



SUNGARD

Infinity Platform SaaS Support

**Government and Industry SOA Symposium
Arlington/VA
April 2-3**

**Dr. Marc Gille
SVP Product Management
Infinity Platform**

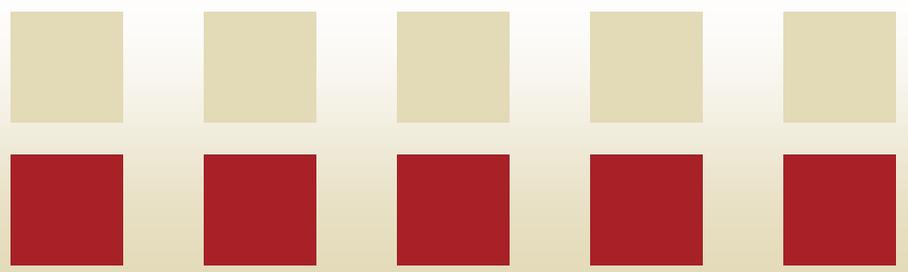
SUNGARD From Products to End-to-end Solutions

Customers

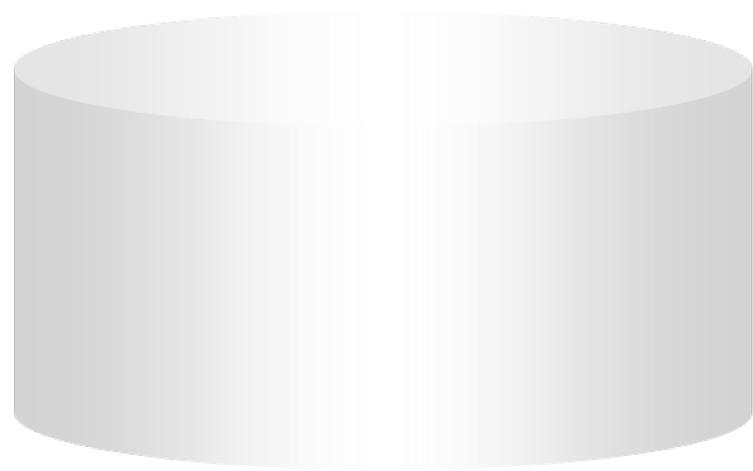


← Demand for end-to-end financial services solutions

SunGard

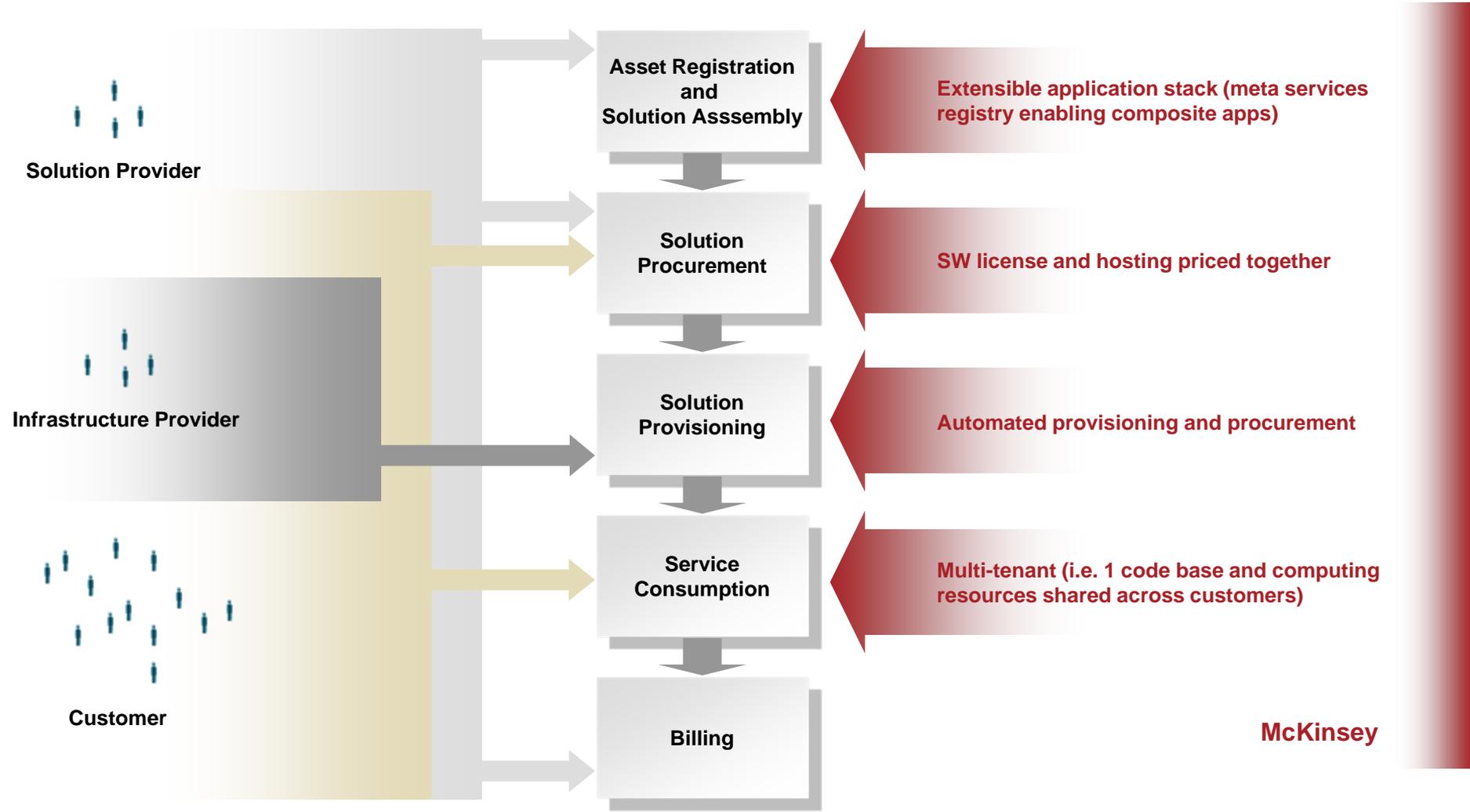


← > 150 products
← > 50 primary brands
← > 20,000 employees
← End-to-end solution offering vertical business logic tied to products

