees at each other's sites. In essence, we have created a virtual "company within a company," with engineering, marketing, sales, and service staffs devoted solely to Sun and Informix. All to ensure that your solution works at peak performance from day one.

Benchmark centers in the U.S. and Europe are staffed by technical experts who know the inner workings of both Sun and Informix and are equipped with large-scale systems. That means we do benchmarking and testing for many solutions, giving us the experience to provide the best results for you. In addition, at Informix's Information Superstores, expert consultants from Informix, with Sun's help, demonstrate, benchmark, tune, optimize, and prototype comprehensive solutions that are tailored specifically to your business and technological requirements.

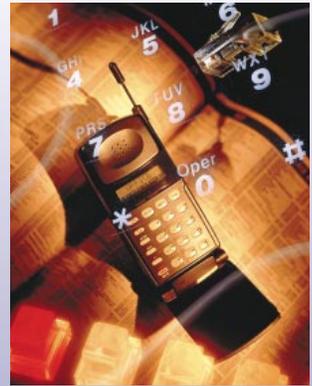
Our alliance promotes your success through our shared technology vision and the unparalleled compatibility of our computing architectures. Because Informix uses Sun™ as its primary development platform, Sun is often the first platform supported and released by Informix® – keeping you a step ahead of the competition.

Building on the strengths of your critical information.

Scaling new heights for the global enterprise.

Scalability plays an increasingly vital role in today's widely distributed, client-server environments. It enables you to choose a single environment for your applications, regardless of size, and your applications can be moved seamlessly to smaller or larger systems as needed.

Sun's Solaris™ operating environment is the most scalable in the industry, scaling from a single processor to the largest 64-processor symmetric multiprocessing systems manufactured today. Your applications – and critical information – are accessible for single users as well as thousands of simultaneous users. Solaris perfectly complements Informix's Dynamic Scalable Architecture (DSA), so you can develop and deploy the same applications within LANs and across your global client-server enterprise. We offer a broad range of flexible solutions, so you can start with a small datamart and seamlessly grow it to a large data warehouse as your needs increase – all while protecting your technology investment.



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The combination of Sun hardware and Informix software is top-notch for performance, reliability, ease of use, and overall stability. We took a brief look at one Sun competitor, but they were quite a bit more expensive and their operating system couldn't begin to match Solaris for stability. All our experiences with Sun have been extremely positive, no matter how mission-critical the application.

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–Tony Casarez
Network Support Systems
Group Manager
Cellular One

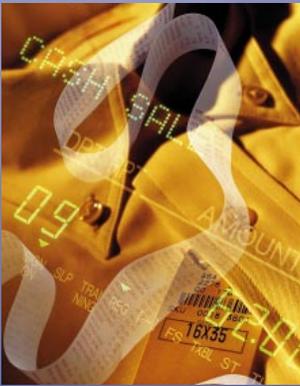


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Sun is clearly a leader in open systems, and we were especially attracted to Sun's third-party relationships with vendors such as BEA Systems and Informix. By choosing to go with Sun, we've created a highly scalable architecture that allows us to deliver a range of strategic systems to satisfy our end users and our business goals concurrently.

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-Phil Wilkerson
Director of Technical
Architecture
Gap, Inc.



Integrated, comprehensive solutions assure better performance.

By choosing Sun and Informix, you get reliability, availability, and serviceability, as well as industry-leading performance. Sun and Informix consistently achieve world-class results among the leading on-line transaction and decision-support performance benchmarks. The Sun and Informix combination often boasts the industry-leading price/performance benchmark for mid-range to high-end servers, making it your most cost-effective choice. Plus, Informix ships a vast number of licenses on Sun, so you get the experience gained from thousands of proven successes.

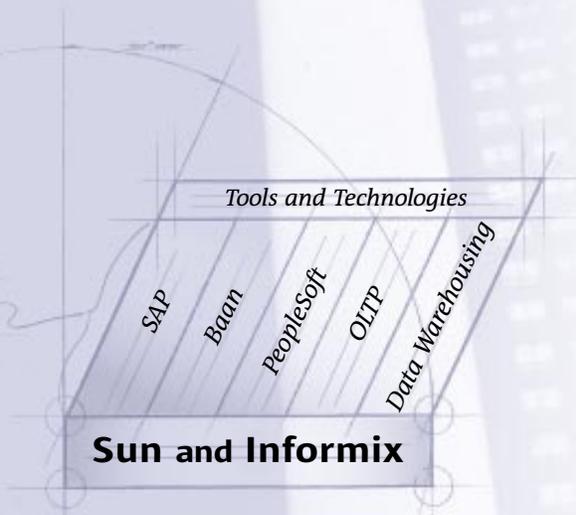
Sun and Informix database systems are tightly integrated for proven price/performance benefits. This offers you a total solution, from small workgroups to clusters of high-performance servers for OLTP and large data warehouses. Together, we optimize and support major ERP applications for large-scale enterprise and

mission-critical computing requirements. It's no wonder, then, that leading business application providers achieve outstanding benchmark results with Informix on the Sun platform – and why you can expect your key applications to run at their peak.

