

# THE FILLMORE GROUP

Relational Database Solutions



## The Fillmore Group

**Succeed with IBM Information Management Products**  
**Local Resources Available!**



## Agenda:

- ▶ Introduction to The Fillmore Group
- ▶ Software Purchase Options
- ▶ Services and Support Options
- ▶ Training Offerings
- ▶ Realistic expectations





## 3 Takeaways:

- ▶ Who to contact for software purchases
- ▶ Services options
- ▶ Training and enablement options





## The Fillmore Group, Inc.

- Frank Fillmore, DB2 Gold Consultant, IBM Champion
- Technical Support and Consulting/Lab Services, GBS
- IBM Authorized Training Partner
- IBM Information Management Software Reseller





## Services:

- ▶ Implementation and tuning for:

DB2, Optim, Guardium, Information Server

Replication, DataStage, Informix, Netezza, IDAA



## Training

- ▶ IBM Authorized Training Partner
- ▶ Classes delivered in Towson, MD
- ▶ IM classes support products sold

Info Server, DataStage, Q Rep, ICDC,  
DB2 Performance Tuning, InfoSphere  
Data Architect, and more at:

[www.thefillmoregroup.com](http://www.thefillmoregroup.com)



**IBM Information Management**



## **Software Purchases – who to contact**

- ▶ Enterprise Accounts
- ▶ Mid Market Accounts
- ▶ General Business Accounts

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## Services Options

- ▶ IBM Lab Services
- ▶ IBM Global Technical Services
- ▶ IBM Business Partners
  - ▶ <http://www-304.ibm.com/partnerworld/wps/bplocator/search.jsp>





## **Training Options**

- ▶ IBM Authorized Training 1-800-IBM-TEACH
- ▶ Independent Training Providers
- ▶ Online and self paced training options
  - ▶ Developerworks
  - ▶ Virtual Innovation Centers



# The International DB2 Users Group IDUG

- ▶ DB2-L
- ▶ Regional User Groups
- ▶ IDUG Conferences
- ▶ IDUG Mentoring Program



## **DB2 Gold Consultants and Champions**

- ▶ IBM sponsored programs
- ▶ 40+ DB2 Gold Consultants worldwide
- ▶ 150 Champions worldwide
- ▶ Authors, instructors
- ▶ Bloggers
- ▶ High visibility within IBM





## Realistic Expectations

- ▶ Purchase qualification
- ▶ Delivered Statement of Work
- ▶ Rapid response
- ▶ Competitive pricing – not free services





# Thank you

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[www.thefillmoregroup.com/blog](http://www.thefillmoregroup.com/blog)