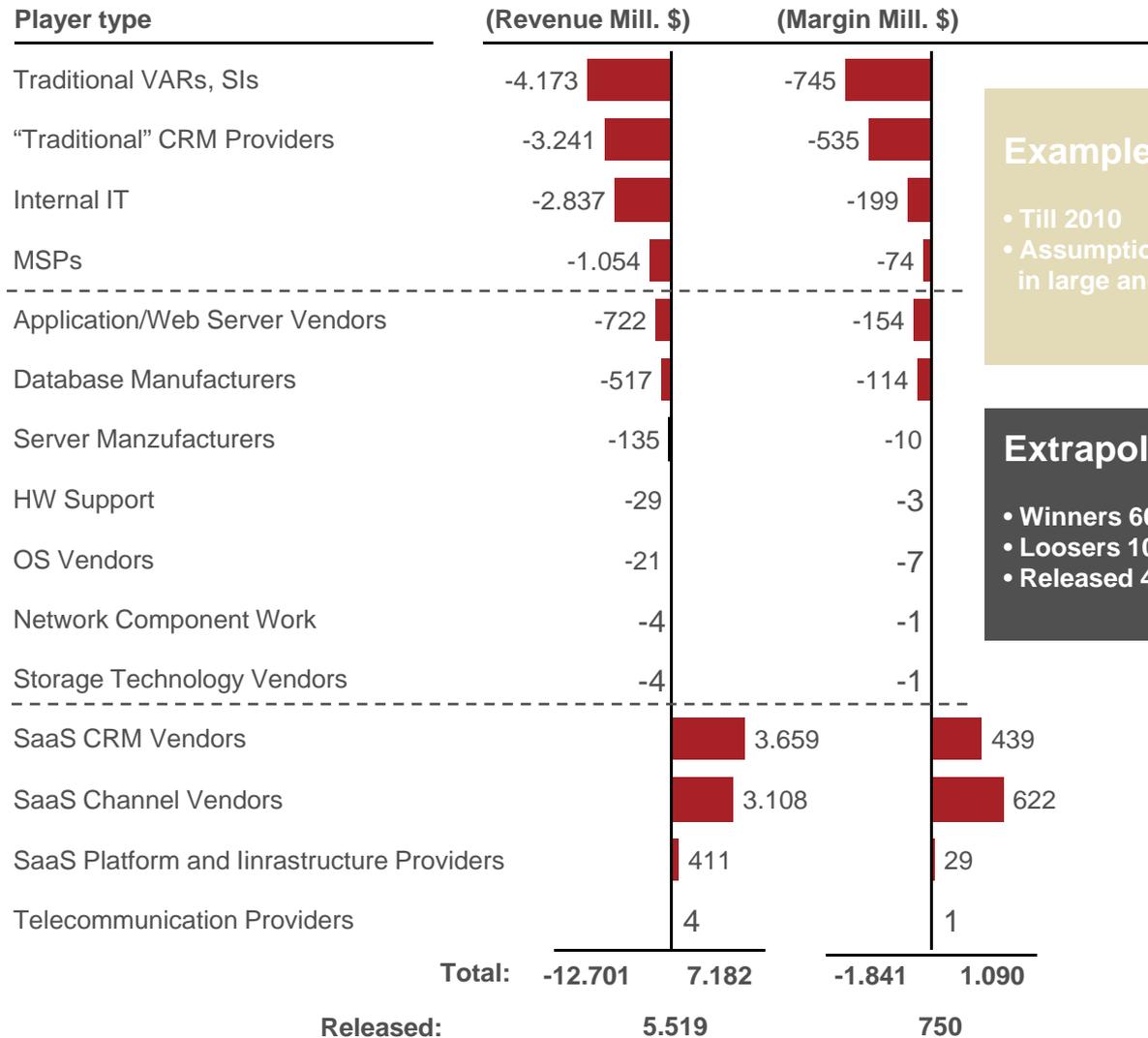


- SaaS value-chain and drivers
- SaaS platforms
- SOA and solution provisioning in the Cloud
- Consequences for the application lifecycle

- ⇒ **SaaS value-chain and drivers**
 - SaaS platforms