Joint support gives you peace of mind.

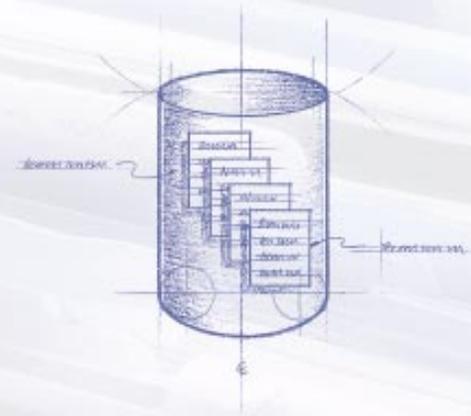
The proliferation of interoperable software applications makes it increasingly difficult to pinpoint which one is responsible when a problem occurs. Our worldwide support agreement provides our customers with an easy way to resolve any issues that may arise. The Sun Vendor Integration Program (SunVIP™) manages frustrating software problems by creating a virtual solution center that brings together the best available expertise for both companies' products. You can resolve support issues easily by calling either Sun or Informix. So you realize the benefits of a single, accountable point of contact without sacrificing best-of-class service. In addition, Informix training courses are offered through Sun Educational Services. So your staff can receive the high-quality education required to keep your Sun and Informix solution running smoothly.

*Our solid foundation
gives you great flexibility
in choosing applications.*



Sun and Informix

With our combined vision and tightly integrated, industry-leading technology, Sun and Informix have, in fact, become best-of-breed allies. We offer reliable, comprehensive, high-performance solutions – ideal for networked applications that are widely distributed across your enterprise, including large-scale applications such as Baan, PeopleSoft, and SAP. We support business-critical networked environments that scale from workgroups to enterprise business applications supporting thousands of users. And we excel in Web-enabled environments that deliver data access over enterprise intranets, extranets, and the Internet. Together, Sun and Informix products enable easy access to corporate database resources, and make enterprise-wide information systems easier – and less expensive – to develop, deploy, and manage.



Informix delivers innovative database technology and solutions.

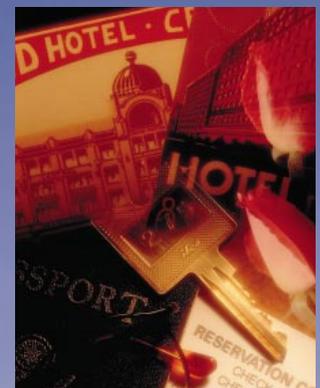
We're building world-class solutions to run your enterprise.

- Sun's Ultra™ Enterprise™ server family running the Solaris operating environment offers industry-leading performance scalability, earning critical acclaim for technological excellence. In fact, the server line is the recipient of multiple "Best Products" awards from a variety of leading industry publications. Ranging from powerful workgroup servers to mainframe-capacity data center servers, the Ultra Enterprise server family offers you the flexibility to change and grow with market conditions, putting processing power – and critical information – right where it's needed.

- Sun's Ultra Enterprise Cluster Parallel Database (PDB™) server, a clustered system optimized for INFORMIX-OnLine Extended Parallel Server (OnLine XPS), combines scalability with technologies that deliver a high-performance, low-cost parallel database server solution. The two products provide a high-performance solution for data warehousing, decision support, and other very large database applications on the industry-standard Solaris platform.

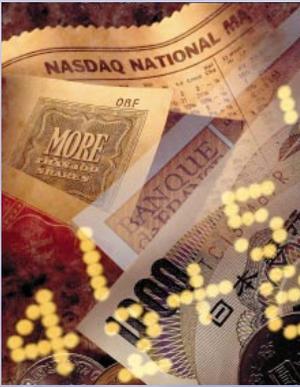
- To ensure high-availability in mission-critical environments, the Ultra Enterprise Cluster High Availability (HA) server provides sophisticated failover services for INFORMIX-OnLine Dynamic Server. All single points of failure are eliminated, and your enterprise benefits from fully automated failure detection and recovery, in addition to disk and system mirroring features. Sun's high-availability and clustered systems guarantee greater system uptime, ensuring information is always available for mission-critical processes and vital business transactions.

- INFORMIX-OnLine Dynamic Server is Informix's flagship relational database system and runs on all the Ultra Enterprise servers to provide the perfect solution for your enterprise-wide data handling needs. Applications built for the Solaris environment can transparently share data with Informix databases on other hardware and operating environments, protecting your existing technology investments.



