

The PSI Letter, Vol. 4

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The third quarter of this year was an active one for PSI, capped with our company's first participation as an official exhibitor at the annual Fall SHARE conference which was held in Baltimore. With a full booth and featuring the first public demonstration of the industry's first open mainframe computer, PSI stepped out onto the show floor for the first time.

Given the heritage of SHARE as the premiere industry gathering of the mainframe market, we felt it was without a doubt the most appropriate venue for us to give the market a sneak peak at our first system. And we were proud to do so with our newest Early Ship Program (ESP) customer, Lufthansa Systems, who participated with us in our booth as well as in a joint presentation in which they outlined their needs for a new choice in mainframe platforms and their rationale for selecting PSI.

Now, well into the final leg of 2006, we are actively engaged with go-to-market partners and additional new ESP customers as we build our momentum going into the New Year. There is significant energy in the high-end enterprise computing market with many major corporations and progressive mid-size companies contemplating how best to modernize their datacenters. All of these companies realize open technologies are the right path for the future. We're helping many of them understand the strategic business and cost benefits open technologies in the datacenter will provide them, and that we offer them a choice in mainframe platforms they haven't had in a long time.

Features this newsletter:

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- \* Spotlight: Database Trends and Applications - Lufthansa Systems Tests Mainframe Platform
- \* SHARE: PSI Demonstrates First Open Mainframe Computer at SHARE
- \* Upcoming Events
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- \* Quotes of the Week

Spotlight

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Lufthansa Systems Puts PSI Open Mainframe To The Test

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Lufthansa Systems is one of the leading IT service providers for the airline and aviation industries worldwide.

As a systems integrator, the wholly-owned subsidiary of the Lufthansa Group covers the entire range of IT services, including consulting, development, implementation and operation. A longtime IBM mainframe customer, Lufthansa Systems had always supported a second vendor in-house, but there had been no alternative choice since the late 1990's. This lack of alternative options became an issue. The issue was addressed when Lufthansa discovered Platform Solutions, Inc. (PSI) at a SHARE conference and found

the PSI systems approach and philosophy fit their needs. PSI offers the first open mainframe servers that can run the z/OS, Linux, UNIX and Windows simultaneously on the same system and Lufthansa is putting it through its paces.

Please follow this link to read the full article:

[http://www.platform-solutions.com/docs/PSI\\_9\\_06.pdf](http://www.platform-solutions.com/docs/PSI_9_06.pdf)

## SHARE--Baltimore

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### PSI Exhibits At SHARE For First Time -- A Notable Debut & Presence

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SHARE in Baltimore marked a major milestone for PSI. PSI debuted for the first time as an exhibitor and demonstrated its open mainframe for the first time in a public venue. The company attracted a steady crowd into its booth and conducted an endless number of systems demonstrations. It was truly a validating experience. The company also jointly presented along with ESP customer Lufthansa Systems. The two companies presented -- "PSI Open Mainframe Server: Lufthansa Systems, ESP Field Trial Results" -- to a large and attentive group, updating them on their ESP results and their successful implementation to date. To download access their SHARE presentation, please visit:

<http://www.platform-solutions.com/literature.php>

## Upcoming Events

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### Computer Measurement Group (CMG) National 2006: Reno Hilton, Reno, Nevada December 3-8, 2006

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Join Platform Solutions at CMG 2006. We'll be at booth 215 and be presenting Tuesday December 5th from 5:30 PM – 6:30 PM in the Carson 1 & 2 rooms, "PSI Itanium-based Open Mainframe Server for IBM z/OS." For more information go to: <http://www.cmg2006.com/>.

### SHARE 2007 Spring: February 11-16, 2007

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Join PSI in Tampa, Florida for the Spring SHARE User Event in February. We will be presenting as well as exhibiting. For more information, visit: <http://www.share.org/>

## PSI in The Industry

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### CEO Michael Maulick Presents at Dow Jones/Datacenter Ventures, September 20, 2006

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Outlining the increasing need and recognition by major corporations for the adoption of open technologies to accelerate the modernization of today's corporate datacenters, PSI CEO Michael Maulick presented along side numerous other leading enterprise computing companies at Dow Jones' recent Datacenter Ventures Conference at the Fairmont Hotel in San Jose, California. Featuring a small selection of the most promising young technology companies focused on address today's most pressing IT challenges, Mr. Maulick highlighted the business and cost advantages available with PSI's open mainframe systems.