 - SOA and solution provisioning in the Cloud
 - Consequences for the application lifecycle



SUNGARD Winners and Losers



Example CRM

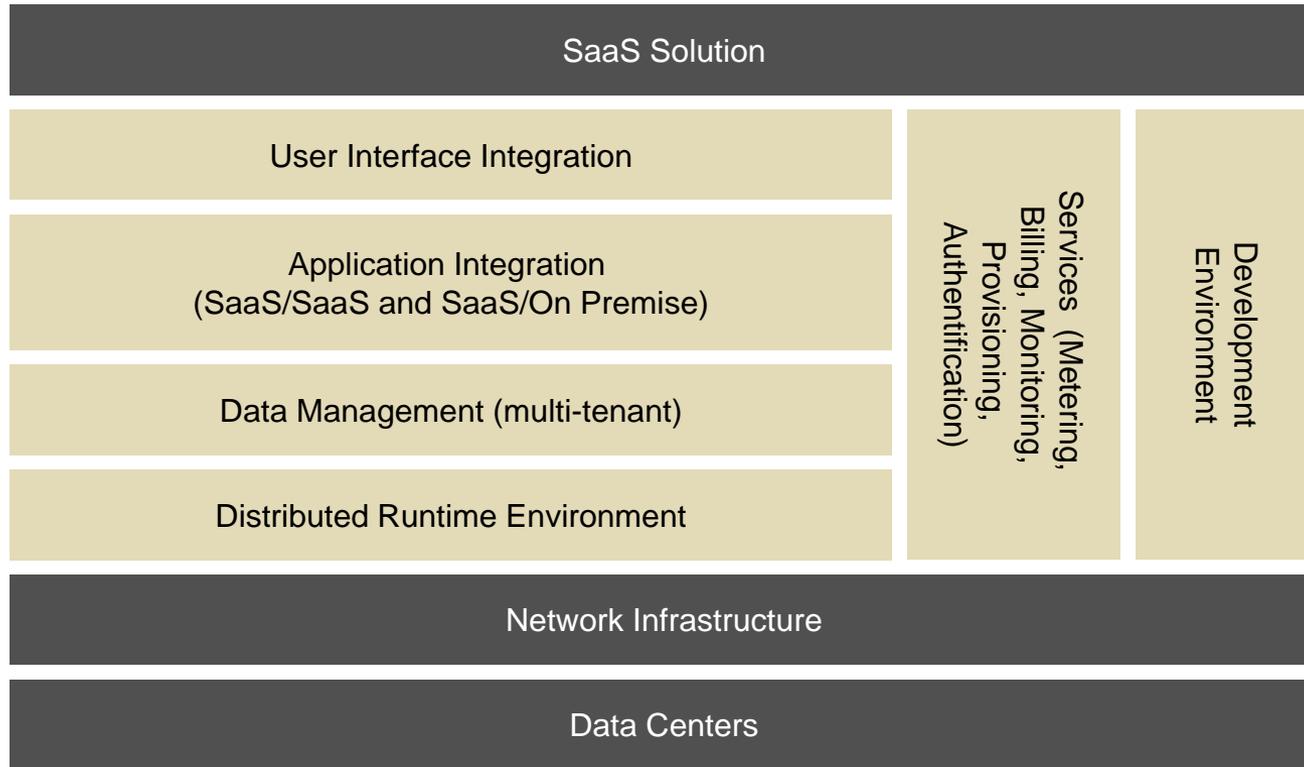
- Till 2010
- Assumption 25% market penetration in large and mid-size companies