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Our experience is that Sun and Informix work well together, and they've provided us with a seamless interface between our hotel reservation program and operating system. This will allow users to select and reserve San Francisco hotels based on real-time rates and availability over the Internet. In our increasingly complex computing environment, we consider Sun synonymous with stability.
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–Eric Gustavson
Partner
San Francisco Reservations
(Topaz Hotel Services)



“

The Sun and Informix combination provides a robust, fault-tolerant, reliable, stable, and cost-effective computing environment that enables FCMC to support a global, multi-site, enterprise-wide derivative product-trading environment. We are very satisfied with this platform.

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*–Yoram Kochol
Vice President
Database Administration
Fuji Capital Markets
Corporation*

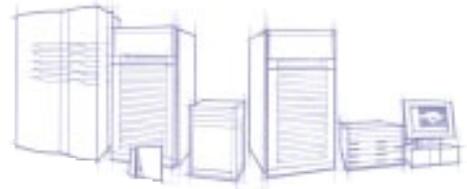


From desktops to enterprise servers, Sun offers breakaway business solutions.



- The Ultra Enterprise workgroup servers are designed specifically for workgroup solutions such as INFORMIX-OnLine Workgroup Server. This solution delivers a complete suite of “big system” features, such as support for complex multimedia data and enterprise data integration, at a price that fits your workgroup budget.

- INFORMIX®-Universal Server effectively manages every type of information – from traditional alphanumeric data to digital and multimedia content, Web-based content, and abstract data – and is the leading solution for businesses building dynamic, interactive Web applications. As the leader in Web server solutions, Sun is the preferred choice for companies creating Web sites based on INFORMIX-Universal Server. Sun pioneered Java™ technology and is working with Informix to make it an indispensable part of the networked client-server environments of today and tomorrow. Informix is the first RDBMS vendor to offer Java technology in its core database engine and has adopted Java technology across its entire product line. So you can build transaction- and publishing-based Intelligent Web applications for your enterprise, giving your developers a high-performance, Write-Once, Run Anywhere™ environment. In short, we’re making it easier for you to manage and use information in new and innovative ways – giving you a distinct competitive advantage.



- Enabling Java for all aspects of information management, Sun and Informix offer a comprehensive set of tools for building robust, reliable, and secure Java business applications. INFORMIX-Data Director for Java technology is a drag-and-drop development environment that allows developers to create database-aware Java applets for Informix’s database server family. Sun’s Java™ WorkShop™ is a Java development environment for building all types of Java applets, including those for mission-critical business applications, while JavaBeans™ enables developers to snap together prefabricated Java program components. When used with INFORMIX-Universal Server, the combination offers peak performance for business-critical applications running on Sun’s JavaStation™ network computer.

- Addressing the complexity of evolving network computing environments, the Solstice™ suite of network- and system-management solutions gives you the advantages of centralized system and network management, simplified configuration, and centralized security.

- SunService provides a full complement of offerings to plan, train, implement, and manage interoperability in an enterprise-wide, mission-critical environment. SunService currently supports more than 700,000 UNIX® systems around the world, with education and skills migration, systems integrations and operations, and customer support, among other services.

Reflecting the growing challenges of today's information-rich business environment, Sun and Informix solutions offer the superior performance, flexibility, and scalability your enterprise demands.

Build your enterprise with the trusted combination.

- ✓ Sun and Informix are widely recognized as technology leaders. With thousands of customers already using our joint solutions, you can rest assured we have the experience to develop a solution specifically for you.
- ✓ Tightly integrated reliability, availability, and serviceability features in our products help ensure that your critical data is always there when you need it.
- ✓ Sun's Solaris operating environment and Informix's Dynamic Scalable Architecture offer the scalability you need to start small and grow as your needs change, protecting your long-term investment.
- ✓ We offer solutions for small, medium, and large enterprises. That means you can choose whatever best suits your needs today, while establishing a foundation for tomorrow's growth and changing requirements.
- ✓ More than 12,000 solutions are available for the Solaris operating environment and more than 7500 solutions are available on Informix, giving you great flexibility in the applications you choose to run.
- ✓ By working together to advance Java as the language standard for network computing and distributed environments, we're making it easier for you to manage and use information in new and innovative ways.

In a sense, Sun and Informix have grown up together. Sun has been a leader in running mission-critical network applications since its inception, is the leading UNIX platform for relational database software, and has the fastest growth in UNIX server sales. Informix is a leading UNIX database company and consistently delivers innovative database products to help companies manage and grow their business. With our focused strategy, Sun and Informix offer best-of-breed solutions to address even the most complex business and IT objectives. We share a joint vision that includes open systems, Java technology, and high-performance, easy-to-use solutions that allow you to implement your breakthrough business strategies.

By focusing our resources on your company's needs, Sun and Informix offer products and services that make the most of your information assets. Working together, we provide solutions that work for you.



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