

The PSI Letter, Vol. 3

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The first quarter of 2006 has proved an exciting time at Platform Solutions, Inc. (PSI). We started the New Year with the delivery of new systems to two additional Early Shipment Program (ESP) customers in Europe, our first systems delivered abroad. The systems are now up and running and being vigorously tested by a major international financial institution and a leading global transportation provider. To date, ESP system testing has gone extremely well.

In January, PSI joined the Itanium Solutions Alliance (ISA), aligning with other global industry leaders committed to accelerating the adoption of Itanium technology in the datacenter and throughout today's most progressive enterprises. Members of the ISA have committed \$10 Billion dollars to the Itanium platform through 2010.

Next week, we are participating in the annual Intel Developer Forum in San Francisco where we'll conduct our first public demonstration of PSI's new open mainframe server. We'll show conference attendees a PSI system running the IBM z/OS operating system and Red Hat Linux on the same server. This is a significant milestone as we continue progressing toward the general availability of our initial system in the second half of this year. Simultaneously, we'll be involved in the annual Spring production of SHARE, the semi-annual mainframe conference being held this year in Seattle. Now starting its second half-century of perennial success, the longevity and committed spirit of SHARE is testimony to the critical role the mainframe continues to play in datacenters around the world today.

As always, our intent with The PSI Letter is to keep you apprised of our progress and share developments at our company and within the industry that we believe will have a direct impact on the mainframe market and enterprise computing. Thank you for your ongoing support and interest in PSI, and if you have any questions or would like to contact us, please feel free to email us at: contactus@platsolns.com

Features this Quarter:

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- * Spotlight: FAQ with Ron Higgin, PSI Evangelist
- * PSI @ IDF: First Public PSI System Demo, March 7, San Francisco
- * SHARE Session: Don't Stop at Linux!, March 7, Seattle
- * News: A Bit of Alphabet Soup – PSI + ISA + IDF
- * PSI In The News
- * Quotes of the Week

Spotlight

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FAQ: Six Questions with Ron Higgin, PSI Evangelist

Ron Higgin joined PSI in 2005 from BMC, bringing years of datacenter expertise and enterprise computing insight. An astute technologist and system designer, he now serves as PSI Evangelist, working with the company's engineering team as well as with customers in PSI's ongoing Early Shipment Program. Ron sat down recently with veteran mainframe watcher and opinion leader Anura Guruge, and pondered a half dozen probing questions.

Q1: Ron, to set the background for our readers (and to definitely pique the interest of some of our BIG Iron Club members) as well as to give you folks some vicarious, but instant credibility, can you please tell us, at a relatively high-level, how PSI and its core technology evolved from what the Amdahl Corporation was doing and how this all came to be in terms of time-line, people and funding?

In 1995 a team of Amdahl engineers collaborated with Intel Corporation on the system design of Intel's new 64-bit IA-64 microprocessor architecture with the intent of exploiting off-the-shelf processor chips to build a new generation of IBM-compatible mainframe systems. In late 1999 a group of engineers gained intellectual property rights to this work. In September of 2003, PSI received its first round of venture funding to commercialize the technology with the aim to develop and deliver a new generation of mainframe systems -- systems capable of bridging the technology gap between the mainframe and open systems world. Today PSI is in the early stages of rolling out its first generation of Intel Itanium 2-based mainframe systems. The company is well funded by a prestigious set of investors that now includes Blueprint Ventures, Goldman Sachs, Intel Capital, InterWest Partners, and Investcorp.

Please follow this link to read the full interview:
http://www.itindepth.com/PSI_Ron_Interview.htm

Market Engagement

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PSI @ Intel Developer Forum, San Francisco, March 7 - 9

PSI Demonstrates z/OS and Red Hat Linux Running On Same PSI Mainframe Server

For the first time publicly, PSI will demonstrate the PSI open mainframe server running z/OS and Red Hat Linux running on the same physical server. Showing its unique ability to bring up multiple open systems and proprietary mainframe partitions on the same mainframe platform, PSI will also show its system's unique ability to simultaneously support enterprise applications performing on the respective operating systems. The company will exhibit at IDF in the Itanium Solutions Alliance Community booth. Attendees will also be able to visit leading enterprise and technical solutions providers who as part of the growing Itanium Solutions Alliance are working together towards open, industry standard solutions based on the Itanium architecture.

March 7-9, 2006, Moscone Center West, Booth 846, Itanium Solutions Alliance Community area.

For more information about IDF, please visit: <http://www.intel.com/idf/us/spring2006/>

SHARE Session 2890, Seattle, Washington, March 7

Mainframe Integration - Don't Stop at Linux

Ron Higgin, PSI Evangelist, will provide an overview of the issues leading to the need for a single server with the ability to run z/OS, Linux, Windows, UNIX, and other server systems side-by-side on the same physical box. He will also cover the advanced partitioning capabilities that allow customers to control z/OS-based software licensing fees by isolation of individual workloads or logical servers.

Tues., March 7, 2006, Washington State Convention and Trade Center, 6th Floor, Room 602 @ 12:15 PM.

For more information about SHARE, please visit: http://www.share.org/Events/share_events.cfm

PSI Makes News

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PSI Joins Itanium Solutions Alliance, Jan. 24, 2006

New-Generation Mainframe Developer Aligns with Top Systems and Software Providers To Accelerate Delivery of Itanium Solutions and Improve Customer Benefits

Sunnyvale, Calif., January 24th, 2006 - Platform Solutions, Inc. (PSI), the first developer of a new generation of mainframe computers, today announced the company has joined the Itanium Solutions Alliance, aligning itself with leading systems and software providers dedicated to accelerating the adoption and ongoing development of Intel® Itanium® 2 processor-based solutions throughout the world.

The Itanium Solutions Alliance was formed in September 2005 by top enterprise and technical computing providers Bull, Fujitsu, Fujitsu Siemens Computers, Hitachi, HP, Intel, NEC, SGI and Unisys. Leading software vendors BEA, Microsoft, Novell, Oracle, Red Hat, SAS and Sybase have since joined as charter members, and other early members include Hyperion, Informatica, MiT Systems, MSC.Software, Sybase, Symantec, TIBCO and Trend Micro.

Read more: http://www.platform-solutions.com/news/Itanium_Alliance_Final.pdf

PSI In The News

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Mainframe Company Platform Solutions Joins Itanium Alliance, eWeek, Jan., 24, 2006

PSI announced a month ago that it was joining the Itanium Solutions Alliance, aligning itself with a world-class group of technology leaders now working collectively for the increased global adoption of Itanium technology. <http://www.eweek.com/article2/0,1895,1915015,00.asp>

Hardware Pioneers: The Next Generation, BusinessWeek Online, Dec. 14, 2005

PSI was recently selected by BusinessWeek as one of a select few systems companies that make up The Next Generation of Hardware Pioneers driving new innovations for progressive datacenters and enterprise computing.
http://images.businessweek.com/ss/05/12/nextgen_hardware/index_01.htm

Quote(s)for the Week

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"Don't you wish there were a knob on the TV to turn up the intelligence? There's one marked 'brightness,' but it doesn't work." - Gallagher

"Everywhere is within walking distance if you have the time."
- Steven Wright

"Experts agree that the best type of computer for your individual needs is one that comes on the market about two days after you actually purchase some other computer." - Dave Barry

"Don't worry about people stealing your ideas. If your ideas are any good, you'll have to ram them down people's throats."
- Howard Aiken