Extrapolation to the entire Market

- Winners 60 Billion \$
- Losers 104 Billion \$
- Released 44 Billion \$

Source: McKinsey

- SaaS value-chain and drivers
- ⇒ **SaaS platforms**
- SOA and solution provisioning in the Cloud
- Consequences for the application lifecycle



Sources: Marc Andreessen, Phil Wainwright, McKinsey

- Commodity Applications (CRM, ECM, Collaboration)
- Proprietary platforms

- Broader bandwidth of vertical applications
- Standards-based SaaS platforms

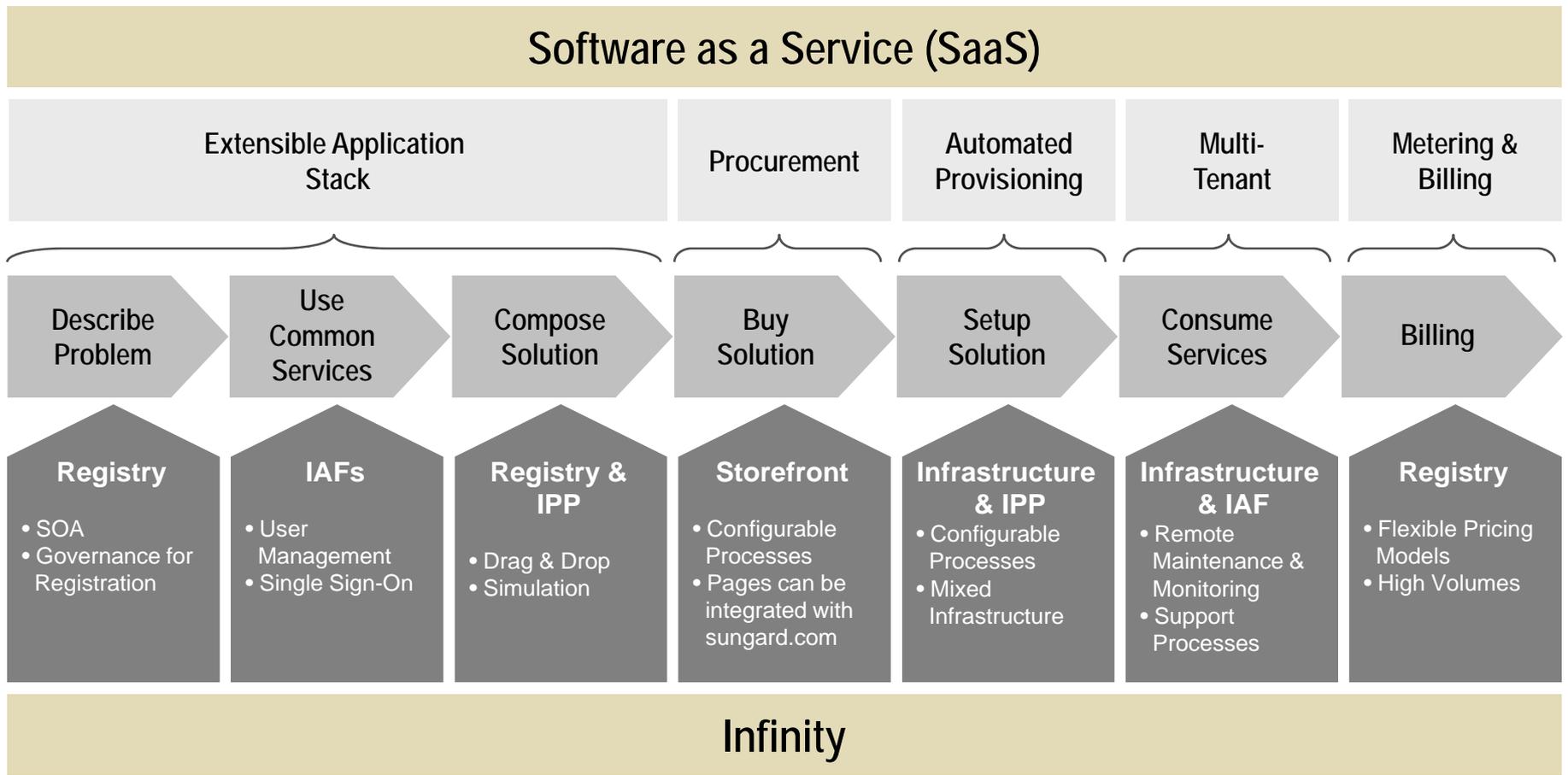
- Composite solutions
- Established SaaS platforms and markets

