



*Office of the General Manager
IBM Information Management
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Dear Colleagues:

Last year, as IBM celebrated its centennial birthday, we started our second decade with Informix software as part of the IBM Information Management family.

We remain committed to a long term investment in Informix. Here are a few highlights from 2011:

- New offerings such as Informix Genero and Informix Warehouse Accelerator to bring added value to clients.
- Introduced an Informix Genero trial, which has seen sizeable download volumes globally since launching in Q4.
- Partners and sellers having great success with Informix Warehouse Accelerator (IWA). As a result, we exceeded first year sales targets with clients adopting IWA in Germany, USA, Denmark, Brazil, Colombia, and the Czech Republic.
- New support offerings made available, such as the "Continuing Support" program

Our investments in this space have translated into powerful capabilities unique to Informix. A few examples include heterogeneous clustering with Informix Flexible Grid, accelerated warehouse queries with Informix Warehouse Accelerator, and unprecedented performance and storage efficiency for managing instrumentation data (from smart meters and sensors with Informix TimeSeries). In addition to its traditional differentiation of high performance, reliability and near hands-free administration, these Informix advantages continue to win new solution partners.

Finally, we are delivering on the promise to create a proactive sales culture. Please see the recent [communication from Rob Thomas](#) with details about the increased focus on Informix sales worldwide.

IBM remains committed to delivering the investment and innovations that will continue to make Informix clients and partners successful. In doing so, we look forward to the ongoing feedback, focus, and passion of the Informix International User Group that has been a critical part of the Informix success to date.

Sincerely,

A handwritten signature in black ink that reads "Arvind Krishna".

Arvind Krishna
General Manager, Information Management
IBM Software Group