

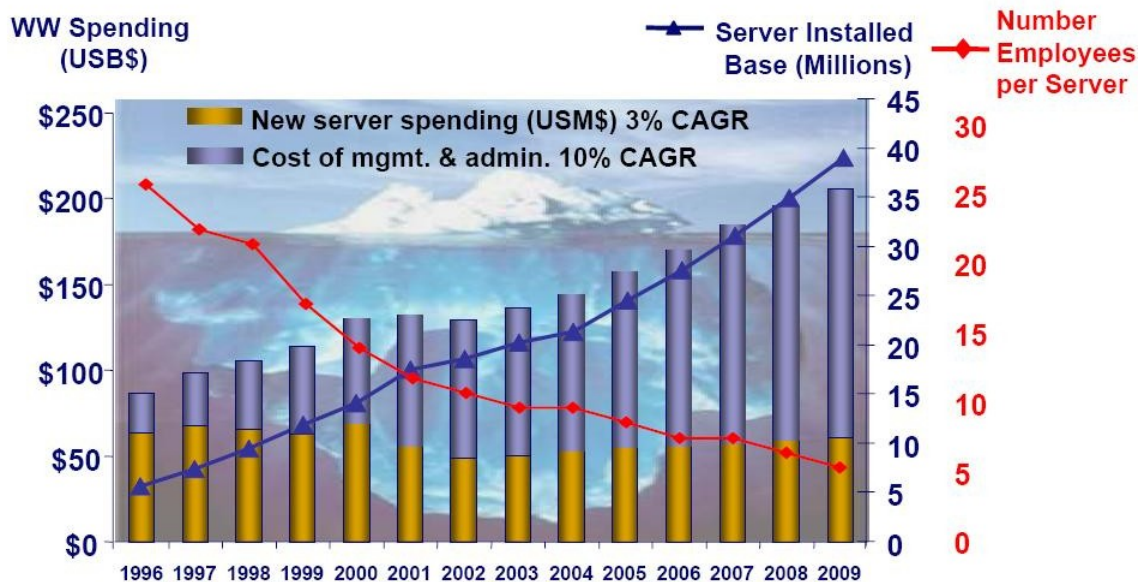
**Platform Grid Conference**  
**San Francisco, CA**  
**September 6-8, 2006**

Sponsored by Platform Computing, this event brought together Platform's customers, prospects, suspects, and partners.

John van Uden, a Citigroup VP, described how his company is adopting grid strategy. Citigroup has \$1.4 trillion in assets, annual revenue of \$24.5 billion, and is the sixth largest technology company in the world. It has over 300,000 employees, ~85,000 desktops, and over 10,000 servers worldwide. Prior to embracing a grid technology server utilization was less than 15% and server real estate was growing over 20% annually. Building a new data center costs about \$250 million!

Citigroup embarked on a four-year grid technology using Platform's Symphony 3.x release. The grid today has about 1,000 servers. Citigroup charges its business units and end-user customers on a usage-based pricing model per GB of storage and CPU-hr of computing. Lessons learned included i) technology is easy, it is people that make things happen; and ii) adding grid to an existing infrastructure is painful; it is better to start with a clean slate.

Vernon Turner lamented at the explosive growth of servers and server farms. Today, there are too many servers, too much capacity, and low utilization resulting in almost \$140 billion worth of unutilized server assets and, by 2009, new server spending and management and administration costs are estimated reach \$200 billion.



Many Servers, Much Capacity, Low Utilization =  
\$140B unutilized server assets

Source: IDC, May 2006

Ways to cut spending include server consolidation and virtualization of storage, processing power, software, applications, security, systems management and network. It is time to train IT analysts as business analysts.

Songnian Zhu, Platform CEO, recalled some of Gartner's Top 10 Strategic Technologies in 2006 as virtualization, grid computing, SOBA, pervasive computing, and Linux, and IDC's forecast of HPC market revenue \$7.25B with 30% growth and cluster market share exceeding 50% with 50% growth. He also dwelt on the convergence of computer architecture as:

Mainframe/vector supercomputers→client/server and MPP/SMP/workstations→cluster as server→grid.

Clive Dawson of AMD discussed how they are using grid in EDA. In 1996, AMD had ~60 HP-UX systems; 1997, ~200 Sun Solaris systems; today it has ~7,000 systems with over 15,000 CPUs—all running Linux. Using Platform's LSF, AMD is achieving over 90% server utilization. Linux is maturing fast and was critical in AMD's EDA program; grid computing is still in its infancy.

Robert Fogel of Intel discussed the convergence of grid, SOA, and virtualization, and proposed:

Service-Oriented IT = Grid 2.0 + SOA + Web 2.0

Micro-virtualization can be achieved by VM and VT, and macro-virtualization by grid.

### **Observations**

Overall, this was a good event, but we have one question: Platform has been in business for 14 years with over 2,000 customers, has god technology, and appears to be profitable; how come it hasn't been acquired by the likes of HP, IBM, or Sun?

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