~ 4 Years

~ 2-3 Years

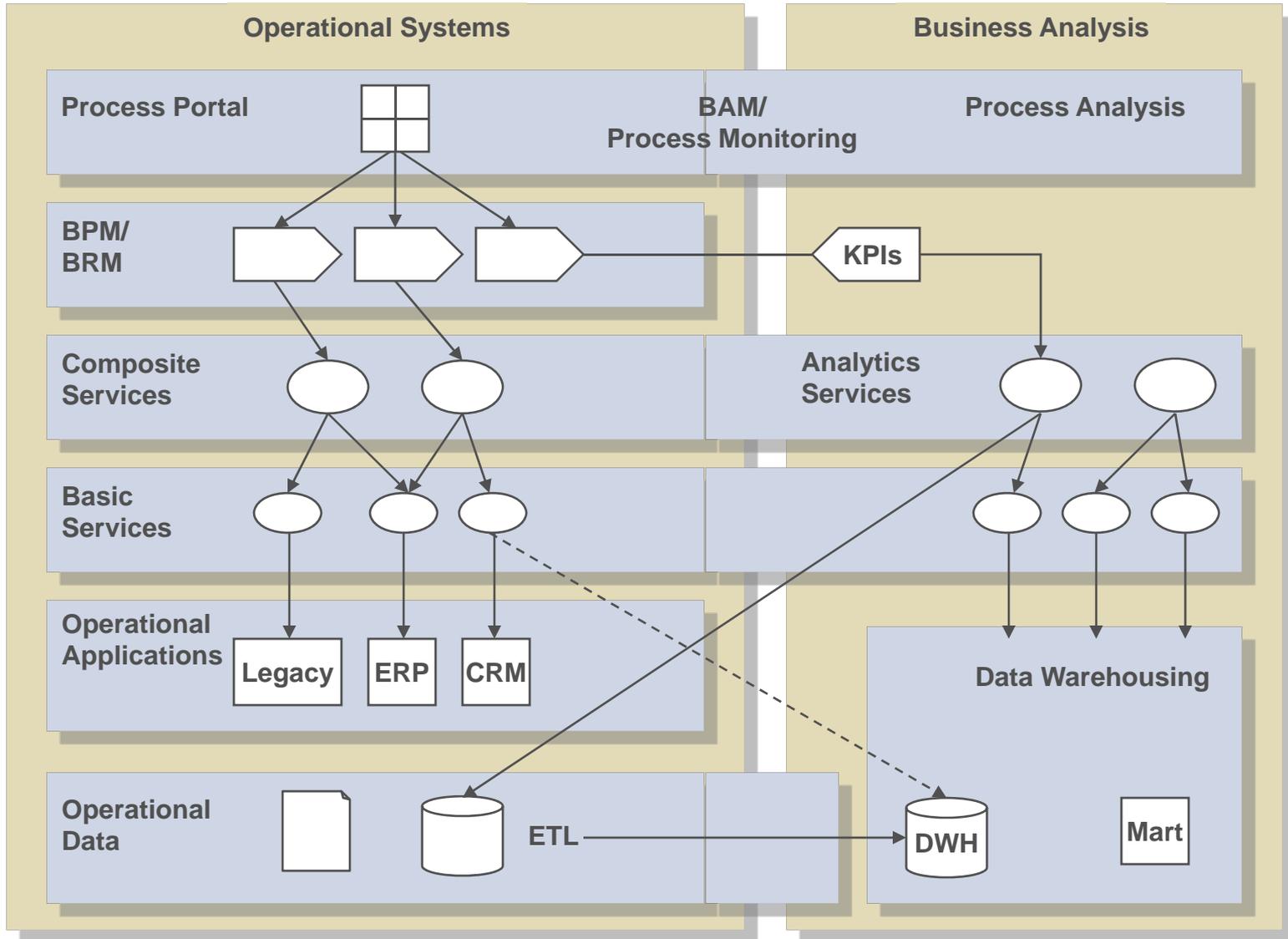
5-6 Years

Example: SunGard Infinity

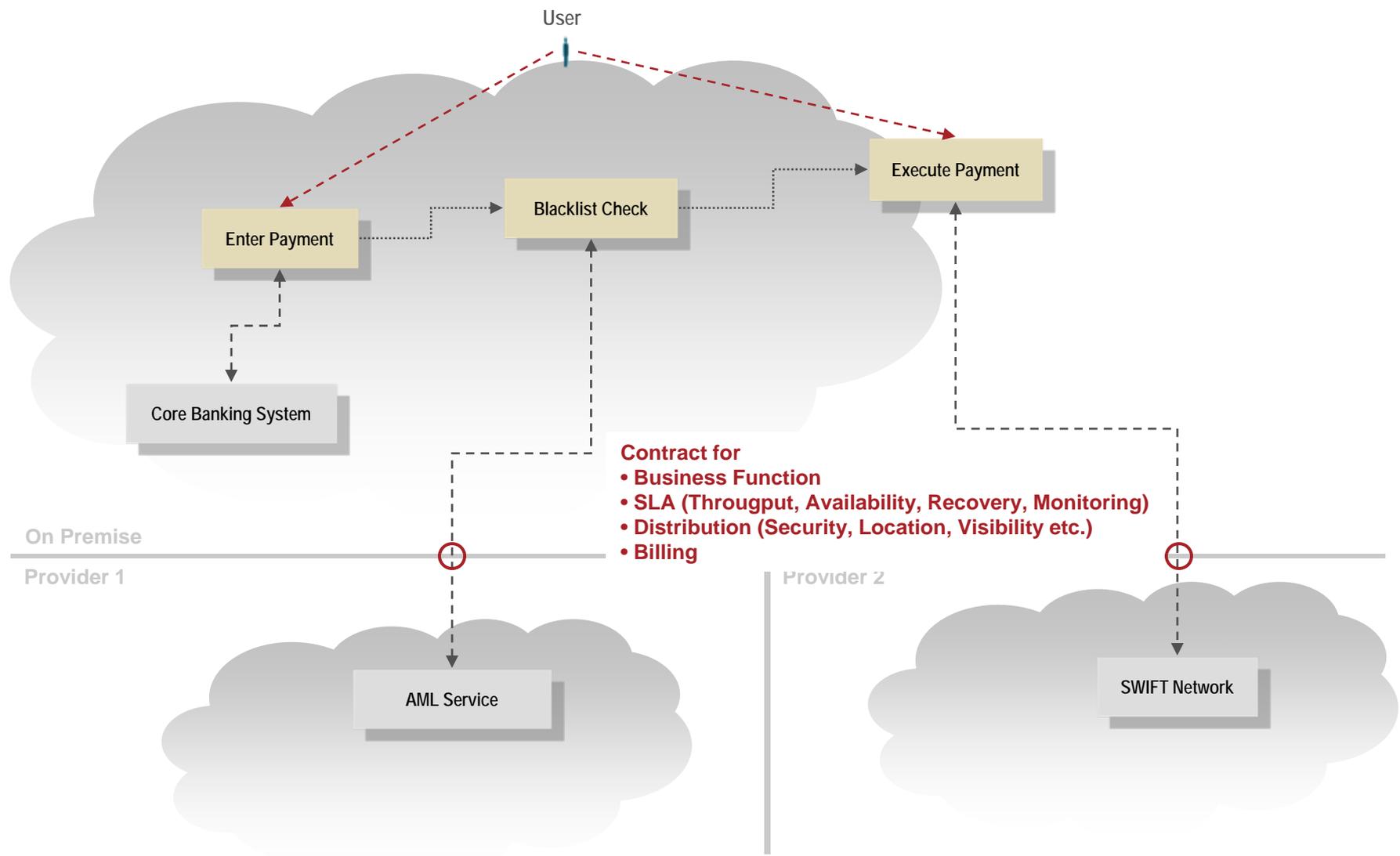


- SaaS value-chain and drivers
- SaaS platforms
- ⇒ **SOA and solution provisioning in the Cloud**
- Consequences for the application lifecycle

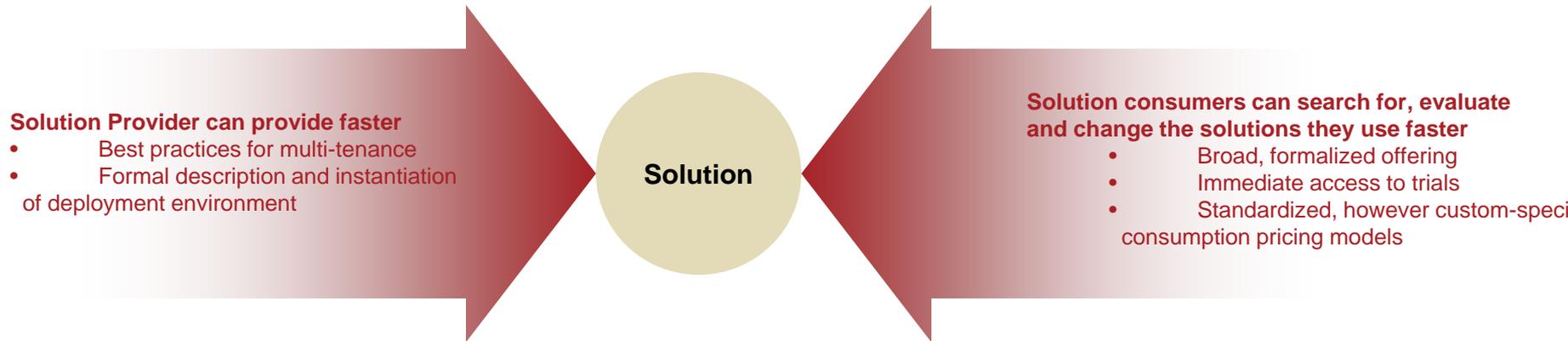
SUNGARD SOA Blueprint



SUNGARD Orchestration and Provisioning in the Cloud



- SaaS value-chain and drivers
- SaaS platforms
- SOA and solution provisioning in the Cloud
- ⇒ **Consequences for the application lifecycle**



- A very old one: Modularization is key to reduce complexity
- Broaden the term service: Work on a 3270 screen can be considered a service
- Monolithic applications: Add or spawn of SaaS services



marc.gille@sungard.com
+49 176 1111 170