PSI Demonstrates First Open Mainframe Computer at SHARE, August 14, 2006

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Progressing steadily toward the general availability of the industry's first open mainframe computer, Platform Solutions, Inc., (PSI) is giving a glimpse today at the annual SHARE Mainframe User Event how its breakthrough new open mainframe computer can be used to modernize today's traditional datacenters – it is demonstrating modern J2EE web-based applications accessing IBM® z/OS® DB2 data running on a single industry-standard Intel® Itanium® 2 platform.

To read more about PSI's demo at SHARE, please visit: [http://www.platform-solutions.com/docs/SHARE\\_Fall\\_2006.pdf](http://www.platform-solutions.com/docs/SHARE_Fall_2006.pdf)

Platform Solutions, Inc. to Use Dual-Core Intel® Itanium® 2 Processors,  
Addressing Performance Requirements of 90 Percent of z/OS® Installations, July 18, 2006

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Platform Solutions, Inc. (PSI), the developer of a new generation of mainframe computers compatible with the broadest set of datacenter environments and operating systems, announced today support for the new Dual-Core Intel Itanium 2 Processor 9000 series, Intel Corporation's newest Itanium 2 technology-based chip, that PSI will use in the industry's first open mainframe.

To read more, please go to: [http://www.platform-solutions.com/docs/PSI\\_Final\\_PR\\_Intel\\_Launch\\_071806.pdf](http://www.platform-solutions.com/docs/PSI_Final_PR_Intel_Launch_071806.pdf)

PSI In The News

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A Joint Assault on the Mainframe Hardware Market, IT Jungle, September 26, 2006

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Two companies are about to launch a joint assault on IBM's mainframe processor market. Platform Solutions has built a series of large-scale computers that can load and run software written for the System z9 and its antecedents. T3 Technologies will incorporate PSI's technology in a line of midrange IBM-compatible mainframes. While these new processors might not break IBM's grip on the mainframe base, they could well inspire IBM to make substantial changes in its mainframe technology.

To read more visit: <http://www.itjungle.com/big/big092606-story01.html>

To access other recent articles featuring PSI, visit: <http://www.platform-solutions.com/news.php>

### Market Engagements

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PSI @ GSE UK Conference 2006: Kenilworth, Nr Warwick, UK October 31–November 1, 2006

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Platform Solutions, Inc. (PSI) had a booth at the GSE UK Conference 2006 in Kenilworth, Nr Warwick October 31st and November 1st.

During session FF on Wednesday, November 1st, 9am, speaker Irwin Kraus presented “PSI Itanium-based Open Mainframe Server for IBM z/OS.”

For more information, visit: <http://www.gse.org.uk/tyc/invite.html>

PSI @ HP Technology Forum Event: Houston, Texas September 17-21, 2006

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Platform Solutions joined HP at their annual technology forum in the Tech Zone this fall. PSI's Ed Murphy, senior systems engineering manager, presented PSI/HP Itanium-based Open Mainframe Server for IBM z/OS.

For more information and to download the session's, visit: <http://www.hptechnologyforum.com/>.

PSI @ Intel Developer Forum 2006: San Francisco, California September 26-28, 2006

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PSI's demonstration at IDF highlighted the multi-OS capabilities of the company's open mainframe server--which supports the industry's broadest set of datacenter environments and operating systems and is the only high-end enterprise system capable of supporting Linux, Windows, HP-UX and the IBM z/OS operating systems simultaneously on the same computer. Technology enthusiasts spent 3 days interacting with experts, attending technical training and collaborating with the industry. Intel made several major announcements and demonstrated a vision of where technology is headed.

To read more on the conference, and see what new innovations are happening at Intel,

visit: <http://www.intel.com/idf/us/fall2006/index.htm>

Quote(s) for the Week

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"Never trust a computer you can't throw out a window." -- Steve Wozniak

"Part of the secret of success in life is to eat what you like and let the food fight it out inside." -  
Mark Twain

"Thanks to the interstate highway system, it is now possible to  
travel across the country without seeing anything." -- Charles Kuralt